

the deltasig

of delta sigma pi may 1984



Purdue Welcomes Deltasigs

commentary



Richard J. Parnitzke

For lowerclassmen, this period in time means nothing more than the conclusion of another academic year. For senior classmen, though, this is a time for graduation which marks the culmination of each individual's quest for higher education. It is a time to reflect upon individual and collective accomplishments. It is a time for all of us to look ahead, to tomorrow.

We, as Deltasigs, have a great deal to be proud of: our heritage, ideals and respected place in the business community. Graduates can now reflect and fully appreciate all they have received from our Brotherhood. They are the ones who can readily understand the values and ideals we accept and apply in our daily lives because of the oath we all took when initiated. Without these values and ideals, our professional business fraternity would not have endured and prospered for all these years.

If we seriously think about our Ritual and the key elements contained within, the concept of membership for life and helping others to help themselves are

most apparent. We also realize that our Ritual does not contain rules to be obeyed, but rather ideals and values that are so important we can never ignore them. For they are the binding force that holds all of us together. A togetherness that allows us to share in our individual and collective accomplishments. A togetherness that will perpetuate our professional business fraternity.

Our four Founders gave us a fraternity that assists in the education of the mind, a fraternity that gives each of us the opportunity to grow and expand our individual horizons. These are key ingredients to professionalism and a better tomorrow.

As alumni and, more importantly, as practicing professionals in the business community today, we do have a vested interest in the collegian members of our fraternity—the practicing professionals of tomorrow. Think about what you have received during your collegiate years. Now take these thoughts one step further and ask yourself how you as a new alumnus can give to those who still have not attained the distinction of being called an alumnus. Think about our fraternity and how it has assisted you to achieve the goal of success.

How easy it is to start down the path of employment, being ever more self absorbed in your new positions and the day-to-day activities associated with employment. It may not be easy to recognize the fact that we may be neglecting those who are still in the formative stages of their career, the leaders of tomorrow, the student professionals of today. Our commitment to tomorrow must span all phas-

es of our professional careers of today.

Our professional fraternity is not just for collegiate members. It is for all members. I encourage you, the new alumni, to remain active in fraternity affairs. Seek out the nearest alumni chapter and continue to be an active part of our professional business fraternity. Remaining active can take many forms. You can be a member of officer of an alumni chapter, a national officer or an advisor to a collegiate chapter. National or regional committees are always in need of fresh ideas. The important thing is to stay active. Your commitment to excellence, professionalism, Delta Sigma Pi and tomorrow can only be enhanced by being an active alumni today.

Congratulations and welcome to the business community, new alumni. Glad to have you amongst us.

Fraternally yours,

A handwritten signature in cursive script that reads "Richard J. Parnitzke".

Richard J. Parnitzke
Grand President



the **deltasig**[®] of delta sigma pi

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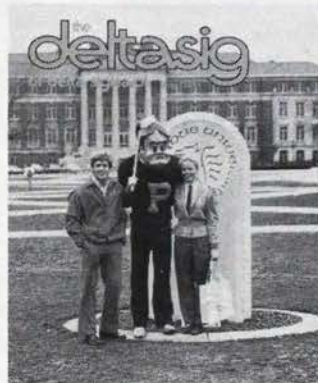


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Delta Sigma Pi is the professional business fraternity founded in 1907. The Deltasig of Delta Sigma Pi, its official publication, was first published in 1912.

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Fourteen months of work came to a successful conclusion on February 25, 1984, when the members of Alpha Beta Pi Fraternity became the Brothers of Kappa Omega Chapter of Delta Sigma Pi. Kappa Omega Chapter, located at Purdue University in West Lafayette, Indiana, becomes the 209th collegiate chapter of the fraternity, the ninth in the state of Indiana and the 17th in the Central Region. It joins chapters at Indiana-Indianapolis, Michigan,

established. A formal letter of intent to pursue a charter of Delta Sigma Pi was received by the national fraternity on April 7, 1983. Five members of Alpha Beta Pi attended an area conference in Evansville, Indiana, in late March. The local fraternity received recognition as a campus organization on April 1, 1983. Several professional, community service and fund raising activities were conducted during the spring semester of 1983, including a

ta Sigma Pi on November 11.

The colony's formal petition for chapter status was submitted to the Board of Directors in mid-January and was approved that same month.

Deltasigs from around the country gathered in West Lafayette the morning of February 25 for the ceremony marking the birth of the new chapter. Grand President Richard J. Parnitzke, Executive Director Michael J. Mazur, Jr., Director of Chapter Operations Mark A. Roberts, Chapter Consultant Richard M. Garber, Central Regional Director John T. Black, District Directors James P. Higgins and Vickie L. Springer, as well as members of Delta Tau Chapter at Indiana State, Theta Psi Chapter at Indiana-Northwest, Iota Lambda Chapter at Indiana-Purdue-Fort Wayne and Kappa Sigma Chapter at Indiana-Indianapolis, constituted the installation team. Over 60 Deltasigs, representing over 20 area chapters, witnessed the ritualistic initiation ceremony.

The 39 charter members of Kappa Omega Chapter were joined by many of the parents, members of the installation team, delegations from numerous collegiate and alumni chapters and Mid-American Provincial Vice President John V. Henik for the traditional installation banquet held that evening. Central Regional Director John Black acted as Toastmaster, Professor and newly initiated Brother Gregory D. Barnes extended greetings on behalf of Purdue University, Vice President for Professional Activities James G. McDonald gave a history of the Krannert School of Management, Secretary Amy L. Hitt presented a history of the Department of Supervision, and Assistant Treasurer Lynn A. Kwilas spoke of the development of Alpha Beta Pi Colony leading up to the installation of Kappa Omega Chapter. Grand President Parnitzke then presented the Kappa Omega Chapter Charter to President Angela Keeney. Executive Director Mazur shared some of the many letters and telegrams of congratulations for the new chapter from Deltasig Brothers and chapters worldwide.

The members of Kappa Omega

DELTA SIGMA PI COMES TO PURDUE

**Kappa Omega Chapter, installed on
February 25, 1984 becomes our 209th
chapter overall, and our ninth chapter in
the state of Indiana**

Valparaiso, and Bellarmine as the fifth newly founded or reactivated chapter in the Central Region within the past two years.

In late 1982, then Central Regional Director John V. Henik met with Beth A. Meyer, an alumnus of Iota Lambda Chapter at Indiana-Purdue-Fort Wayne who has enrolled at Purdue, and a few students interested in Delta Sigma Pi. At the beginning of 1983, recruiting letters were mailed and 72 students attended an introductory presentation held on February 6. On February 20, 1983, a group of 50 of these students formed the Alpha Beta Pi Fraternity. At subsequent meetings, elections were held, bylaws were drafted and an accounting system was

tour of The Central Office.

During the summer of 1983, the officers elected for the 1983-84 academic year met several times to plan activities. In August, President Angela Keeney attended the Grand Chapter Congress in Denver.

When school resumed in September, 1983, the first recruiting function of the colony saw over 90 in attendance. Additional recruiting functions were tied to professional events and interviews of prospective pledges were conducted. A wide variety of fund raising events were conducted during the fall semester of 1983. All requirements for a chapter charter were completed by early November and 45 members of Alpha Beta Pi were pledged to Del-

ΔΣΠ



Grand President Dick Parnitzke presented the Kappa Omega Chapter Charter to chapter president Angela Keeney at the installation banquet.

chartering process.

The banquet was immediately followed by a dance which provided everyone with the opportunity to continue the festivities of the evening and congratulate Kappa Omega Chapter on a job well done.

Kappa Omega Chapter, the fraternity's newest, is located at one of the oldest and most respected universities in the state of Indiana. Purdue University was founded in 1869 as a land-grant college by act of the General Assembly of the state of Indiana. Classes began in 1874, with 39 students and six instructors in four buildings. For over 110 years, the university has functioned as a typical land-grant college by fostering the agricultural and mechanical arts.

Tracing its roots back to 1956, the Krannert Graduate School of

(see PURDUE on page 29)

Chapter dedicated the awards portion of the program to Mid-American Provincial Vice President John V. Henik whose initial efforts during his term as Central Regional Director resulted in the establishment of the colony. Kappa Omega Chapter President Angela Keeney and Senior Vice President Richard R. Barr then presented a special award to Brother Beth Meyer for her dedicated service to the colony during its entire organization and



Everyone enjoyed the banquet, including Kappa Omega Chapter members Judy McCoy, Richard Barr, Angela Keeney and John McDonald.



CUSTOMER SERVICE: A Critical, Competitive Edge

By Dr. Michael Mescon

One of the first questions I ask business people is, "What kind of business are you in?" If the reply is, "We're in the same type of business today as we were last year or 5 or 10 years ago," I suspect that they will meet the same fate as Abercrombie & Fitch, the New York department store which realized too late that the market for its \$18,000 shotguns had greatly diminished.

Business people must recognize that change is the status quo. It is absolutely essential, especially in the area of customer service, that we become change-makers.

The author of an interesting editorial in the Christian Science Monitor titled "A Critical Need for Radical Managers" made a very impressive statement. He said that for too long we have listened to orators urge us to function as catalysts. He observed, "That's a nice role, but it's too late. You see, as a catalyst, I can alter another's behavior without in any way changing my own." He stressed that we need to be change agents but, in the process of changing and affecting the behavior of others, we might have to alter significantly the way that we run our own organizations.

Salespersons Only

If I were in the life insurance business, I would do away with all job titles, with one exception—that of salesperson. Although you may say that is ludicrous, it really isn't; properly implemented it is exciting, profitable and absolutely essential.



Dr. Michael Mescon

Here's an example of what I mean. About 4 years ago, I was flying from Atlanta to New Orleans. The airline was founded as a crop-dusting outfit by a man who had a very interesting philosophy. He held that, in the final analysis, the success of his company would be tied more to people than to any other single factor. He said routes and equipment are important, but the true cutting edge would come from carefully selected, properly trained human beings who feel that they are a vital part of the business.

Apparently that airline has been able to close the gap between theory and practice, philosophy and operation—in essence, between mouth and movement. I was late and as I hurriedly got onto the plane I made this observation, "Air travel is getting expensive." A nicely dressed man next to me said, "Excuse me, but I overheard your observation about air travel being expensive. That might appear to be the case but there are a few things you should know. This seat costs \$1,000. We place that carpet on the floor for your safety and comfort." I was getting the feeling that he really cared about my safety, comfort

and convenience.

"This is a \$12 million plane," he continued. Yet the manufacturer would be glad to give it to us for nothing if we gave them all of our maintenance work." By this time, I felt there was no basis for my complaining about the high cost of air travel. I asked this man, "Are you the airline's executive vice president, a senior vice president, department head or manager?" He responded "No" to each job title. He said, "I'm an upholsterer, I work in the upholstery shop. "I observed that he sounded more like a marketing or sales vice president. He remarked, "Oh, I get this information every day from my boss, the shop superintendent."

The information I was getting from the upholsterer, he was getting from his boss. In effect, it is a top to bottom, inside out situation; that is, top to bottom—superiors affect the behavior of subordinates; inside out—good customer relations originate with sound employee relations. The origin of effective employee relations is not at the bottom but at the top.

Minimum Shaft Expectation

During the various "movements" of the 1960's, I formulated Mescon's second law: If you have a choice, it is much better and smarter to be a shaker than a shakee. This is especially true in the area of customer service which is the number one source of alienation today. It is critical to recognize that poor customer relations are inextricably bound to poor employee relations. Simply stated, your staff is going to relate to the customer in virtually the same fashion that management relates to the staff.

When is the last time you did business with someone and felt truly pleased? Today, most customers don't expect to be pleased. As a matter of fact, they don't even expect to be satisfied. They have what I have labeled the "minimum shaft expectation," which has done more to generate antibusiness feeling than any other single factor.

Have you ever walked into a store and gotten the distinct impression from a clerk that if it weren't for the customers this would be a great place to work? Don't blame the clerk. What you're getting from the

clerk is what the clerk is getting from the boss.

Products seem to be better today than ever before. However, this doesn't mean much when you can't get service. What we need more of are individuals in managerial and executive positions who are visible, who are capable of relating to other human beings in such a way that lets others know they are important. If you treat employees in a mass, across-the-board fashion, that is exactly the kind of treatment the customer will get.

Here's an example. A department manager who had 30 people working for him had rated the perform-

"It is critical to recognize that poor customer relations are inextricably bound to poor employee relations. Simply stated, your staff is going to relate to the customer in virtually the same fashion that management relates to staff."

ance of each person as average. He told me, "To rate these people average or satisfactory I have a little checklist which takes 4 or 5 seconds to complete. To justify a rating of superior or unsatisfactory, I have to fill out six pages." At the end of 2 years, this manager really had 30 average employees because this was the kind of behavior that was recognized, rewarded and reinforced.

Once again, there is no sense in talking about customer relations unless you talk about employee relations. You never build customer relations from the outside in; you build them from the inside out. All of the money you may spend on public relations and advertising won't change this.

No Satisfied Customers

Several years ago, I heard a chief executive officer tell his entire staff that he didn't want to have a single satisfied customer. He said, "We are being devastated by satisfied customers. From now on, we want customers who are pleased." The difference between being satisfied and pleased is more than one of semantics. When you please a customer you automatically add a person to your sales force at no additional cost to your company.

In the insurance industry as in the airlines, the only true competitive edge will come in the long run from carefully selected, properly trained individuals who feel that they are a vital part of the organization. To achieve this top to bottom, inside out approach, I suggest that you develop the ability to listen with three ears. Ear number one listens to what the other person says. Ear number two must be more finely tuned; it listens to what the other person does not say. What we don't say can be much more critical than what we actually express. Finally, ear number three is the ear of the real professional. It listens to what the other person wants to say but simply does not know how to say.

Before working on this ability to listen with three ears, I also suggest that you develop a good understanding of yourself. Take a careful look at how you are perceived by others. Use this as a point of departure for making your own organization more responsive than it is right now to both its employees and its customers. Everybody in this industry needs to be a salesperson. Each one of us needs to be more visible, accessible and capable of relating to other people on a face-to-face basis.

This article has been reprinted from Resource magazine with the permission of the Life Office Management Association.

Dr. Michael Mescon is Chairman of the Department of Management at Georgia State University in Atlanta and an alumnus of Kappa Chapter. He also holds the Chair of Private Enterprise.

INTRODUCING THE MID-AMERICAN PROVINCE

Now that we have introduced the Northern, Southern and Western Provinces to you, we would like to introduce you to the Mid-American Province: its chapters, activities, and some of the outstanding individuals who either reside or were initiated into chapters in this province.

The Mid-American Province is made up of five regions: Great Lakes, North Central, Midwestern, Southwestern and Gulf Western. Geographically, the Mid-American Province's northern boundary stretches to the northern boundary of the Canadian province of Manitoba. The second largest province in land mass, the southern boundary of the Mid-American Province stretches all the way to the southern boundary of Republic of Mexico. It is bounded on the east of the eastern boundaries of: Manitoba, Minnesota, Wisconsin, Illinois, Missouri, the western half of Arkansas, Texas and the Republic of Mexico. On the west it is bounded by the western boundaries of: Manitoba, North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, Texas (excluding El Paso) and the Repub-

lic of Mexico.

Although the Mid-American Province is the second largest province geographically, it has the third largest number of collegiate and alumni chapters with 57. The province has some of the oldest active chapters in the fraternity including: Delta chapter at Marquette University; Epsilon Chapter at the University of Iowa; Upsilon Chapter at the University of Illinois; Psi Chapter at the University of Wisconsin-Madison; Alpha Beta Chapter at the University of Missouri-Columbia; Alpha Delta Chapter at the University of Nebraska-Lincoln; Alpha Epsilon Chapter at the University of Minnesota; Alpha Eta Chapter at the University of South Dakota; Alpha Iota Chapter at Drake University and the Chicago, Lincoln, Milwaukee and Minneapolis Alumni Chapters. The province also contains our 200th chapter, Kappa Omicron Chapter at Southwest Missouri State University and

one of our newest chapters, Kappa Upsilon Chapter at Winona State University.

During the past few years, several chapters and individuals from the province have distinguished themselves. During the 1980-81 academic year, Iota Nu Chapter at Northeast Missouri State University was named the fraternity's Most Outstanding Chapter. In the area of the Chapter Efficiency Index, Alpha Beta Chapter at the University of Missouri-Columbia holds a fraternity record of attaining 100,000 points in the Chapter Efficiency Index for 43 consecutive years. Last year, two of the top three regions in the Chapter Efficiency Index came from the Mid-American Province: the North Central Region and the Midwestern Region.

Several individuals from the Mid-American Province have also distinguished themselves. Four individuals, who either reside in or were initiated in the province, have been named Deltasig of the Year. Deltasig of the Year, the award given to members who have given outstanding service to the fraternity and have made a significant contribution to their profession, has been awarded to: Psi Chapter and University of Wisconsin-Madison alumnus George Simkowski (1975); Beta Kappa Chapter and University of Texas-Austin alumnus Carl

Schneider (1977); Past Grand President and long-time Dallas resident Ken White (1980); Past Grand President and Beta Chapter and Northwestern University-Chicago alumnus Tom Mocella (1983).

The Mid-American Province has also provided its share of Collegians of the Year including the first two recipients after the award was introduced in 1971. The Collegians of the Year from the Mid-American Province are: Robert E. Matthews, Eta Pi Chapter at Wayne State College (1971); Craig S. Chapman, Psi Chapter at the University of Wisconsin-Madison (1972); Marc P. Franson,

Alpha Iota Chapter at Drake University (1977); Scott A. Weber, Eta Theta Chapter at Angelo State University (1978); and Steven P. Rasche, Alpha Beta Chapter at the University of Missouri-Columbia (1982).

Activities sponsored by chapters in the province are interesting and diverse. A few activities of special note and well known in the province are: the Chicago Alumni Chapter's Undergraduate Day; the North Central Regional Basketball Tournament; the Oklahoma and Missouri joint initiations; and the Houston Alumni Chapter Softball Tourna-

ment. These activities, and others, attract hundreds of Deltasigs and provide an opportunity for the sharing of fraternalism among Deltasigs, both collegiate and alumni members.

Leading the province for the 1983-85 biennium is Mid-American Provincial Vice President John V. Henik. Directors within the Mid-American Province for 1983-85 are: Great Lakes Region, James W. H. Gerhardt; North Central Region, Richard H. Jensen; Midwestern Region, Randy L. Hultz; Southwestern Region, Ronald D. Bryant; and Gulf Western Region, Leon S. Niles.

the chapters speak

GREAT LAKES REGION

DELTA MARQUETTE

Delta Chapter began the new year by initiating 29 new Brothers, and that was only the beginning! Festivities following the ceremony brought all the members, including alumni, together in celebration.

Our previous professional meetings included a dynamic speaker talking about "A Winning Interview." We also learned how video-techs are just around the corner for the banking industry's future.

The Delta Chapter celebrated St. Valentine's Day by sponsoring our annual flower sale. Our social activities included a "smashing" cocktail party before the annual Business Dance. Our bi-annual Senior Brunch concluded the social season.

To my chapter and my Brothers everywhere, I thank you for a common bond and all the friendships. Delta Chapter, "Here's to you!"

—Mary Ann Gibbs

UPSILON ILLINOIS

With 16 new pledges, we at Upsilon Chapter are progressing through an exciting semester full of Brotherhood, professionalism and enthusiasm.

In March, we held a wine and cheese party for our alumni members. The alums are an important part of our Brotherhood and we all enjoyed their visit to the University of Illinois campus.

Our professional speakers have included both professors from our campus and persons from various sizes and types of businesses. We took field trips through Carle Foundation Hospital, the Bank of Illinois, and businesses in Milwaukee, Wisconsin, during February. Also, in March, we sponsored an all campus presentation, which turned out very well; and for the first time, this semester we presented the Outstanding Businessperson Award to a prominent businessperson in the Champaign-Urbana area.

For fund raising, our two major projects were candy sales and a trip to Daytona Beach, Florida, which we sponsor every year during our spring break.

—Diana Delfosse

WISCONSIN-MADISON

At Psi Chapter, we continued to uphold our traditional motto of "study hard and party hard."

The "study hard" facet of life at Psi Chapter included library study, house improvement projects and professional activities. The first house improvement project involved replacing a portion of our front yard with red patio brick. The second project, which is just beyond the planning stage, involves a total remodeling of our basement floor.

Professional activities included major field trips and presentations by community business leaders. Our trips included journeys to businesses within Chicago and Milwaukee. In Chicago we visited Quaker Oats, The Mercantile Exchange, and a food additives plant. And, while in Milwaukee, we took our traditional tour of the Miller Brewing Company.

Our "party hard" activities were numerous. Among them was our initiation party for nine new members. This was an open house with a live band which entertained over 300 happy students. Also, our well known pre and post Football Saturday game parties attracted potential pledges, while at the same time, gave Psi Chapter prime time exposure.

—Michael Zarem

PSI

the chapters speak

ALPHA OMEGA DE PAUL

The Brothers of the Alpha Omega Chapter have recently completed a successful pledge program with a celebration weekend. We were joined by our Regional Director and alumnus, James Gerhardt. In addition to our professional activities, the chapter is in the midst of their basketball and floor hockey seasons. We look forward to championships in both sports. Bob Montemurro is leading our powerful basketball team with a 24 points per game average, while Mark Voyda is dishing out eight assists per game. Our goalie, Tom Moran, is leading the interfraternity floor hockey league with a 2.80 goals against average.

In closing, the Alpha Omega Chapter would like to congratulate Ray Meyer on yet another outstanding season and wish him good luck in the future.

—Jim Mahon

GAMMA PI LOYOLA-CHICAGO

Success best describes the academic year of 1983-84 for Loyola University of Chicago. Highlights for the year were a successful pledging program which initiated nearly 30 new Brothers, a luncheon in which the student body had the chance to meet the faculty and, of course, our professional speakers who spoke on wide ranging subjects from option strategies to professional careers.

Our activities also extended into the extra-curricular field, not only in parties, but also in the newly formed Mid-Western basketball league, participation in the Eastern Seals Telethon, and our annual Spring Formal. Lack of space doesn't allow for further details, but let's hope our new officers keep steering our chapter in that same direction; that of SUCCESS.

—Frank Gonzalez

EPSILON OMEGA EASTERN ILLINOIS

Epsilon Omega Chapter is again winding down a challenging and rewarding semester.

Our professional program was led by Dan Swick and Joyce Klostermann. Both did an outstanding job of bringing



Epsilon Chapter member Mike Carstens, left, congratulates Dean George Daly at the dinner following his initiation into the chapter at the University of Iowa.

in interesting speakers and setting up informative tours.

Jay Carlson did a fine job as our projects chairman raising the needed funds for our chapter and contributing to the Charleston community. Brother Kevin Hartler led one of our biggest projects, which was a spring break trip to Daytona Beach.

Our semester was brought to a fitting close with an enjoyable Rose Banquet in Champaign, Illinois.

In closing, we would like to congratulate and wish good luck to the many graduating seniors of our chapter, and to also thank them for their spirit and efforts that helped contribute and build our feelings of fraternalism and Brotherhood.

—Tim Winters

ETA MU NORTHERN ILLINOIS

Spring semester has been quite busy as Eta Mu Chapter promoted our annual trip to Daytona Beach, Florida, for spring break. We have been extremely successful with this fund raiser in the past and we repeated this success this year. We also sponsored a career night where we invited representatives from

the business community to discuss career opportunities. The Brothers of Eta Mu Chapter also continued our work in the Career Planning and Placement Center on campus.

Early in the semester we had a visit from the Gamma Pi Chapter at Loyola in Chicago, played an exciting game of basketball, and had a party after the game. We also planned another basketball game and invited the Alpha Omega Chapter from De Paul.

Our community service activities included a raffle of a Daytona Beach trip to raise money for ALD and a campus-wide blood drive.

—Cindy Fahlgren

ETA RHO WISCONSIN-LA CROSSE

The 1983-84 school year was kicked off in "style," as Eta Rho Chapter held a campus-wide reorientation fest to welcome UW-L students back from summer vacation. In addition, the chapter co-sponsored Career Day, which allowed students the opportunity to speak informally with representatives from several midwest firms. This annual event, along with a professional tour to the GM automotive plant in Janesville,

the chapters speak

and the Milwaukee County Medical Complex, helped to expand our understanding of the scope of the business world.

Eta Rho Chapter would like to extend our congratulations to Anthony Z. Fernandez, Past Great Lakes Regional Director, on his election to the position of Director of Alumni Activities. We would also like to welcome both Jim Gerhardt, Regional Director of the Great Lakes Region, and our neighbors to the west, Kappa Upsilon Chapter at Winona State, and wish each the best of luck.

On a final note, Eta Rho Chapter is proud to announce its 15th birthday on the UW-L campus. The Brothers have high hopes for 1984, and the ability to make the rest of this year a successful one!

—Michael B. Rogan

THETA XI WISCONSIN-WHITewater

The Theta Xi Chapter welcomed 10 new members this spring semester. Ken Rotar and Dan Sonntag showed overwhelming enthusiasm in administering this latest recruitment period. Ken also updated the pledge program, including a 10 page booklet explaining our pledging policies thoroughly. The professional program continued to make improvements with several field trips and speakers scheduled this past spring. The chapter also welcomed Eta Rho Chapter at Wisconsin-LaCrosse to Whitewater as part of the Great Lakes Basketball Tournament. This semester will culminate with our chapter sponsoring a large Polka/Rock Festival in Whitewater's Starin Park celebrating our chapter's fourteenth birthday.

—Dan Lavinio

IOTA CHI ILLINOIS STATE

Iota Chi Chapter at Illinois State University has had an extremely successful year. With the help of our 17 recently initiated Brothers, we are well on our way to achieving 100,000 points for the fourth consecutive year.

Our professional program presented speakers from E. F. Hutton, Xerox, and Thompson/McKinnon Securities, to name a few. In addition to these speakers were tours of Anheuser Busch and

the Federal Reserve Bank in St. Louis.

For Founders' Day, Iota Chi Chapter celebrated with Upsilon Chapter for fun and spirits in Urbana.

We also sponsored our largest fundraiser, The Redbird Reminder Datebook. This datebook serves the ISU students by providing essential campus information in addition to raising awareness of Delta Sigma Pi. We at Iota Chi Chapter wish all the chapters success for the remainder of the school year.

—James M. Marthaler

CHICAGO

Did we do it? Did we really have the largest membership in our long history this year? As of the date of this article we are very close. If we miss the record this year then next year should be a piece of cake. Some 200 or more Brothers joined the Chicago Alumni Chapter this year, but there are still a lot of you out there who haven't joined yet. Before you put it off sit down and write us a note that you would like to join for the 1984-85 fiscal year. Include your check for \$14.00 dues and mail it to the following address: Chicago Alumni Chapter of Delta Sigma Pi, P.O. Box 11314, Chicago, IL 60611.

This year was a really great year in others areas as well. Several of functions were priced below cost to our members (which makes their Chicago Alumni Chapter membership very valuable). Additionally, not only did we once again donate to the Educational Foundation, but we have also instituted a CEI Award for that local collegiate chapter that achieves the highest point total in the CEI for that year.

Finally, we hope that our recent graduates as well as Brothers who have just moved into the area will write us at the address above. We will be glad to have you join, and we're sure you'll be glad you did.

—James L. Prescott

NORTH CENTRAL REGION

EPSILON IOWA

One of the many professional activities sponsored by Epsilon Chapter this semester was a professional dinner to

initiate the Dean of the College of Business Administration, George Daly, as an honorary member of Delta Sigma Pi. Other professional activities have included a professional trip to Kansas City where we toured the facilities and marketing department of Phillips Petroleum Company, had lunch with corporate executives of Colgate-Palmolive Company, and toured Hallmark, Inc. Over spring break we went on a social-professional trip to Dayton Beach, Florida. During our week in Dayton Beach we toured Native Tan, Inc., and Watercraft, Inc.

Socially, we have had several parties including an exchange with the Alpha Chi Epsilon professional chemistry fraternity. We have also been very active in several intramural sports including basketball and track.

On February 10, we pledged 40 prospective members. We are confident that many of these new prospective members can join with the members to help keep Epsilon Chapter very active in the semesters ahead.

—Terry Trenkamp

ALPHA DELTA NEBRASKA-LINCOLN

The fall semester began with our annual "Pig Out-Pass Out" with the alumni chapter; and did we swine and dine in style! With all the good food and great company, we were in hog heaven!

Our annual 44-Hour Basketball Marathon brought \$1200 to buy Christmas presents for the Lomar children. The bright smiles on the childrens' faces upon receiving the presents made the blistered feet worthwhile!

Among the speakers throughout the fall semester were Senator Ernie Chambers and Senator Edward Zorinski. One of the highlights of our professional program was a tour to the Federal Reserve Bank in Kansas City.

The spring semester began with a very successful recruiting period bringing 18 pledges into the chapter. The formal pledging ceremony was highlighted with U.S. Senator J. J. Exxon speaking on foreign affairs.

The Alpha Delta Rowdies took out their "Big Red" hats and got psyched for the Regional Basketball Tournament in Davenport, Iowa. We had a great time and were the rowdiest there!

—Lisa Degenhardt

the chapters speak



Career Day 1983, sponsored by Alpha Iota Chapter at Drake University, gave students the chance to meet with representatives from over 60 regional firms.

ALPHA EPSILON MINNESOTA

The Alpha Epsilon Chapter ended its winter quarter by celebrating our chapter's 60th Anniversary. The chapter has also been very active with our national community service project, Junior Achievement. We made a special community service visit to the patients at the University of Minnesota Children's Heart Hospital and we also participated in the School of Management Blood Drive.

Our recent professional activities included dinners with speakers and several tours of corporate headquarters in the Minneapolis-St. Paul area. We kept in tradition by taking a spring road trip to Chicago for both professional and social activities.

The chapter brought in revenue by coordinating a Spring-Break trip to Daytona Beach. We are also strengthening our ties with the recently chartered alumni chapter by sponsoring an Alumni Big Brother program.

—*Micheline A. Friberg*

ALPHA ETA

SOUTH DAKOTA

The Alpha Eta Chapter hosted a new event at the University of South Dakota last semester. We held what hopes to be an annual faculty roast. Many faculty members and their spouses, along with the Brothers of the chapter attended this festive event.

Other activities last semester included professional speakers, a tour, recruiting gatherings, a canned food drive, the Founders' Day Banquet, energy packs for students and decorating the faculty lounge for Christmas. Our tour was to Dale Electronics in Yankton, South Dakota. "Stress Management" was the topic of one of our speakers.

This semester we focused on the fact that it was the Alpha Eta Chapter's 60th birthday on April 24. An "Anniversary Ball" was held.

In March, we traveled to Winnipeg, Canada, for our spring trip. While there, we visited the Canadian Mint, Seagram's Distillery and several other interesting businesses.

The Alpha Eta Chapter sends our best wishes to all graduating Brothers.

—*Rhonda K. Powell*

ALPHA IOTA

DRAKE

Alpha Iota Chapter had a very productive spring semester. In January, our new Senior Vice President Robin McEwan, organized four successful recruiting events which led us to pledge 13 neophytes. Both members and pledges participated in raising over \$2,000 for the semester's activities.

In addition to hearing presentations by four members of the business community, the Deltasigs traveled to Atlanta, Georgia, to round out our professional program. In Atlanta we visited corporations such as Western Electric Technologies, Delta Airlines and The Federal Reserve Bank.

To enhance our fraternal spirit back in Des Moines, we held a Presidents' Day party and our annual spring Rose Dance.

On May 4 we held our annual Senior Banquet to honor graduating seniors and to induct our newly elected officers. We also celebrated the 60th Anniversary of Alpha Iota Chapter which was founded at Drake University on May 17, 1924. We look forward to another 60 years of growth and prosperity and we wish the same to our Brothers in chapters everywhere.

—*Suzanne Alarcon*

EPSILON IOTA MANKATO STATE

Epsilon Iota Chapter at Mankato State University became a member of the Chamber of Commerce in the city of Mankato this year. The president of the chamber, Roger Nygaard, gave us ideas about using our membership for professional and community activities.

Our delegates to the Grand Chapter Congress brought enthusiasm, added knowledge, and a heightened sense of unity and Brotherhood to the chapter. Founders' Day was celebrated with a day for parents. A speaker on transitions in life, and a potluck dinner helped commemorate the day.

Our professional activities included: a tour of the world renowned Mayo Clinic; a tour of the Norwest Bank of Mankato; a professional dress seminar; and a presentation of the Anheuser-Busch Marketing Strategy.

As part of our community service program, we went caroling at a Mankato Nursing Home. We also helped clean the building occupied by a community center which provides recreational activi-

the chapters speak

ties. All of these activities capped a successful year.

—Kimberly A. King

THETA TAU ST. CLOUD STATE

Theta Tau Chapter experienced a very positive and fulfilling winter quarter. Our professional program was enhanced with the nationally known Dr. Jard Deville author of Good Guys Finish First and Psychology of Leadership. Dr. Deville spoke to the capacity crowd on the subject of "Motivation in Management."

In addition, our chapter's annual spring break Florida trip, which we are widely recognized for, was once again a success.

We have also been eagerly involved in Junior Achievement. Theta Tau Chapter deems this necessary because we have a strong concern for the younger generation of our community.

Lastly, our chapter is actively involved with our College of Business faculty with the intentions of improving student faculty relations.

—T. Robert Westlund

KAPPA UPSILON WINONA STATE

The Kappa Upsilon Chapter at Winona State University has had a great first year. Founded just last April, membership is growing strong. Our fall quarter recruiting efforts yielded 15 outstanding men and women. They organized a raffle, bake sale and other activities designed to raise money for future purposes. Initiation/Banquet Day brought an end to a memorable six weeks of pledge education.

We're making an effort to strengthen the bond between students and community. Our community service activities included a Halloween party for underprivileged children, blood donations to the Red Cross and Christmas caroling in retirement homes.

We have toured several companies this year. Among those visited were IBM in Rochester, Heilemans Brewery and Peerless Chain. The experience has provided us with insight in the operation of large and small businesses. We also planned a trip to Milwaukee, Wisconsin, to tour several large companies.

We at Kappa Upsilon Chapter extend

to our Brothers a fraternal greeting and hope that the remainder of the school year goes well for all.

LINCOLN-GREATER NEBRASKA

In January, we presented a check for \$6,500 to the University of Nebraska Foundation to establish the "LaVerne A. Cox Memorial Scholarship Fund" to provide annual scholarships to Alpha Delta Chapter members. The scholarship was established to commemorate the devotion and dedication of Dr. LaVerne A. Cox, who served Delta Sigma pi as Alpha Delta Chapter Advisor, Midwestern Regional Director, North Central Regional Director, National Executive Committee and Golden Council member.

Several alumni joined the Alpha Delta Chapter in celebrating its 60th Anniversary at a February dinner, at which time we presented our semi-annual scholarships. In April, we enjoyed an evening of theatrics and socializing at a dinner

theatre in Omaha. The main events planned for the coming months are a golf tournament in June and the "Third Annual Pig Out/Pass Out" alumni/active softball outing in September.

If you are an area Deltasig and would like more information on alumni chapter activities and/or membership, please contact Kent Mattson, President, P.O. Box 94843, Lincoln, NE 68509-4843. Make Delta Sigma Pi an important part of your activities.

—Kent E. Mattson

MINNEAPOLIS/ST. PAUL-TWIN CITIES

This has been an exciting year for our chapter. We are proud to say that we have achieved a broad base of support of alumni Brothers from several chapters in the upper midwest. Because our membership at the present time is composed mainly of recent college graduates, we have decided to devote as much energy as possible to involvement with



Robert Corner, left, and Kent Mattson, center, of the Lincoln-Greater Nebraska Alumni Chapter, present a check for \$6,500 to Edward Hirsch of the University of Nebraska Foundation to establish the "LaVerne A. Cox Memorial Scholarship Fund." The scholarships, to be presented annually to Alpha Delta Chapter members, will commemorate the devotion and dedication of Dr. Cox to the fraternity.

the chapters speak

the collegiate chapters in our area. Certain members of our group have been assigned the job of Collegiate Chapter Representative in order to remain in close contact with the collegiate chapters in our area.

Other members of our group have been assisting Alpha Epsilon Alumni Brother Rudie Janzen, Alpha Epsilon-27, who at the glorious age of 82, is organizing a 60th Anniversary celebration for the Alpha Epsilon Chapter of the University of Minnesota. The celebration will be held on June 24, 1984, and will be attended by members of all ages from around the nation. Anyone desiring further information can contact Rudie Janzen at 7150 Cahill Road, Edina, Minnesota 55435, 612-944-6782.

We have also planned the 11th Annual Pig Roast to be held on July 15, 1984. All are invited to attend. The Twin Cities Alumni Chapter have regular meetings on the first Thursday of every month at 7:00 P.M. at Nicklow's Restaurant, Highway 100 and 36th Avenue North, in Golden Valley, Minnesota. For more information contact Susan Roth at 14004-7 Chestnut Drive, Eden Prairie, Minnesota 55344, 612-934-8035.

—Stuart M. Gitis

MIDWESTERN REGION

ALPHA BETA MISSOURI-COLUMBIA

The Alpha Beta Chapter at the University of Missouri-Columbia is well on the way to its 44th consecutive year of obtaining 100,000 CEI points. Stephanie Williams, CEI Chairman, is working hard to keep us "on our toes" to accomplish this goal once again. During the fall semester we were able to earn 60,000 points and we have many activities planned for the spring to obtain the remainder.

Connie Petersen, our Senior Vice President did a great job of getting us through another successful recruiting period. Now it's on the shoulders of Vice President for Pledge Education Kelly Budd to guide our 30 new pledges along the road to great Deltasig experiences and friendships.

Janet Scheuler, Vice President for Professional Activities, is busy organizing our professional spring program. We'll be hearing from various speakers,

in addition to taking a trip to New Orleans to visit the Federal Reserve Bank and the sight of the 1984 World's Fair.

Our 61st annual Rose Dance was held this year on March 10th. We had a big turn out and met more of our alumni there.

—Mary B. Seifried

BETA EPSILON OKLAHOMA

The semester began on a high note for Beta Epsilon Chapter with the recruiting and initiating of 34 new members. Once again we joined Beta Chi and Gamma Epsilon Chapters in Stillwater, Oklahoma, for a joint initiation in November. The semester was filled with activities ranging from "Trick or Treat" for UNICEF and professional tours, to Halloween and Founders' Day parties and a "Turkey Teacher" race. Beta Epsilon Chapter had an interesting professional program which included two tours. The first was held in Dallas, Texas, at the World Trade Center, the second in Oklahoma City, Oklahoma, at IBM.

As our national community service project, we sponsored a Junior Achieve-

ment company with the financial support coming from IBM. Brian Perryman, the chairman of the Junior Achievement Committee, helped make the selling of "fuzzy critters," nut boxes, and magazine racks a financial success for the high school students involved. Gerald Allen, the Executive Director of Junior Achievement in the Greater Oklahoma City area, will be initiated this spring as an honorary member.

Beta Epsilon Chapter is proud to announce we are NUMBER 1 in the nation with the highest total of CEI points. Having the continued support and dedication of our members we hope to accomplish the goal of not only becoming a 100,000 point chapter, but also "Outstanding Chapter of the Year."

The spring semester has been a promising one with yet another large pledge class. We look forward to continued success with the many activities planned.

—Kim Wagner and Susan Schumacher

BETA CHI TULSA

Beta Chi Chapter at the University of Tulsa started the semester with a



Brothers and guests from several chapters attended the combined Eta Nu and Eta Sigma Chapter Rose Dance at the Club Imperial earlier this year.

the chapters speak



While on a professional tour in St. Louis, Iota Omicron Chapter at Central Missouri State University took a break under the Gateway Arch.

strong recruitment program. It included a "Friday the 13th" party, a wine and cheese party with faculty, a cocoa break, and a slide presentation. These activities brought us 10 new pledges.

We have taken a big step forward in the area of professionalism. We have begun to put the chapter operations on software, visit local firms for tours, and host various speakers, seminars, and retreats. We also had a chapter retreat on February 25 to strengthen chapter unity.

During this year's Homecoming activities, Brother Donna Weinkauf, former Head Master of Beta Chi Chapter, was named one of the top 10 seniors at the University of Tulsa. Congratulations go out to Donna for such an honor! It is with deep emotion that we say goodbye to her upon her graduation.

—Amy A. Mills

GAMMA EPSILON OKLAHOMA STATE

This past semester has been extra special for us. March 19th marked the 35th Anniversary for Gamma Epsilon Chapter. We are proud to say that our chapter is very active and continuing to grow.

On February 28th, a Faculty Relations Banquet was held to better acquaint the faculty with our members and Delta Sigma Pi. Dr. Robert Kamm, former OSU President, was the guest speaker.

Initiation for over 30 pledges was held along with Beta Epsilon and Beta Chi Chapters, with Beta Chi Chapter hosting the event. Scheduled speakers spoke on various topics such as "Computers in Small Businesses," "Hospital Management," and "Branch Banking." Tours, films, and other professional activities

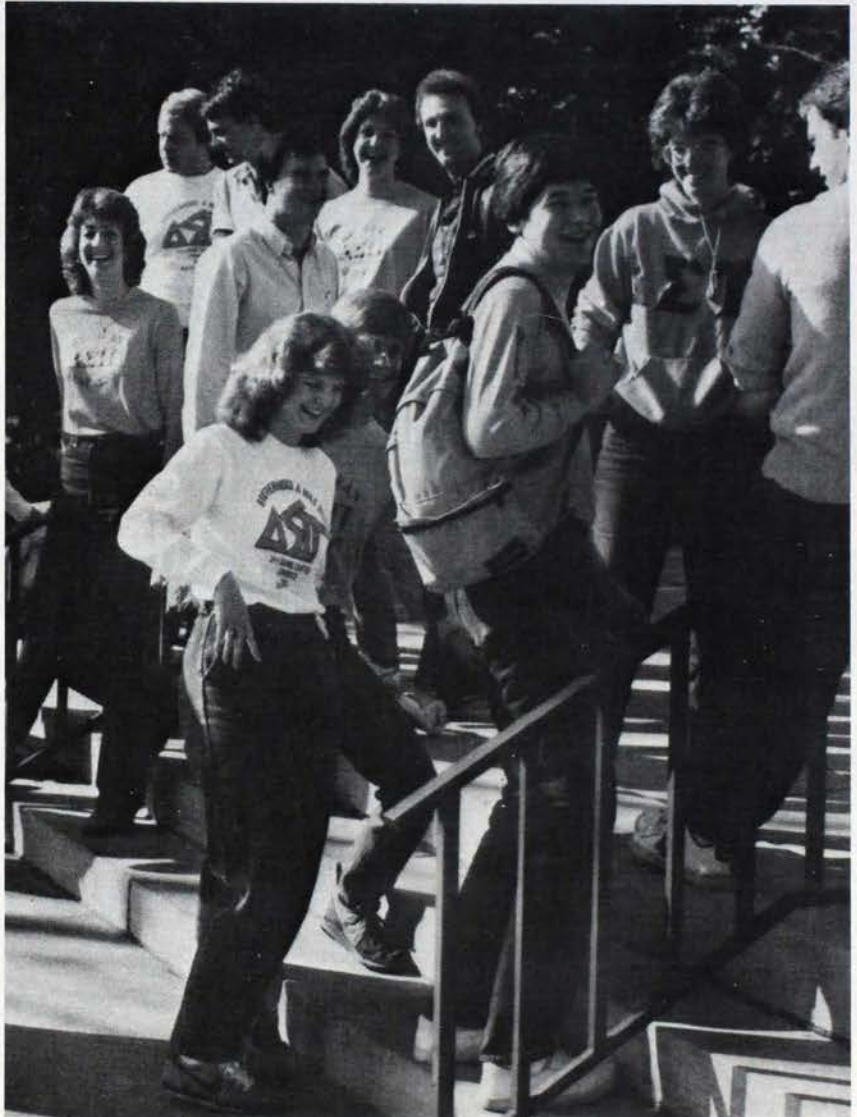
were also planned.

Congratulations and good luck to the graduating seniors. They will certainly be missed next year. To everyone else, have a good summer and we'll see you next fall!

—Sheila Jack

DELTA CHI WASHBURN

(See CHAPTERS on page 19)



Members of Kappa Omicron Chapter at Southwest Missouri State gather together prior to one of their activities.

DELTA SIGMA PI BUSINESS INFORMATION SYSTEMS EXPOSITION

By Dr. J. W. Smith

All Delta Sigma Pi chapters can do what Eta Omicron Chapter at Northeast Louisiana University did—sponsor a Business Information Systems Exposition.

Business information systems vendors displayed a vast array of information processing hardware, peripherals, software and supplies on Northeast Louisiana University's campus, March 1, 1984. Brothers of Eta Omicron Chapter organized and supervised the event.

Twenty-five vendors exhibited microcomputers, word processors, telephones, copying systems, cash registers, forms and supplies. In addition to displaying their products, vendors provided free literature, gave demonstrations, allowed equipment operation by viewers, answered questions and discussed the timely topic—business information systems.

The exposition provided an opportunity for Northeast Louisiana University students, faculty, administrators, staff members and representatives from the business community to meet vendors, scrutinize displays and discuss problems of deciding whether to use a system and, if so, which software and hardware to buy. Those persons interested in considering equipment for their homes were able to gain knowledge about current equipment. High

Eta Omicron Chapter annually provides an opportunity for Northeast Louisiana University students, faculty and administrators to meet business information system vendors.



John Paul Rawson, left, chairman of the exposition, and Dr. J. W. Smith, right, join a representative from the 3-M Company in the demonstration of some of their equipment.

school and vocational-technical school teachers and students came to broaden their knowledge about business information systems.

Background

Business administration classes at Northeast Louisiana University and chapter professional activities have impressed upon the fraternity members the need for quality decisions in business organizations, government offices, professional groups and their own organizations. They learned that the 1980's role of the business manager and the way of doing business have changed from yesteryears'.

Increased information flow in business due to growth of organizations and government regulations bolstered these changes in the business office. This increased flow contributed to the development of sophisticated tools and new technology which boosted information processing to a prime function, not a passive support function, in the business office.

The 1980's technology does help managers do a better job of decision making in all areas of industry and increases productivity. As a result, the office of the 80's is becoming equipment intensive rather than labor intensive as offices have been in the past.

The Deltasigs created a program



Exposition chairman John Paul Rawson and co-chairman Toni Durham, seated, demonstrate one of the Apple Computers to Eta Omicron Chapter's CEI Chairman Kim Christian.



Dr. Smith speaks with Mrs. Jo Ann Warren from Ruston High School, one of the high school and vocational-technical school teachers to attend the exposition.

which focused on the need for enhancing familiarity with the 1980's technology and issues facing managers of information systems.

Likely Impact On Other Chapters

All Deltasig Brothers can have a first hand experience in application of managerial principles—planning, organizing, leading and controlling. They will witness a major project from conception to completion and participate in making the event happen.

The fraternity members will sense their name enhanced on campus as they experience the results of their managerial skills put to practice. They will involve themselves in something good, a service to others, and certainly a binding force for the members of their Delta Sigma Pi chapter.

A Business Information Systems



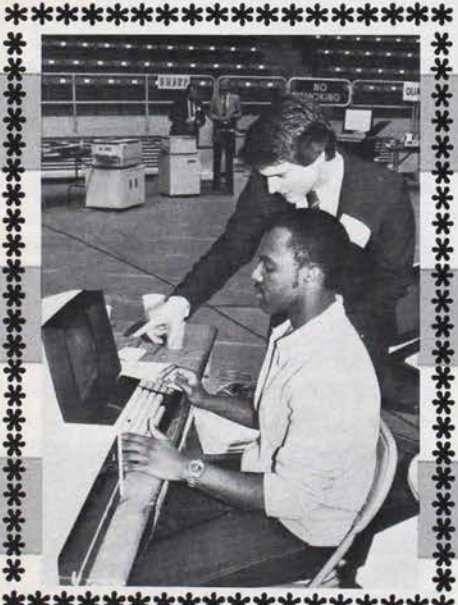
Eta Omicron Chapter member Beverly Hinson tests some new communications equipment available from the telephone company.

Exposition is recommended as a professional activity to be sponsored by other Deltasig chapters.

Dr. J. W. Smith is a 1970 faculty initiate of Eta Omicron Chapter at Northeast Louisiana University. A member of the faculty in the Department of Business Education and Office Administration in the College of Business Administration at NLU, Dr. Smith currently serves as faculty advisor to Eta Omicron Chapter.



Eta Omicron Chapter member Mark Clark demonstrates one of the computer games available on the Apple Computer.



Eta Omicron Chapter member Curtis Carter, seated, is assisted by John Paul Rawson in testing one of the computer terminals.

the chapters speak

(CHAPTERS from page 15)

The Brothers of Delta Chi Chapter offered business students at Washburn University a chance to get a closer look at several areas of business this spring. The chapter held a series of professional programs covering such areas as advertising, banking, and managerial decision-making. One of the highlights of this series was the speech given by Jeanne Hoferer, legislative aide to Senator Nancy Kasselbaum, on the "Relationship and Responsibilities Between Government and Business."

Delta Chi Chapter's 24th annual Business Day also gave Washburn students an opportunity to learn from professionals. Recruiters from large employers in the area answered questions on job search skills and strategies during their panel session.

The past year has been a busy one for the chapter. We toured the DuPont Celophane Plant, helped the kids at the Capper Foundation for Crippled Children celebrate Halloween and made Christmas a little bit brighter for an elderly woman with our gifts of food and a warm winter blanket. We also gave "Turkey Day" at Washburn new meaning with our first "Vote for Your Favorite Turkey" contest. For a penny a vote students could vote for the School of Business faculty member most deserving of the title "Favorite Turkey," with the money collected going for School of Business scholarships.

—Lorraine Gehring

ETA NU MISSOURI-ST. LOUIS

The highlight of Eta Nu Chapter's first full semester after reactivation was the initiation of 10 dedicated and professional new members. Christmas break included a successful transition and rigorous planning sessions by the new officers. Spring recruiting plans included a formal recruiting meeting, a professional activity on how to "Dress for Success," and an informal pizza party. The results were the acceptance of 15 pledges.

The first major social activity was a joint Rose Ball dinner and dance with our neighbor across the river, Eta Sigma Chapter, and the St. Louis-Gateway Alumni Chapter. Some members capped off the Rose Ball weekend by participating in the Great Mountain Marriott As-

cent for Cystic Fibrosis, raising a total of more than \$600.

Other events this semester included professional tours of D'Arcy, MacManus & Masius Advertising and McDonnell Douglas Automation, in addition to sponsorship of professional speakers and participation in community service projects. The future promises to be busy one of work and play as Eta Nu Chapter continues to establish itself at UMSL.

—Barbara Eckard

IOTA NU NORTHEAST MISSOURI STATE

The working and running of concessions at both football and basketball games was a major responsibility and money maker for Iota Chapter during 1983-84. Members also helped to raise money by taking inventory for a local business.

A major community service project involved raising contributions for Cystic Fibrosis through several efforts including a toll-road, dance, and donating concession profits from a basketball game.

Professional speakers included a representative from Junior Achievement, Missouri State Treasurer Mel Carnahan, and a session on dressing for success.



Beta Iota Chapter members Don Culpepper, left, and Rayelene Willis help entertain prospective members at the chapter's New Year's Bash at Baylor University.

Professional trips to Kansas City and Chicago were highlights of the year.

A chapter workshop was held in January to help motivate members and to open lines of communication within the chapter. All who attended were pleased with the results. In addition, Iota Nu



District Director Terry Lee discusses the many aspects of being a Deltasig at a Beta Upsilon Chapter recruiting function at Texas Tech University.

the chapters speak



Vice President for Professional Activities Carrie Larson discusses the many professional activities available from Beta Upsilon Chapter at Texas Tech University during a recruiting function.

Chapter observed two special days this year. On December 10, the chapter celebrated its five year anniversary and March 24 was the second annual Rose Formal.

Thirty-seven pledges including three faculty members were initiated throughout the year. These newly activated members have been entrusted with the responsibility of carrying out the chapter's goals and keeping the Iota Nu Chapter a proud and strong organization on campus.

—Liz Mossop

IOTA OMICRON CENTRAL MISSOURI STATE

The Iota Omicron Chapter has had an exciting year, starting with a fall retreat to renew our Brotherhood. Our delegation to the Grand Chapter Congress consisted of eight Brothers who returned with lots of enthusiasm, ideas and memories. While in Denver, we also received the Most Outstanding Chapter Award for the Midwestern Region, and the CEI Honor Roll Award for the fourth consecutive year.

Professional activities included tours of Ralston-Purina, Anheuser-Busch and Pepsi-Cola, with speakers on "Stress and Biofeedback," and "Sexual Harassment on the Job." Working at Worlds of

Fun, selling candy bars, and distributing credit card applications completed our fund raisers.

Other highlights included an Area Conference in Springfield, a Founders' Day Banquet, Rose Formal and a fifth birthday celebration in honor of the Iota Omicron Chapter. With the initiation of 50 new Brothers into our chapter this year, including four faculty, our bonds of Brotherhood keep expanding.

Thanks to all Brothers who purchased our cups in Denver making our sales a success!

—Lorri J. Crouch

KAPPA OMICRON SOUTHWEST MISSOURI STATE

Fall professional activities at Kappa Omicron Chapter, under the direction of Vice President for Professional Activities Charles Cornelison, included tours of Litton Industries and KY 3, a local television station. Our chapter was also privileged to hear speakers in the areas of accounting, marketing and interviewing.

Under the guidance of Brother Debbie Fehle, our fall fund raising activities, including hat sales and distribution of credit card applications, were tremendously successful! We also received a third place, \$185.00 award for our

Homecoming float which was co-sponsored by Merrill Lynch.

With Brother Dick Moore at the helm, fall pledge activities were a great success! On November 12, 15 enthusiastic pledges were initiated into the Kappa Omicron Chapter. Following the ceremonies, a dinner and celebration party were held. Spring recruiting activities, under the direction of newly elected Vice President for Pledge Education Todd McDowell, were also successful culminating in a successful initiation on April 7.

—Jan E. McConnell

ST. LOUIS-GATEWAY

The St. Louis-Gateway Alumni Chapter's Junior Achievement project is in its initial stages.

The alumni chapter has been scheduling two activities per month. On the third Thursday of every month, with the exception of summer months, we get together for cocktails at Schmiezing's, 1115 Hampton from 5 'till ??? We also sponsored the Third Annual Super Bowl Party at Janet Butts' house. We attended Eta Nu and Eta Sigma Chapter's Rose Ball in February and in March, we saw the St. Louis Steamers indoor soccer team "kick" against Wichita. During April we accepted an invitation to hear a professional speaker and attend a party sponsored by the Jefferson City/Mid-Missouri Alumni Chapter.

All graduating seniors and alumni were invited to a picnic in May to "round-up" new members. Completing the 1983-84 calendar year was the annual business meeting and the election of new officers.

Looking ahead, we will cheer the Baseball Cardinals to victory at Busch Stadium in July. Dick Shindel has already set up the August float trip.

For more information call V. P. Membership Cheryl Hash at 314-521-5479 (Home) or President Gayle A. Younger at 314-889-7629 (Office).

—Gayle A. Younger

SOUTHWESTERN REGION

BETA IOTA BAYLOR

The Beta Iota Chapter started off a productive spring semester with a suc-

the chapters speak

cessful pre-recruiting party honoring prospective members. The "New Year's Eve" theme of the party emphasized a new season of growth for the chapter, as members and prospective members enjoyed meeting one another in a casual atmosphere. Along with the other recruiting functions, the pre-recruiting party helped us proudly accept 18 enthusiastic pledges.

We have also enjoyed a number of exceptional professional activities this semester, including a "Dress for Success" seminar and a Christian Business Ethics Seminar. Coordinated by Tom Jackson, the ethics seminar featured guest speakers addressing Christianity in the business world. The seminar concluded with small group discussions on ethical problems.

Our annual raquetball tournament, professional field trip to San Antonio and our overnight camp-out with Campfire Girls and handicapped children have helped make this an exciting and busy spring for Beta Iota Chapter.

—Melinda K. Mills

BETA UPSILON TEXAS TECH

Texas Tech's Beta Upsilon Chapter celebrated its 36th birthday with 27 new Brothers as a result of our successful recruiting activities. The chapter found it to be a busy semester with professional and social activities. We also added to our executive committee two new officers: fund raising chairperson and community service chairperson. With these new officers to organize new activities, we hope in bettering our CEI rating in these areas. Pledges, tours, speakers, fund raising projects and parties made this fall semester very fulfilling.

The spring semester was great too, with the chapter being the biggest it has been in quite some time. Now, with 80 members, we've set our goals high in hopes of accomplishing more than ever. We're still on the grow recruiting 21 new members this past semester. Together, we hope to participate more in university functions and show other Greeks our strong bond of Brotherhood and unity.

BETA PHI SOUTHERN METHODIST

During the past few months, the execu-

tive committee of Beta Phi Chapter spearheaded an energetic drive by the entire chapter to make itself better than ever. From this increased spirit we expect to achieve a stronger membership, increased Brotherhood and a higher CEI rating.

Professionally, we had a very wide range of activities. Events included everything from films on advertising to representatives from computer firms. The versatility of the professional program this semester is an example of the chapter's drive to improve itself.

In other activities, Beta Phi Chapter visited East Texas State University in Commerce, Texas, for the Area Conference, hosted by Delta Phi Chapter. We also hosted a party for the National Executive Committee. They were in Dallas for their semi-annual meeting at the Sheraton Park Central, the location of the next Grand Chapter Congress in 1985.

—John M. Bovard

DELTA EPSILON NORTH TEXAS STATE

Delta Epsilon Chapter has been really busy this year. Under President Jennifer Mussler, the whole chapter has been gearing up for the celebration will be the initiation of our Beta Zeta pledge class. We are really urging all of our alumni to attend and revive 30 years of Brotherhood. You won't believe how the campus has changed!

The chapter was also busy helping with the campus blood drive, which is directed by Deltasig alumni/faculty member J. B. Spalding. This past fall, we exceeded our goal by 200 units of blood. Delta Epsilon Chapter also plans to be just as active next year in meeting or beating the new goal. As a chapter we want to wish all of our graduating seniors a hearty congratulations.

—Jefferson Davis

DELTA UPSILON TEXAS CHRISTIAN

In November, Delta Upsilon Chapter initiated 18 new Brothers, one of our largest pledge classes, to raise our membership to 50. Our professional activities featured the Executive Vice President of Marketing for Radio Shack. Another speaker told us of the

ins and outs of your first job, another speaker gave tips on resumes and interviewing, and to round out the schedule, we toured the facilities of the Fort Worth office of Arthur Andersen & Company.

Homecoming this past year led us to several activities as we teamed up with Kappa Delta Sorority in campus competitions. Two Brothers represented our chapter as members of Homecoming Court. Halloween found us working at a haunted house for March of Dimes and carving pumpkins for our faculty members. Our Chapter Advisor hosted a Deltasig Faculty Reception, and our 3-man intramural basketball team lost in a thriller in overtime to the school champs in the playoffs.

During the spring we had some big events including an entire week of open-campus professional programs and our annual Spring Rose Formal. We are excited about the interaction we have had with other chapters through meetings and conferences as we begin to gear toward the 1985 Grand Chapter Congress in Dallas.

DELTA PHI EAST TEXAS STATE

Delta Phi Chapter at East Texas State University started its 1983 fall semester by sponsoring a speaker, from Texas Power and Light of Dallas, Mr. Bill Aston. Halfway through the semester the chapter improved its public image by setting up display booths at the ETSU Expo on October 7th and on Parents Day October 8th.

The latter part of the semester was very rewarding when the president of our chapter, Onita Helton, was crowned Homecoming Queen on November 5th. For the remainder of the month we took tours to Dallas Power and Light and the Campbell Soup Company.

On February 11th, we hosted the Area Conference for our region. After the conference, we had a recruiting function so prospective members could meet Deltasigs from other chapters.

ZETA MU TEXAS-ARLINGTON

Zeta Mu Chapter at the University of Texas at Arlington inaugurated a new

the chapters speak

spring semester 1984 with a highly successful recruiting drive. There were five official recruiting functions which started January 20th and ended January 28th. An especially successful recruiting function was a joint faculty-student lunch held in the U.T.A. Business Building. Fifteen individuals were pledged by Zeta Mu Chapter on February 4.

On January 24, Al Kawamoto spoke to the Zeta Mu Chapter. Mr. Kawamoto is a consultant for IBM and the topic of his talk was, "How To Influence Others." On February 11th, four members of Zeta Mu Chapter traveled to East Texas State University in Commerce, Texas, to attend the Delta Sigma Pi Area Conference. A group of six chapter members traveled to Dallas on February 15th to assist the First Presbyterian Church of Dallas in providing noon lunches to impoverished inner city people.

Zeta Mu Chapter is very excited about the upcoming 1985 Delta Sigma Pi convention in Dallas and plans to be an active part of its success.

ETA THETA ANGELO STATE

With the pledging of prospective members at Eta Theta Chapter came a semester of teaching them all about the superb organization they have chosen. To help them better their understanding in the business field, we had many speakers and tours to businesses.

Brothers Karen Lawson, Dwain Gilliam, and Mike Carter traveled to Commerce, Texas, for the Area Conference. We also planned a road trip to SMU. In addition, we also hosted an Area Conference at Angelo State in March.

Toward the end of the semester we had our spring banquet, our 17th Anniversary on April 30th, and a wedding of one of our Brothers, Linda Brown. Already everyone is looking forward to a new year in the fall.

—Laurie Gayler

GULF WESTERN REGION

DELTA ETA LAMAR

The 1983-84 year has been a busy one

for Delta Eta Chapter. A Halloween party was given by the pledges and enjoyed by all. Professional activities included an excellent field trip to Gulf States Utilities and Edison Museum and an afternoon spent touring the Port of Beaumont. Mayor pro-tem Evelyn Lord spoke on communication and Wendell Gibson gave a lecture on the Junior Achievement program.

Fund raisers included a credit card drive, a table at the local flea market and a raffle. The Area Conference held in February was hosted by Delta Eta Chapter. Our thanks to all who attended.

We would like to welcome Dr. Tommy Harris and his wife Carolyn to Lamar. After sponsoring Gamma Tau Chapter at the University of Southern Mississippi, Dr. Harris' association with Delta Eta Chapter will surely be to our benefit. Have a good summer!

—Christene Zagone

ZETA NU TEXAS A & I

The Zeta Nu Chapter at Texas A & I University had a series of successful achievements and accomplishments. The Second Annual Free Enterprise Symposium was an outstanding success. During the evening session, the Honorable Senator John Goodwin Tower lectured on the free enterprise concepts. Later that evening, a social reception was held for the Senator and the panel of speakers consisting of: Leon Blair, Vice President, Texas Bureau Economic Understanding; Tieman Dippel, Jr., Chairman, Brenham National Bank; and Svetozar Pejovich, Director, Center for Free Enterprise. The Brothers also toured the local Celanese Corporation and the San Antonio Federal Reserve Bank.

ETA PSI HOUSTON

With the implementation of a new chapter management tool, Eta Psi Chapter President Pete Bunch aided the other officers of the chapter in preparing an excellent program this past semester. Senior Vice President Steve Monks conducted a marketing survey to try to determine the best means of recruiting for the chapter. As a result, Eta Psi Chap-

ter had a successful "Meet the Chapter" event and conducted interviews to further screen prospective pledges. These activities, combined with a very successful recruiting party, resulted in a strong pledge class.

Vice President of Professional Activities Eloisa Martinez combined several professional activities to come up with the common theme, "The Employment Puzzle." The first of five topics was "Utility Curves," which included a discussion panel of three Houston utility representatives.

Eta Psi Chapter had an excellent time at the Area Conference at Lamar University in Beaumont and looks forward to increasing interaction with Delta Eta Chapter and the Houston Alumni Chapter.

—Kay L. Young

THETA OMEGA ST. EDWARD'S

Under the guidance of our first female president, Maria Cortinas, Theta Omega Chapter has recruited another large pledge class. In addition, we currently stand second in our region in the Chapter Efficiency Index. CEI Chairman Bill Flynn predicts that this year we will exceed last year's record point total.

Last semester we enjoyed several professional activities; they included: a visit to KTRK, the Houston Affiliate of the American Broadcasting Corporation and the Shiner Brewery in Shiner, Texas. We also head speakers from Nash/Philips/Copus and the Hyatt Regency.

For social activities this past spring, we sponsored a dance, a lake retreat, and a fund raiser drawing that featured a round-trip air fare to New Orleans. In February we attended an Area Conference in Corpus Christi, Texas.

Theta Omega Chapter and Beta Kappa Chapter of the University of Texas will co-sponsor the Regional Conference this fall in Austin, Texas. We are looking forward to a large attendance.

—Thomas A. Scherrer

IOTA PSI CORPUS CHRISTI STATE

Iota Psi Chapter at Corpus Christi State University donated \$500 to establish a student emergency loan fund and presented the check to University President Dr. B. Alan Sugg, an alumnus of

the chapters speak

Delta Sigma Pi. Another \$500 was donated by the chapter to set up a scholarship fund. The chapter also donated \$500 to a needy family during the Christmas holidays.

During the fall of 1983, Iota Psi Chapter participated in Bayfest '83 for the second consecutive year, and the "Funnel Cake Factory" was a success again. Bayfest, which is sponsored by the city of Corpus Christi, is a community festival with food, music, arts and crafts, entertainment and fun. The chapter will more than likely participate in Bayfest again next year.

The chapter sponsored a "Meet the Faculty" luncheon early in the semester. The purpose of the luncheon was to get business students acquainted with the faculty. This recruitment function was followed by a "Meet the Chapter" party.

—Jeffery C. De Gregorio

HOUSTON

Greetings from Houston! The Houston Area Alumni have been enjoying the events and programs of the past months.

Our Third Annual Christmas Party at Leon Niles' house was a great time. We closed the 1983 year with the selling of programs at the Bluebonnet Bowl which proved to be a great fund raiser and a lot of fun with the Eta Psi Chapter at the University of Houston. After selling the programs, we had a New Year's Party.

We kicked off 1984 with a recruiting dinner set up by Vice President of Recruiting Dale Konicek. In February, we had an "Evening at the Theatre," followed by dinner. The Area Conference hosted by Delta Eta Chapter at Lamar University was very informative and enjoyable. In March, we hosted our 14th Annual Softball Tournament which was our usual highlight of the year.

If you are in the Houston area, please contact Randy Templeton at 531-0216 or Leon Niles at 859-5193. Come join our fellowship and good times.

—Dale Tyson



Delta Eta Chapter member Sibby Adams, left, joined Mayor Pro-Tem Evelyn Lord of Beaumont after the mayor pro-tem spoke about communications at Lamar University.

SAN ANTONIO-ALAMO CITY

The first year is always the toughest for a new organization. People come and go and activities are all last minute. The San Antonio-Alamo City Alumni Chapter has proven that with the fraternal spirit these problems can be overcome.

The winter and spring saw an attempt to colonize a collegiate chapter at a local university. We also attended a Spurs basketball game and a minor league baseball game. At a special luncheon meeting, new President Jack Shabazian, Arizona State, acknowledged the spirit and foresight of founding President Tony McCrimmon, Ferris State, in organizing the alumni chapter.

Others kicking off the second year as officers include: Dick De La Pena, Texas-Austin; David Young, Angelo State; and Don Friedeck, Texas A & I. The Board of Directors include: Jim Jungmann, Texas A & I; Phil Putsche, Texas-Austin; Glen Hartford, Texas-Austin; and Tony McCrimmon.

We expect more growth in the coming year, with more Spurs games, barbecues and, of course, the Gunslingers! So grab your boots and grab your hat and join us for some good clean fun. No need to keep the women and children off the streets, 'cause they'll be with us. Come join us!

—Russell A. McCrimmon



Texas A & I University President Billy J. Franklin and U. S. Senator John G. Tower joined Zeta Nu Chapter on campus at the Second Annual Free Enterprise Symposium.

the chapters speak

Collegians of the Year Report

As the saying goes, "Time flies when you're having fun." Wasn't it just yesterday that we were 600 strong in Denver? But already it's May and everyone is looking forward to something, whether it be graduation or just summertime. Planning is very important for all of us, to ensure that our time and effort is used most effectively.

The National Executive Committee is also planning. At the February meetings in Dallas, we dealt with many important issues. First, we reviewed plans for the regional conferences to be held this fall. Start planning now to send a large group to these meetings; they're both informative and fun! We also reviewed the plans for the 35th

Grand Chapter Congress in Dallas and the hotel site—The Sheraton Park Central. Look for more information this fall.

Another topic of discussion concerned methods of increasing collegiate and alumni involvement in the national fraternity. Although the fraternity now offers many opportunities for such involvement, we're always in need of volunteers. If any brother would like to serve on a national committee, help organize a regional seminar or if you just have a good idea, contact either of us, your district or regional director.

Our national community service project, Junior Achievement, is moving forward. Already, many chapters have begun to work with their local JA center. Plan now for next year; contact your Junior

Achievement office and get involved.

Now it is also the time for each chapter to evaluate its past performance and current status, and plan for the future. Set goals for your chapter for next year and then strive to surpass each goal.

And, finally, don't let Delta Sigma Pi become "just a memory" after graduation. Contact your local alumni chapter now. Also, consider purchasing a Life Membership. There is no greater way to endow the fraternity than by pledging your eternal support. The benefits aren't bad either.

More later, and as usual, drop us a line. We're here for you!!—*Steven P. Rasche-Collegian of the Year 1982 and Linda S. Alcheh-Collegian of the Year 1983.*

CUT AND MAIL TO: Delta Sigma Pi, 330 South Campus Avenue, P.O. Box 230, Oxford, Ohio 45056-0230

DELTA SIGMA PI APPLICATION FOR LIFE MEMBERSHIP

Name _____ Chapter and Number _____

Address _____

City, State and ZIP Code _____

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

_____ Alumnus (\$125.00)

_____ Undergraduate (20% Discount—\$100.00)

_____ Undergraduate and CEI Discount (Total 30% Discount—\$87.50)

I understand that if this is a partial payment, consecutive monthly payments of \$10.00 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.

the chapters speak

A FAREWELL AND A HELLO

The month of May often brings the end to a beautiful life experience: college life. In the four main stages of life: birth, puberty, maturity and death, the graduating seniors have reached a new plateau in the maturing stage.

Soon starts the "real world" that everyone refers to. My message for you who are about to join the alumni ranks is simple. Now the fun part of being a Deltasig is about to start. Now you can tell an interviewer that you are a Deltasig alum, the best business organization in the world; that you've been better prepared to make a larger

contribution to a business enterprise.

To benefit from "the dues" you paid at the collegiate chapter level, there are a few "tricks." One is to join an alumni chapter and use the bond of Brotherhood as a resource to help with your career, as a confidence-builder, for social/professional contacts and as an outlet from business pressures.

Yes, in unity there is strength, and help. "Why go it alone?" is even more meaningful now. In his book *Megatrends*, Author John Naisbitt talks of "high-tech/high touch." Are there any greater opportunities

for "high touch" than in a Deltasig alumni chapter? An alumni chapter allows you to participate and make a contribution to the world of business while enhancing your own horizons. Your alumni Brothers create the environment in which that can happen.

While you're at it, consider your status as a Life Member. When you complete your payment, you have endowed your fraternity. You have ensured its survival so that you, and those behind you, can benefit from the greatest business organization in the world—DELTA SIGMA PI. Don't lose out now!!!

—Anthony Z. Fernandez,
Director of Alumni Activities

ECHOS AVAILABLE NOW

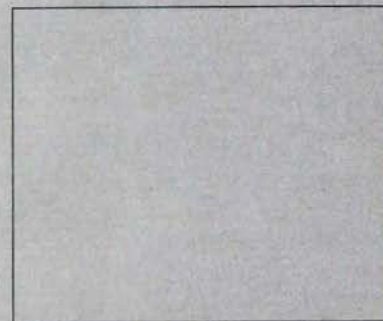
The Delta Sigma Pi national alumni newsletter, *Echos*, is now available for all chapters from Director of Alumni Activities Anthony Z. Fernandez. This newsletter, highlighting the activities of Deltasig alumni from across the country, may be obtained by contacting Director of Alumni Activities Fernandez at:

**814 Winslow Court
Norton Shores, Michigan 49441**

NOTICE OF ADDRESS CHANGE

Attach your current mailing label in the space provided, fill in your new address and return this form to the address below.

Please change my address as follows:



Delta Sigma Pi
330 South Campus Avenue
P.O. Box 230
Oxford, Ohio 45056-0230

the chapters speak

alumni chapter directory

As you end your collegiate years and finalize your plans to begin your professional career, don't forget to contact the alumni chapter nearest to the location of your home. The following directory of alumni chapters will assist you in continuing your fraternal experience. If you do not find an alumni chapter in your area, contact Director of Alumni Activities Anthony Z. Fernandez or the Director of Chapter Services at The Central Office for information on forming one.

(The following alumni chapters have met or are meeting the franchise requirements for the 1983-85 biennium.)

ALBUQUERQUE-ZIA

President: Mary H. Vrana
7303 Montgomery NE, J-231
Albuquerque, NM 87109
PH: (505) 881-8876

ATLANTA

President: Robert M. Drewniak
565 River Oak Way
Lawrenceville, GA 30245
PH: (404) 979-0677

BALTIMORE

President: Joel Dackman
9114 Bangal Road
Randallstown, MD 21133
PH: (301) 655-3995

GREATER BIRMINGHAM

President: Clifford W. Bagwell
2710 Ray Way
Birmingham, AL 35235
PH: (205) 856-2743

BOCA RATON

President: Belinda A. Hirsch
1124 Russell Drive
Highland Beach, FL 33431
PH: (305) 272-4161

BUFFALO

President: Gary Marschke
127 Fancher
Tonawanda, NY 14223
PH: (716) 837-6191

CANTON-HALL OF FAME

President: Richard K. Alexsonshk
7951 Lake O'Springs N.W.
N. Canton, OH 44720
PH: (216) 499-7842

CHICAGO

President: Leslie A. Duggleby
214A Dartmouth Ct.
Bloomington, IL 60108
PH: (312) 529-9175

CINCINNATI

President: Jeffrey L. Philippi
952 South 23rd, #211
Richmond, IN 47374
PH: (317) 966-6446

CLEVELAND-NORTH COAST

President: Michael M. Shaulis
7824 Normandie Blvd., K-94
Middleburg Heights, OH 44130
PH: (216) 243-3433

COLUMBUS-BUCKEYE

President: Tara Wyant
1089-B Irongate Lane
Columbus, OH 43213
PH: (614) 863-8775

CORPUS CHRISTI

President: Joan M. Tey
6336-C.S.P.I.D.
Corpus Christi, TX 78408
PH: (512) 993-5656

DALLAS

President: Jeffrey S. Lerner
3787 Brookhaven Club Dr., #243
Dallas, TX 75234
PH: (214) 243-8591

GREATER DETROIT

President: Edward R. Cochran
30051 Munro
Gibraltar, MI 48173
PH: (313) 676-3141

GARY-NORTHWEST INDIANA

President: Richard D. Lundstrum
100 Buchanan St.
Gary, IN 46402
PH: (219) 942-1366

HARTFORD

President: John R. Ciak
39 Coppermine Road
Farmington, CT 06032
PH: (203) 677-0075

HOUMA-THIBODAUX

President: Maria R. Smith
1812 Acadian Dr.
Houma, LA 70363
PH: (504) 868-7576

HOUSTON

President: Randall K. Templeton
6363 Skyline, #61
Houston, TX 77057
PH: (713) 783-6854

INDIANAPOLIS

President: Donald E. Stumpp
7211 Hatteras Lane, Apt. 2D
Indianapolis, IN 46224
PH: (317) 925-0060

JACKSONVILLE

President: Karen J. Crabb
7900 Baymeadows Circle E., #81
Jacksonville, FL 32216
PH: (904) 731-9684

JEFFERSON CITY-MID MISSOURI

President: Susan K. Hatcher
505 Ellis Blvd., Apt. D-8
Jefferson City, MO 65101
PH: (314) 635-7867

KANSAS CITY

President: Valerie McHargue
2510 N.E. 61st, #14
Gladstone, MO 64118
PH: (816) 453-2851

LAKE CHARLES-BAYOU COUNTRY

President: Lyn M. Ahlgrim
1902 9th Street
Lake Charles, LA 70601
PH: (318) 439-3266

LINCOLN-GREATER NEBRASKA

President: Kent E. Mattson
P.O. Box 94843
Lincoln, NE 68506
PH: (402) 423-0842

LONG ISLAND

President: Richard H. Wolf
102-26 Park Lane South
Richmond Hill, NY 11418
PH: (212) 847-9508

LOS ANGELES-SOUTHERN CALIFORNIA

President: Paul E. Sitker
6510 W. 82nd St.
Los Angeles, CA 90045
PH: (213) 670-6759

MILWAUKEE

President: Henry J. Gefke
759 N. Milwaukee St., Suite 200

the chapters speak

Milwaukee, WI 53202

MINNEAPOLIS-ST. PAUL-TWIN CITIES

President: Susan L. Roth
14004-7 Chestnut Drive
Eden Prairie, MN 55344
PH: (612) 934-8035

NEW ORLEANS-CRESCENT CITY

President: Terrell Ford
813 Carnation
Metairie, LA 70001
PH: (504) 885-9488

NEW YORK METROPOLITAN

President: Francis R. Hoefling
68 Myrtle St.
Norwalk, CA 06855
PH: (203) 838-6642

NORMAN-OKLAHOMA CITY-FRONTIER COUNTRY

President: Michael L. Marcotte
524 W. Symmes
Norman, OK 73069
PH: (405) 329-8069

PHILADELPHIA

President: Arthur P. Pasquarella
604-36 Washington Square
2210 Hopkinson
Philadelphia, PA 19106
PH: (215) 627-7256

PHOENIX-THUNDERBIRD

President: Linda K. Vawter
3108 N. 21st St.
Phoenix, AZ 85016
PH: (602) 955-3776

ROCHESTER

President: Thomas A. Camiolo
436 Judy Ann Dr.
Rochester, NY 14616
PH: (716) 227-4376

SACRAMENTO

President: Dennis P. Gibson
3251 Cascade Trail
Cool, CA 95614
PH: (916) 885-5480

ST. LOUIS-GATEWAY

President: Gayle A. Younger
7234 Balson, 1W
St. Louis, MO 63144
PH: (314) 968-4443

SAN ANGELO

President: Lonnie Perkin
19 Claire Dr.
San Angelo, TX 76901
PH: None Listed

SAN ANTONIO

President: Jack L. Shahbazian
4212 Medical Dr., Unit 1502
San Antonio, TX 78229
PH: (512) 692-1678

SEATTLE-TACOMA

President: Tony R. McCreary
10636 Main St., #361
Bellevue, WA 98004
PH: (206) 643-4080

SHEPHERDSTOWN

President: Robert W. Peregoy
616 Monkton Rd.
Monkton, MD 21211
PH: (301) 157-8926

STAMFORD

President: Lisa A. Gorzkowski
22 Cove Rd., Apt. 5
Stamford, CT 06902
PH: (203) 325-8375

SUN CITY-ROADRUNNER

President: Leon J. Heidgen
17428 Jasmine Dr.
Sun City, AZ 85373
PH: (602) 972-1408

TAMPA-TAMPA BAY AREA

President: Susan LeBeau
3401 N. Lakeview Dr., #912
Tampa, FL 33618
PH: (813) 963-1933

WASHINGTON, DC

President: Jonathan B. Haber
2104 Paul Edwin Terrace, #303
Falls Church, VA 22043
PH: (703) 448-1313

OFFICIAL NOTICE

National Executive Committee Meeting
Sheraton Park Place
Minneapolis, Minnesota
August 17-19, 1984

EDUCATIONAL FOUNDATION REPORT

The Delta Sigma Pi Educational Foundation is a not-for-profit corporation incorporated under the laws of the State of Illinois. While it is a separate and distinct entity from the International Fraternity of Delta Sigma Pi, it does not operate in competition with it. In fact, the Foundation complements the fraternity's objectives through fostering purposes in consonance with these objectives, with resources acquired through tax deductible gifts.

Some of the Foundation's programs include: Graduate Study Grants of \$1,500; Undergraduate Scholarships of \$1,000 per year for four years; the Delta Sigma Pi Collegian of the Year Scholarship providing a \$1,000 graduate study scholarship to the national winner

of the Collegian of the Year annual competition; the Biennial Survey of Universities Offering an Organized Curriculum in Commerce and Business Administration; and the Delta Sigma Pi Scholarship Key, presented to a senior who upon graduation, at a school maintaining a chapter of Delta Sigma Pi, ranks highest in scholarship for the entire course in commerce and business administration.

These programs are funded through tax deductible gifts received by the Foundation. These gifts are classified in terms of different classes of membership in the Foundation. The first class of membership is Voting Membership. This membership can be attained through cumulative contributions of \$100.00 or more by a collegiate or alumni member. The second class of membership is Associate Member-

ship. This class of membership can be attained through individual contributions of less than \$100.00. The third class of membership or Honorary Membership, is attained through the contributions of \$100.00 or more by collegiate or alumni chapters and other friends of the Foundation.

These tax deductible gifts go toward the funding of the worthwhile programs sponsored by the Foundation which were previously mentioned. We strongly encourage you to become a member of the Delta Sigma Pi Educational Foundation today, by sending your gifts to Albert S. Gordon, Treasurer; Delta Sigma Pi Educational Foundation; P.O. Box 1374; Cambridge, MA 02238.—*Robert M. Drewniak, President and Executive Director of the Delta Sigma Pi Educational Foundation*

1984 REGIONAL LEADERSHIP CONFERENCES TO BE HELD IN SEVENTEEN REGIONS

Leadership Conferences of a one and a half to a two day duration have been scheduled for the Fall of 1984. Each regional director has made extensive preparations to insure that collegiate and alumni members will have both an educational and an enjoyable fraternal experience. Additional information on each conference can be obtained by contacting the appropriate regional director. Plan to join with your fellow Deltasigs in your region for your Regional Leadership Conference.

REGION	DATES	LOCATION	CITY, STATE
Eastern	October 12-14, 1984	Americana Inn	Albany, NY
Mideastern	September 28-30, 1984	Hyatt Hotel	Arlington, VA
East Central	October 12-14, 1984	Sheraton Inn	St. Clairesville, OH
Central	October 19-21, 1984	Adams Mark Hotel	Indianapolis, IN
South Central	October 5-7, 1984	Marriott Hotel	Greensboro, NC
Southeastern	October 26-28, 1984	Marriott Hotel Northwest	Atlanta, GA
South Atlantic	Mid September, 1984	Marriott Hotel-Orlando Airport	Orlando, FL
Southern	September 14-16, 1984	Holiday Inn North	Jackson, MS
Gulf South	October 5-7, 1984	Holiday Inn Central	Lafayette, LA
Great Lakes	November 9-11, 1984	Westowner Hotel	Madison, WI
North Central	October 19-21, 1984	Red Lion Inn	Omaha, NE
Midwestern	October 26-28, 1984	Tan-Tar-A Lodge	Lake of the Ozarks, Mo
Southwestern	October 12-14, 1984	Arlington Sheraton	Arlington, TX
Gulf Western	October 5-7, 1984	Sheraton Crest Inn	Austin, TX
Intermountain	October 19-22, 1984	Downtown Holiday Inn	El Paso, TX
Western	November 9-11, 1984	SF Airport Holiday Inn	San Francisco, CA
South Pacific	November 2-4, 1984	Anaheim Sheraton	Anaheim, CA

Management now offers masters and doctoral programs, as well as Bachelor of Science degrees in Industrial Management or with a concentration in management, accounting or economics.

The Department of Supervision, in the School of Technology, has as its purpose the training of students to assume roles in business management and among others, offers a degree in Supervision Management.

Today, the West Lafayette campus of Purdue boasts more than 12,000 students utilizing 133 buildings set on a 647 acre campus. Diverse fields of education are offered by the 12 schools of the university. Purdue is fully accredited by national, regional and professional agencies. It is a member of the North Central Association of American Universities.

The founding of Kappa Omega Chapter at Purdue, the 209th collegiate chapter of Delta Sigma Pi, continues the growth of the professional business fraternity.



Brothers from chapters in Indiana, Ohio, Kentucky, Michigan and Illinois joined Kappa Omega Chapter at their installation and at the dance following the banquet.

CHARTERING A CHAPTER

The Brothers of Kappa Omega Chapter fulfilled some very special requirements in order to become members of the International Fraternity of Delta Sigma Pi. In addition to completing the usual requirements of a pledge education program, members of a chartering group must complete several additional steps.

Initial contact with a Dean on a campus is typically made by a national officer, Central Office staff member or alumni members of the fraternity attending the school or residing in the area.

After acquiring permission from the Dean or department head, initial recruiting activities begin. Interested students are first invited to attend an informational meeting at which presentations are made by national officers and applications are accepted.

At this point, the regional director may appoint a district director or some other interested Deltasig to coordinate further efforts on the

local level. Meetings are conducted, officers are elected, and programs are planned.

The colony spends the bulk of the next few months learning to operate as a chapter would: a complete calendar of activities is planned, local bylaws are established, professional events are conducted, plans for recruiting new members are made, committees are appointed, a roster is published, and the colony even conducts its own pledge education program for its newer members.

Almost immediately after the colony is organized, its members begin work on a very important document: the organization's formal petition to the Board of Directors of Delta Sigma Pi. This permanently bound volume must contain a complete history of the university and of the chartering group. The petition, once approved by the Board of Directors, becomes a part of the fraternity's permanent archives.

Several weeks before the planned installation date, the members of the colony are invited to pledge Delta Sigma Pi. Colony members receive their pledge manuals and begin the traditional period of pledgship in Delta Sigma Pi.

The length of the entire chartering process varies depending upon the petitioning group's progress toward its goals and work as a local business fraternity. Requirements differ slightly for a group reactivating a chapter of Delta Sigma Pi.

Expansion work is quite often a very challenging process, but it is just as often an extremely rewarding experience. Most of our new or reactivated chapters can be traced directly back to the initiative and effort shown by a concerned Brother. Brothers willing to help in such activities or those with specific suggestions for expansion should contact the Director of Chapter Services at The Central Office.

bits and pieces

personal mention

Karen Ward, *North Carolina-Greensboro*, has been promoted to manager of The Dress Barn in Greensboro, NC.

Denise Peeler, *North Carolina-Greensboro*, has joined the DataSouth Computer Firm in Charlotte, NC.

L. Claire Smith, *Alabama*, is now an accountant with the corporate office of Kinder-Care Learning Centers, Inc., in Montgomery, AL.

William L. Smith, *Indiana State*, has a new position as Vice President and Co-founder of Allied Financial Institutions, Inc., in Houston, TX.

Andy Norton, *North Texas State*, is currently working with Bob Spies Homes in Arlington, TX.

Ralph H. Miller, *Cal. Poly-Pomona*, has been promoted to Associate Professor, Operations Management Department, School of Business Administration, California State Polytechnic University in Pomona, CA.

J. W. Smith, *Northeast Louisiana*, has been selected by Northeast Louisiana University Chapter of Omicron Delta Kappa as one of 10 outstanding faculty members for 1983-84.

Tamra Lu Becker, *Northeast Louisiana*, was named a staff accountant in the Audit Division of Arthur Andersen & Company's Houston office.

Brenda L. Braquet, *Northeast Louisiana*, was named a staff accountant in the audit Division of Arthur Andersen & Company's Houston office.

Thomas M. Mocella, *Northwestern-Chicago*, is serving as an Associate Consultant with Prime Promotions, Inc. The activities of this firm and its president, George Simkowski, Wisconsin-Madison, were highlighted in the January, 1984, issue of The DELTA-SIG.

Past Grand President Michael R. Mallonee, *Oklahoma*, has taught a Project Business Junior Achievement class in Oklahoma City. This was a junior high school class and the topic concerned the Stock Market.

John W. Powell, *Florida*, has been appointed associate director of student financial aid at the University of Alabama at Birmingham.

Richard E. Blankenship, *Maryland*, recently joined Potomac Electric Power Company's Corporate Tax Department as a senior accountant.

Susan K. Shappard, *Indiana State*, has a new position as Marketing Support Representative with IBM in Atlanta, GA.

Richard A. Dolin, *Western Reserve*, has been appointed a member of the Kentucky Council of Economic Advisors.

Norman J. Shaw, *Virginia*, has been appointed Director of Public Relations of the Westchester County Department of Social Services, White Plains, NY. Shaw formerly was with the Westchester County Office of Economic Development. He is a weekly columnist for the Connecticut and Westchester Business Journals and he teaches advertising at Marymount College, Tarrytown.

Leonard A. Bedell, *Texas A & I*, has been promoted to President of the Real Estate Services Group of Commonwealth Financial Group, Houston, TX.

Gerald Isobe, *Rochester Tech*, is an accountant at the U.S. Air Force Base in Honolulu. He learned many skills through the National Technical Institute for the Deaf at RIT that enabled him to succeed in a hearing environment.

Nancy L. (Hebbs) Miller, *Indiana State*, has accepted a position with Glenberg Corporation, Brazil, Indiana, as Accounting Supervisor.

Matthew L. Bowman, *Northern Arizona*, has been promoted to the Sales Planning and Development Manager for American

Home Foods Corporation in New York.

John J. Wellik, *Drake*, has joined Arthur Young & Company in Dallas, Texas, as a staff accountant. Recently, John passed all parts of the CPA exam.

Tim Myers, *Drake*, has a new position as a tax consultant with Touche Ross & Company in Omaha, Nebraska.

Douglas Houston, *Drake*, has a new position as a staff accountant with Ross Collins. His duties with this CPA firm in Northern Virginia began in January, 1984.

Keith L. Osborne, *Southwest Missouri State*, has a new position with I. M. Simon & Company as an Investment Broker in Clayton, MO.

Dan Will, *Texas Christian*, was promoted to banking/loan officer from Management Training at InterFirst Bank in Fort Worth, TX.

John Koskoski, *Texas Christian*, is now part of the staff of Ernst & Whinney's Fort Worth, Texas, office.

Jim Hill, *Texas Christian*, has recently accepted an internship as part of the internal audit division for InterFirst Bank in Fort Worth, TX.

Dr. L. Murphy Smith, *Northeast Louisiana*, and his wife Katherine T. Smith, *Northeast Louisiana*, recently co-authored a paper examining "Advertising for Today's Accountant," which has been accepted for publication in the July, 1984, issue of The National Public Accountant magazine.

Janet (Edwards) Lofton, *West Liberty State*, has accepted a position with Comp-U-Card International, Inc., of Stamford, CT, as a computer programmer-analyst/Project Leader.

Gray, at Charlotte, North Carolina.

Walton G. Stowman, *North Carolina-Greensboro*, on December 27, 1983, to Melynn Morgan, at Hickory, North Carolina.

Gwyn Williams, *North Carolina-Greensboro*, on December 31, 1983, to Hamid Ramezani, at Winston-Salem, North Carolina.

Larry Ward, *Texas-Arlington*, on May 24, 1983, to Julie Jung, at Arlington, Texas.

Lisa Hamlin, *Baylor*, on January 7, 1984, to Darren McKethan, *Baylor*, at Palacios, Texas.

David Pyke, *Baylor*, on November 26, 1983, to Debora Brown, at Dallas, Texas.

Kristi Shaffer, *Baylor*, on August 20, 1983, to Rudy Beeching, *Baylor*, at Albuquerque, New Mexico.

Sherri Broch, *North Texas State*, on October 29, 1983, to Jefferson Davis.

Blake Whittaker, *North Texas State*, on December 17, 1983, to Robin Roberts.

Janine E. Bray, *West Liberty State*, on January 4, 1984, to Phillip Regas, at Dillon, South Carolina.

Joe Werthmann, *Texas-El Paso*, on August 13, 1983, to Nancy Esparza, *Texas-El Paso*, at El Paso, Texas.

Irma R. Sandoval, *Texas-El Paso*, on November 19, 1983, to Roger Earl Wellman, at El Paso, Texas.

Nancy L. Hebbs, *Indiana State*, on September 17, 1983, to Dennis W. Miller, at Terre Haute, Indiana.

Denny Fay, *Drake*, on December 17, 1983, to Linda Meadows, at Des Moines, Iowa.

Nancy L. Gregory, *Central Missouri State*, on February 18, 1984, to Kirk Kubicki, at Blue Springs, Missouri.

Walter Shepard, *Houston*, on June 4, 1983, to Linda Riley.

State, and Mr. Joseph Hadyka, on July 25, 1983, a son, Micheal S.

To Brother Wanda Meyer-Price, *Texas-El Paso*, and Mr. Bernard Price, on September 16, 1983, a daughter, McKenzie.

To Thomas A. Camiolo, *Rochester Tech*, and his wife, on July 28, 1983, a son, Matthew Lee.

To Brother Glen L. Baughman, *Western State*, and Patricia A. Baughman, on June 27, 1983, a son, Jeffery Cowan.

To Brother and Mrs. Timothy N. Halbrook, *Southern Illinois-Edwardsville*, on September 22, 1983, a daughter, Angela Renee.

To Brother Vern Podlasek, *Drake*, and Mrs. Podlasek, on October 21, 1982, a daughter, Eileen Carol.

To Brother David Coburn, *Texas Christian*, and Mrs. Jackie Coburn, on July 26, 1983, a son, Kyle Andrew.

To Brother Elias Leos, *Texas A & I*, and Mrs. Martha Leos, on February 4, 1984, a son, Elias Leos, Jr.

To Brother Dale Tyson, *Lamar*, and Mrs. Tyson, on July 18, 1983, a daughter, Cheryl Renee.

recalls

In the January, 1984, issue of The Deltasig, Donald N. Andrews, *Miami-Ohio*, was incorrectly identified as being promoted to supervisor at The Timken Company. Brother Andrews was promoted, but it was within the Sherwin-Williams Company. Our apologies to Brother Andrews and his employer, the Sherwin-Williams Company.

The two articles, written by Dr. James G. Carr and Nido R. Qubein which were published in the March, 1984, issue of The DELTA-SIG, were reprinted from PACE Magazine through the courtesy of Fisher-Harrison Publications, Inc.

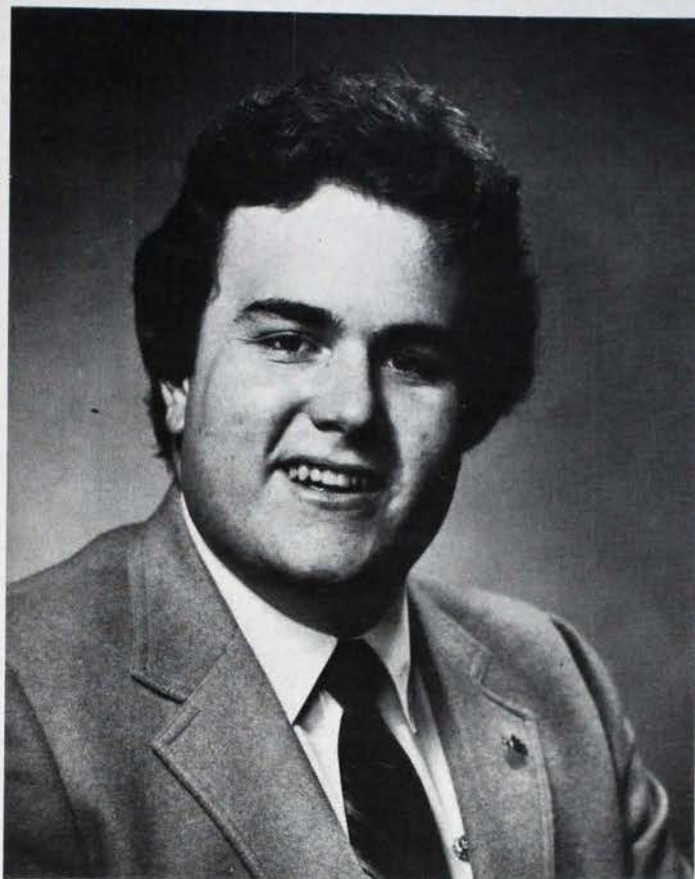
merger

Denise Peeler, *North Carolina-Greensboro*, on April 7, 1984, to Brad

dividends

To Brother Gabriel Smith Hadyka, *Corpus Christi*

focus:



Mark A. Roberts

As was briefly mentioned in the March, 1984, issue of the DELTASIG, Director of Chapter Operations Mark A. Roberts will be leaving the staff of The Central office at the conclusion of the current fiscal year. After four years as a member of the staff in Oxford, he will be returning to his native California to pursue other career goals and to further his education.

Many of you have had the opportunity to know Mark in his professional capacity and are aware of his superior ability to help and to serve our fraternity

and its members. Through his efforts many of our national programs have been significantly improved and his support and motivation have assisted in bringing us 10 new collegiate chapters and the reactivation of four.

Service to Delta Sigma Pi as a member of The Central Office staff requires dedication, long hours, superb communication skills, diplomacy and professionalism. Brother Roberts has exemplified these characteristics throughout his fraternal career. Those of us on the staff

who have worked with him over these past four years have seen Brother Roberts in a different light than the average member of Delta Sigma Pi. We have shared more than just a co-workers relationship; we all recognize Mark as a true friend. We have enjoyed his quick wit and his engaging personality. As he leaves the staff there will be a void among us, but the memories of our accomplishments achieved together and our good, fun experiences over these past few years will last a lifetime.

deltasig

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