

The Deltasig of Delta Sigma Pi®

Spring, 1990

1990 Officer Training School



Commentary



William R. Kinsella

Dear Brothers:

One of our most important goals is to provide our membership with quality educational program. This includes all of our Fraternal family - our alumni members, our collegiate members and our volunteer national officers.

For our "field" officers (our Regional and District Directors) and our alumni who are interested in a future national or local role, we must continue to help you develop your own skills and to help you help our chapters.

For our collegiate chapter officers, we must assist you in doing your job better as an officer and leader.

Unfortunately, as many of you know, "being in charge" can also be very frustrating. Part of the fraternity's job is to help minimize that frustration by providing you with tools to be both an effective and efficient manager. As our next step in meeting this goal, we have developed a program exactly for that purpose - to show you how to be a better officer, leader and manager.

Introducing OTiS, not the elevator company, but the Officer Training Schools. OTiS will teach you many of the basic and most valuable skills you will need to manage a chapter, its programs and people.

These schools will include workshops for specific officers. You will be able to talk directly with your counterparts from scores of other chapters to exchange ideas and information, as well as offer help and suggestions. OTiS will be taught primarily by our Central Office Executive Staff. They can provide you with a wealth of ideas and experience from their hundreds of visits to chapters all across the country.

The OTiS program is designed for:

- Current and future chapter officers
- District Directors (present and future)
- Regional Directors

We have scheduled more schools in more places than ever before in order to reduce your travel time and costs. These schools will be the same everywhere, so it does not matter which one you attend. The most important thing is for you to attend, participate, enjoy and learn.

There's something for everyone at OTiS; including you. Even if you think you've seen and heard it all, there's always something new "on the horizon." I want to extend my personal invitation to every chapter officer, District Director and Regional Director. Take advantage of this benefit of membership.

Fraternally,



WILLIAM R. KINSELLA
Grand President

The Deltasig[®] of Delta Sigma Pi

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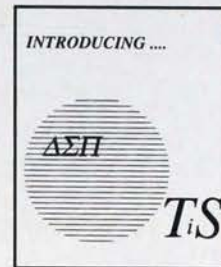
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LAST CALL FOR





The perfect escape awaits members of Delta Sigma Pi, their families and friends this summer as the first of what we expect to become a biennial "Alumni Fling." Space has been booked on Norwegian Cruise Line's Sunward II for a memorable four-day Caribbean cruise. For the first Alumni Fling, we chose a four-day cruise because it offers something for everyone at a modest price and with a minimal time commitment. It's a perfect event for first time cruisers or for those who need to squeeze a vacation into a hectic business schedule.

ALUMNI FLING '90

Cruises represent one of the fastest growing vacation choices available today. They offer a value-filled, convenient get-away. Included in the set cruise fee are shipboard accommodations, meals, entertainment, airfare, and transfers. Whether you want a laid back or a non-stop, action packed experience, it is yours on the Sunward II.

Monday, August 13, 1990, is our day of departure from the Port of Miami. Participants that book a cruise that includes airfare will be flown to Miami either the day of or the day before and will be provided with transportation from the airport to the ship. That evening, the first of a seemingly endless assortment of meals will be served. The chefs of NCL have spent years studying in some of the finest cooking schools in Europe and they share their expertise in everything from sumptuous five course dinners to the midnight snacks.

Bright and early on Tuesday, the Sunward II arrives in Nassau for a full day and night of activities. Shopping, sightseeing, and

casino life can all be on your agenda if you like. Spend the morning shopping; the afternoon on a pristine beach and the night in a casino or dancing - the choice is always yours.

At 6:00 A.M. on Wednesday, we leave Nassau for NCL's Pleasure Island. An entire day is devoted to fun in the sun of Pleasure Island, NCL's own private paradise. This is the time to try snorkeling; to play volleyball; to swim, or to simply relax under the palms.

After a full day at Pleasure Island, it's on to Freeport, where we will arrive at 8:00 A.M. on Thursday. Freeport is one of the liveliest shopping ports in the Bahamas. It also offers an opportunity for more beach relaxation or a day of sports activities. After a full day in Freeport we set sail on our final night at sea and return to Miami at 8:00 A.M. on Friday.

We almost forgot to mention that there is a virtually unlimited assortment of things to do on board the Sunward II. Days on board can be spent in the sun; participating in sports or planned activities; trying your luck in the Monte Carlo

Casino; or simply relaxing. At night, the activities run from top notch live entertainment to late-night dancing.

NCL also has a varied program for children and teens. Everything from magic acts to movies is offered.

So far well over 150 members and their families and friends have made their arrangements to be a part of their first Alumni Fling. It's a great way to spend a vacation and time with fellow Deltasigs of all ages and from all parts of the country!

Time is running out if you plan to participate in the Alumni Fling. Call our travel agency, Whitt Cruises and Travel at 800-422-2268 now. A deposit is required now with full payment due during June, 1990. Inside cabins are \$634.00 and outside cabins are \$663.00. These prices include all meals, transfers and airfare from all major cities in the continental United States, most major cities in Canada and many second-tier cities in both countries. Packages not including air transportation as well as a variety of other options are available.

Act now to be a part of Alumni Fling '90 aboard the Sunward II!

FINALIZE YOUR ALUMNI FLING '90 PLANS NOW!

Enjoy a fabulous 4 night cruise
to the Bahama islands
on the
M/S Sunward II

For Reservations contact:

Whitt Cruises & Travel
800-422-2268

Alumni Chapter Directory

As you end your collegiate years and finalize your plans to begin your professional career or if you are already in the business or academic world, don't forget to contact the alumni chapter nearest 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 Vice President for Alumni Benefits and Services Marc A. Robbins or Director of Alumni Development Daniel S. Doyle at The Central Office for information on forming one.

(The following alumni chapters have met or are meeting the franchise requirements for the 1989-90 year.)

AKRON-CANTON

Contact: Barbara M. Skedel
2285 Lynnwood Drive
Stow, OH 44224
PH: (216) 688-9267

ALBUQUERQUE-ZIA

Contact: Bryan S. Anderson
6337 Harper Drive, NE
Albuquerque, NM 87109
PH: (505) 822-0231

ATLANTA

Contact: William G. Borland
3849 Pointers Way
Conyers, GA 30208
PH: (404) 929-3446

BALTIMORE

Contact: Fredrick J. Karr, Sr.
1251 Stevens Avenue
Baltimore, MD 21227
PH: (301) 242-0020

BOSTON

Contact: Gayle Y. Gerhardt
40 Cross Street, Apt. A-6
Quincy, MA 02169
PH: (617) 471-1966

CENTRAL FLORIDA

Contact: Joseph P. Burns
585 Little River Loop, #278
Altamonte Springs, FL 32714
PH: (407) 291-8059

CENTRAL ILLINOIS

Contact: Stephen L. A. Black
1814 Johnson
Normal, IL 61761
PH: (309) 454-1415

CHICAGO

Contact: James L. Prescott
6430 W. Gunnison, #2E
Harwood Heights, IL 60656
PH: (312) 867-6144

CLEVELAND-NORTH COAST

Contact: Thomas E. Gauch
20407 Williamsburg Court
Middleburg Hts., OH 44130
PH: (216) 891-0719

COLLEGE PARK

Contact: Lawrence P. Rednick
9314 Cherry Hill Road, #401
College Park, MD 20740
PH: (301) 474-7030

DALLAS-FORT WORTH METROPOLITAN

Contact: Michael L. McMahan
509 N. Cooper, #206
Arlington, TX 76011
PH: (817) 274-5314

DENVER

Contact: William B. Arnold
600 S. Cherry Creek, #1105
Denver, CO 80222
PH: (303) 778-1536

GREATER DETROIT

Contact: Frederick C. Lipsey
40062 Cambridge Apt #203
Canton, MI 48187
PH: (313) 981-1043

GREENSBORO

Contact: David B. Moore
Route 9, Box 298-A
Asheboro, NC 27203
PH: (919) 629-3129

HAWAII

Contact: Dennis N. Nagai
27 Hale Nani Street
Hilo, HI 96720
PH: (808) 935-2600

HOUSTON LONESTAR

Contact: Linda L. Allison-Huff
P. O. Box 502034
Houston, TX 77250-2034
PH: (713) 682-4811

INDIANAPOLIS

Contact: David L. Demaree
5867 San Miguel Court, Apt. C
Indianapolis, IN 46250
PH: (317) 841-1148

KANSAS CITY

Contact: Kathryn R. Frerking
8414 N. Cosby, #58
Kansas City, MO 64154
PH: (816) 587-5072

LINCOLN-GREATER NEBRASKA

Contact: Daniel T. Davis
900 Elmwood Avenue
Lincoln, NE 68510
PH: (402) 475-7297

LONG ISLAND

Contact: Carla D. Kempf
478 Bedrord Avenue
Uniondale, NY 11553
PH: (516) 483-2658

MEMPHIS

Contact: Mark T. Heath
336 Ashley
Collierville, TN 38017
PH: (901) 853-4390

MILWAUKEE

Contact: James F. Trainor
P. O. Box 850
Menomonee Falls, WI 53051
PH: (414) 783-7900

GREATER NEW YORK-NEW JERSEY

Contact: Claire D. Moomjian
187 Hillside Drive
North Haledon, NJ 07508-2819
PH: (201) 423-4654

ORANGE COUNTY

Contact: Eric W. King
19977 Apple Creek Lane
Yorba Linda, CA 92686
PH: (714) 693-1773

PHILADELPHIA

Contact: Michael J. Spadaro
1012 Rozel Avenue
Southampton, PA 18966
PH: (215) 357-9180

PHOENIX-THUNDERBIRD

Contact: Laurie G. Senko
5330 N. Central Avenue, #4
Phoenix, AZ 85012
PH: (602) 279-4353

SACRAMENTO VALLEY

Contact: Thomas K. Sharp
54 Springbrook Circle
Sacramento, CA 95831
PH: (916) 424-9583

SAINT LOUIS

Contact: Shawn L. Leven
2799 Nottinghill Road, Apt. P
Florissant, MO 63033
PH: (314) 921-9073

SAN ANTONIO-ALAMO CITY

Contact: Amelia G. Nieto
622 Marquette Drive
San Antonio, TX 78228
PH: (512) 433-0010

SAN FRANCISCO

Contact: William W. Shaw III
763 Ulloa Street
San Francisco, CA 94127
PH: (415) 564-5373

SAN JOSE-SILICON VALLEY

Contact: Robert A. Tavarez
973 Westmond Court
San Jose, CA 95117
PH: (408) 984-5417

SHEPHERDSTOWN

Contact: Michael M. Johnson
Box 452 Shannondale
Harpers Ferry, WV 25425
PH: (304) 725-9162

STATE COLLEGE

Contact: Christopher E. Kent
616 E. College Avenue, #608
State College, PA 16801
PH: (814) 867-3209

TAMPA BAY

Contact: William H. Andree
P. O. Box 21444
Tampa, FL 33622-1444
PH: (813) 931-5533

TWIN CITIES

Contact: Richard D. Andrews
4528 Aldrich Avenue S.
Minneapolis, MN 55409
PH: (612) 823-2254

WESTERN MICHIGAN

Contact: Timothy A. Morris
1041 Parkhurst, NW
Grand Rapids, MI 49504
PH: (616) 453-8336

INTRODUCING



The 1990 Officer Training School

The summer of 1990 will bring the introduction of the Officer Training School (OTiS) across the country. At seven locations nationwide, OTiS will provide an intensive one day series of workshops, seminars, discussions and, yes, even some fun-filled games for both collegiate chapters and volunteer fraternity officers. These seven schools were designed over the past few years to serve as an opportunity to provide intensive officer training in the summer prior to the new academic year — an opportunity to learn new skills and to apply them in real situations shortly thereafter. OTiS will have something for everyone who either currently serves or wishes to serve in a leadership role in Delta Sigma Pi.

On the collegiate level, sessions are planned for the specific areas of recruiting, pledge education and finances as well as sessions on general chapter management skills that apply to all operational areas. Each phase of the program is designed to develop and enhance the skills and knowledge needed by chapter leaders to provide the best chapter experience for themselves and their fellow members. An awareness, not only of issues that affect the local chapter but the fraternity as a whole, will be generated.

For volunteer fraternity officers, an abundance of materials designed to broaden their leadership skills will be provided. Volunteerism is important to the USA and it is especially important to Delta Sigma Pi and its members. The most highly skilled and trained volunteers make stronger organizations. OTiS offers the tools to enable volunteer fraternity leaders to most effectively discharge their responsibilities.

OTiS provides important development for the leaders of today and for those of the future. A complete registration package has been sent to each collegiate chapter and current volunteer fraternity officers; however, if you wish to attend one of the OTiS seminars, contact The Central Office for a package. There is a nominal advance registration fee of \$10.00 per attendee (\$15.00 on site). This fee includes all printed materials used in the OTiS program. No meals or accommodations are included. Arrangements have been made at each OTiS location for overnight sleeping accommodations. As each school has an entire day and night of activity, out of town participants will want to make arrangements to stay over on Saturday night and possibly Friday night as well.

Finalize your plans to attend the Officer Training School nearest you now. Be there for the future of you, your chapter and your fraternity.

Who Should Attend

- **Current collegiate chapter officers whether a veteran or newly-elected.**
- **Collegiate members who aspire to become an officer.**
- **Alumni who have an interest in learning the skills to become an effective volunteer fraternity officer.**
- **Current volunteer fraternity officers including District Directors and Regional Directors.**

BENEFITS OF ATTENDING OTiS

<i>For Chapter Officers</i>	<i>For Volunteers</i>	<i>For Everyone</i>
<ul style="list-style-type: none"> • Discover new ideas for enhanced chapter programs. • Interaction with fellow officers for the sharing of solutions to common problems and the sharing of new ideas. • Enhance problem solving skills through role playing exercises. • Stimulate your creativity for the improvement of the Delta-sig experience for your chapter members. • Acquire valuable skills in effective chapter management. 	<ul style="list-style-type: none"> • Explore the roles of responsibility for volunteer fraternity officers. • Increase your understanding of the structure and operation of the fraternity as a whole. • Provide you with the skills and knowledge to most effectively help the chapters and members affected by your volunteer service. • Develop a greater understanding of the issues and the challenges which face leaders in the interfraternity world. 	<ul style="list-style-type: none"> • Meet and get to know both volunteer and staff leadership of the fraternity and the ways in which these Brothers can help you. • Broaden your knowledge of Delta Sigma Pi on a fraternity-wide basis. • Maximize your potential as a fraternity leader. • Experience a renewal of enthusiasm for and knowledge of the fraternity in a professional and a fun-filled series of events.

OTiS DATES & LOCATIONS

June 23, 1990

Dallas, Texas

July 14, 1990

Chicago, Illinois

July 21, 1990

Las Vegas, Nevada

July 28, 1990

Philadelphia, Pennsylvania

August 4, 1990

Memphis, Tennessee

August 25, 1990

Atlanta, Georgia

August 25, 1990

Des Moines, Iowa

OTiS REGISTRATION INFORMATION

To obtain a registration packet for the Officer Training Schools, complete, clip and mail this form to The Central Office.

Name: _____

Address: _____

Telephone Number: _____

The Chapters Speak

SOUTHERN PROVINCE

SOUTH CENTRAL REGION

NORTH CAROLINA-CHAPEL HILL, ALPHA LAMBDA—Alpha Lambda Chapter's goals for this year were to improve our relationships with alumni and other chapters and to improve Deltasig's image within the university and the community.

Alpha Lambda Chapter made a concerted effort to renew old friendships and to start new ones by hosting an Alumni/Founders' Day party. We invited Iota Omega Chapter to our second In-house Chapter Workshop where recent alumni spoke about their "real world" experiences. Alpha Lambda Chapter also worked on establishing an alumni chapter in our region.

To improve our chapter's interaction with the university and community, Alpha Lambda Chapter joined the Interorganizational Council and participated in Parents' Day. We were proud to be initiators of the Parent's Day idea as well as mailing out invitations and registering participants. In addition, we honored the Associate Dean of the business school for her years of outstanding service.

Overall, this has been a successful year for the Alpha Lambda Chapter and we have made strides toward the fulfillment of these and other goals.

—Cindy K. Womble

VIRGINIA TECH, ZETA UPSILON—We were fortunate to have Brother William Schwieder, founding president of the Zeta Upsilon Chapter, return to speak at our first professional event of the new year. Brother William's daughter, Karen M. Schwieder, is our 25th president.

This professional event was scheduled during recruiting week, so the recruits could see our professional side. Brother William told the story of Zeta Upsilon's beginnings. In 1966 a handful of men gathered together with common goals and aspirations to form an organization which would satisfy their needs. Today, 24 years later, men and women of the Zeta Upsilon Chapter at Virginia Tech still come together for these same reasons.

SOUTHEASTERN REGION

SOUTH CAROLINA, BETA GAMMA—Beta Gamma Chapter hosted a blood drive in February. Three local radio stations donated promotional time.

Ten members of Beta Gamma Chapter attended the 37th Grand Chapter Congress and many new ideas were shared and carried back to the chapter. All attendees had a marvelous time and are looking forward to the Washington, D. C. Congress.

Beta Gamma Chapter also hosted an area conference in January. Various seminars were presented on topics such as: pledge education,

Ritual, and chapter management.

At our fall initiation, 23 members were initiated into Beta Gamma Chapter. These Deltasigs will be instrumental in helping Beta Gamma Chapter attain its full potential.

TROY STATE, ETA KAPPA—During the year, members of Eta Kappa Chapter participated in various service projects and were entertained by several speakers on different subjects relating to the job force. Some Brothers visited the Atlanta area touring Chick-fil-a and Yamaha, and meeting their successful founders.

A Chapter Consultant recently visited us and was impressed with the overall enthusiasm of the chapter members and their determination in achieving goals. One of our goals was recently met at our initiation, when we increased our chapter total to 50 members. The entire chapter is proud of its achievements and looks forward to the rest of the year.

—Sheir A. Schorn

SOUTH ATLANTIC REGION

FLORIDA SOUTHERN, DELTA IOTA—The 1989 fall semester proved to be a very exciting and productive one for Delta Iota Chapter. During that semester's joint initiation, we gained eight new Brothers to Delta Iota Chapter. This semester we hope to double that number and, from our recent recruiting functions, it seems that this goal will be easily attained.

Our professional activities for this academic year are very diverse but, most of all, fun. The highlight of last semester's professional tours was a "behind the scenes" tour of the new

Universal Studios facility in Orlando. We are hoping to top that with our upcoming tour of the new MGM Studios, also in Orlando. Delta Iota Chapter has also been busy strengthening the bonds of our Brotherhood through more frequent and diverse social functions. These events have included a night at the drive-in theater and a Christmas party at our Chapter Advisor's house.

All the Brothers of Delta Iota Chapter are currently working extra hard in our attempt to attain our goal of greatly improving our performance in the Chapter Efficiency Index.

—Russell D. Bowen

CENTRAL FLORIDA—The Central Florida Alumni Chapter has accomplished a lot in its first year after reactivating. First, we have held numerous events including: picnics, a New Year's Eve party, a tailgate party before the University of Central Florida homecoming game, and happy hours. We have also published newsletters in order to inform local alumni of these events and to recruit more members. This has helped our chapter to triple its membership within the past year.

Our goals for the upcoming year include: broadening our schedule of events; working more closely with the Theta Sigma Chapter at the University of Central Florida, and increasing our membership so we can get as many Orlando area alumni as possible involved with the chapter.

For more information about the chapter, please contact our President, Joseph Bruns at (407) 291-8059 or Vice President, Terry Peterson at (407) 679-6187. We would love to hear from you!

—Terry Peterson



These Brothers of Kappa Chapter at Georgia State University volunteered for "Hungerwalk '89" in Atlanta.

The Chapters Speak

SOUTHERN REGION

ALABAMA, ALPHA SIGMA—Last fall Alpha Sigma Chapter undertook the most ambitious fund raising project in our chapters history. We decided to assist our College of Commerce in raising funds to build new facilities.

Our project was to sell limited-edition prints of our business school to alumni and students. Much time was required of our Brothers including: finding a prominent artist; making proposals to the Dean to receive funding; utilizing a quality printer, and promoting our product.

The project was successful in that we learned more about business and each other, and became a stronger Brotherhood.

—Carl M. Stanton

CHRISTIAN BROTHERS, EPSILON PSI—Epsilon Psi Chapter continues to grow and expand for the benefit of all involved. Our chapter has participated in many activities for our city including: volunteer activities for the YMCA; St. Jude's Children's Hospital, and the Alzheimer's Association. We also continue to support the annual "Memphis-In-May" celebration by helping with the 10K Fun Run.

For the profit of the campus, Epsilon Psi Chapter sponsored the "Second Annual Fall Luau," undoubtedly the best school-wide party of the semester! Our chapter's professional program included a midnight tour of the Federal Express Hub where we were able to experience all the "hub-bub" in full operation. Through the success of our varied programs, Epsilon Psi Chapter will continue to grow and prosper in the 1990's.

—Jeanetta L. Brumley

LIVINGSTON, LAMBDA RHO—Lambda Rho Chapter at Livingston University hosted "The Great Escape" area conference in February. Chapters from The University of Alabama, Mississippi State University, University of Mississippi, and Livingston University participated. Southern Regional Director Larry Bryant and District Director Robert Yoakum were also present.

During Business Week, George Jones, Hardee's Area Manager, recruited for management personnel for Hardee's and other Spartan Food System Restaurants. Mr. Donald Hopper, Director Sumter County Industrial Development Board, spoke on "Attracting Industrial Job Opportunities."

—Joyce M. Jackson

MEMPHIS STATE, GAMMA ZETA—As the 80's drew to a close, Gamma Zeta Chapter continued to grow and prosper as one of the premier chapters in the Southern Region. At the 37th Grand Chapter Congress, Gamma Zeta Chapter was recognized as an Honor Roll chapter for obtaining 100,000 CEI points for the 1988-89 year. We are proud of this achievement and hope that it will be a launching point for greatness in the 90's. Gamma Zeta Chapter is



Members and guests of the Tampa Bay Alumni Chapter enjoyed their Founders' Day picnic.

already making tremendous strides for the future in areas such as recruiting. Last semester we initiated 13 new Brothers into the chapter. All are eager to begin building on the tradition of excellence at Gamma Zeta Chapter and set the pace for the next decade.

This coming semester we have some wonderful things planned including a Rose Dance to celebrate our 41st year as a chapter. Many other special events are planned to build on our success and brighten the future of Delta Sigma Pi. Gamma Zeta Chapter continues to be a major force on the Memphis State campus and looks forward to the challenges of the 90's.

—Joel K. Maners

MISSISSIPPI STATE, GAMMA DELTA—Gamma Delta Chapter has had an outstanding first semester. Under the leadership of Lori A. Patton, our chapter president, we have earned over 41,000 CEI points as of the close of the fall semester. Our professional and community service programs played a major role in earning these points, as did our large pledge class.

We sponsored six professional activities during the fall of 1989, including a tour of the campus winery, and workshops ranging from "How to Market Yourself" to "Making Meetings Work."

Our community service projects were a total success. We had two collections for a needy family, sponsored a "Cream Your Favorite Teacher" pie throw at the campus charity carnival, and hosted a Halloween Carnival for a local day-care center.

Our fall pledge program was outstanding. We pledged 21 very active Brothers, one of our largest pledge classes in recent years.

The fall of 1989 was a prosperous time for the Gamma Delta Chapter. We are on our way to the top and we hope to see you there.

—James A. McCullough, II

SOUTHERN MISSISSIPPI, GAMMA TAU—In August, two of our Brothers attended the 37th Grand Chapter Congress in St. Louis. They had a great time and the rest of us learned a lot from them when we returned to school this fall.

This semester we initiated 14 new Brothers into our chapter, who we know will be a great asset to the fraternity.

We participated in many community service programs this semester including, "Secret Friends" and "Toys for Tots". For the first of these, we divided into groups of four and prepared holiday dinners for needy families in the area. The meals were left on the doorstep so we could remain anonymous. For the latter, we held a "Black and Gold" party to support our football team and the required admission was a toy for a needy child. We also sponsored many professional activities, including a number of speakers from different areas in business, and tours of the city's newspaper and the local Coca-Cola plant.

Socially, we held a Homecoming reception at our house for our members, faculty, and alumni in October, and our Rose Formal in November. On December 9th we celebrated our chapter's 40th anniversary! We are sure that through our continued efforts, the best is yet to come.

—Laura L. Buhler

WESTERN KENTUCKY, ZETA THETA—The Zeta Theta Chapter ended the 80's with a fun-filled semester. In August, we kicked off the fall with an alumni picnic. We held recruitment in September and gained nine enthusiastic pledges. There were many opportunities for the pledges to meet the Brothers. The Big Brother/Little Brother Committee held activities including a cookout. Homecoming was probably one of the most memorable events for Zeta Theta Chapter. Lisa Castellari represented us as the Deltasig homecoming candidate. A reception was held on homecoming

The Chapters Speak

day and it was a great chance for our parents to meet the Brothers as well as for welcoming home the Deltasig alumni. A tailgate party and the football game followed the reception. We ended the evening with a dance.

Zeta Theta Chapter was involved in a number of community service projects. We participated in a phone-a-thon benefiting Western Kentucky University's general fund. This semester the chapter gave its first scholarship honoring Brother Harold Fortner.

Recruiting was exceptional as we have 21 new pledges. Also, the Zeta Theta Chapter hosted the annual Recognition Banquet honoring Cornelius Martin, a local businessman.

—Lara C. Myatt

GULF SOUTH REGION

LOYOLA-NEW ORLEANS, DELTA NU—Delta Nu Chapter of Loyola University started the new decade off with several unity events. The first weekend of school was our Back to School Party followed by a retreat. The retreat was a fantastic two days in Mississippi directly on the Gulf where we talked about Brotherhood and semester goals.

The infamous Mardi Gras soon approached, and yet more events were planned such as, attending parades together and designated jersey days.

Most recently, we celebrated the founding of our chapter, Delta Nu, in typical New Orleans fashion with a crawfish boil. These are but the highlights of the semester.

—Catherine A. Maltezos

NEW ORLEANS, EPSILON NU—Epsilon Nu Chapter's Back-to-School party provided a shattering opening to a vigorous recruiting. Big Brother night wrapped it up at a formal dinner amid spider webs and tombstones as witches and vampires served our Halloween feast.

At the celebration of Founders' Day, we were joined by alumni from Louisiana and California.

A broad program of professional activities included marketing, self-employment opportunities and tours. We sponsored a food drive to benefit Second Harvesters, a community sponsored organization that services the hungry and homeless. The UNO alumni enlisted our services to participate in a phone-a-thon to raise money for their program. Bake sales and car washes provided opportunities to raise funds for our own needs.

We look forward to a strong spring recruitment, the celebration of our chapter birthday, and professional and service activities.

—Kathleen H. Gauthier

WESTERN PROVINCE

In the never ending pursuit of excellence and perfection, the Western Province dedicates itself to the principles of the fraternity. The articles submitted from the chapters emphasize their involvement and desire to continue the heralded Brotherhood of Delta Sigma Pi. As their Provincial Vice President,

I am committed to working with the Regional Directors, District Directors and chapters to help them accomplish their goals and that of the fraternity.

There have been many changes in the fraternity within the last few years. During the last Grand Chapter Congress, changes in the Ritual were made. These changes were made because of stricter laws and the views of society toward fraternities. As changes continue within the general fraternity system, we will monitor and evaluate the effect they will have on us.

During the past biennium, the fraternity has focused most of its attention on the educational aspects of our organization. One outcome of this attention will be the Officer Training Schools. One of these schools will be held in the Western Province in Las Vegas, Nevada, on July 21, 1990. This will be an excellent opportunity for Brothers to learn more about the fraternity and their new responsibilities. I hope to see you all there.

For the past few years, the growth of the fraternity has focused on the West and it is my objective to continue this pattern especially in those areas that do not have chapters. It is an objective of this fraternity that we examine expansion possibilities in the Northwest. We need your help. If you know students that are in business schools, find out if they are interested in starting a chapter. If you are an alumni living in the area, let us know if you want to help start a chapter, either alumni or collegiate. This fraternity will not continue to grow and succeed unless we have your help and input.

Brothers, the fraternity needs your help. We cannot succeed without you. Too many Brothers have graduated from college and forgotten a major aspect of their education; Delta Sigma Pi. You are not just in the fraternity for four years, this is a lifetime commitment. There are alumni chapters out there who want to meet you. Take the extra time, show them that you care about your fraternity.

Take care of yourselves and don't drink and drive. We want you alive.

—Paul J. P. Garcia

Western Provincial Vice President

INTERMOUNTAIN REGION

ARIZONA STATE, GAMMA OMEGA—Our chapter at Arizona State University is extremely proud of its financial accomplishments in the past calendar year, due mainly to the sale of the ASU Sizzles T-shirt, the St. Louis Sizzle T-shirt and the ever popular Grand Chapter Congress favorite, the yellow dog pin. The ASU Sizzles T-shirt featured our "sizzles" logo on the front and the logos of ten bars and nightclubs popular in the Tempe area on the back, printed with the statements "Sundevil hotspots...more than any human can handle!" As some of you may remember from St. Louis, our chapter sold a similar St. Louis T-shirt. Our recruitment turnout and chapter enthusiasm has increased dramatically.

COLORADO, ALPHA RHO—Alpha Rho Chapter at the University of Colorado, 1989 recipi-



Brothers from Epsilon Theta Chapter at Cal State-Chico sold diner cards to benefit "Project Child."

The Chapters Speak

ent of the Most Improved Chapter Award, has been extending the spirit of Delta Sigma Pi beyond the Boulder campus during this academic year. In an upcoming event, Alpha Rho Chapter will participate in a national fund raising project in conjunction with Students Against Drunk Driving (SADD). Thousands of raffle tickets will be sold nationwide for the grand prize of a new car. Alpha Rho Chapter and the local chapter of SADD will divide the proceeds.

At our recent initiation, Pete Sprenkle, an executive with IBM, was initiated as an honorary member. Brother Sprenkle has continued to interact with our chapter, attending many of our professional and social functions.

The undefeated regular season of the Colorado Buffaloes football team inspired many Deltasig social gatherings, and prompted 35 Brothers to take a road trip to the University of Oklahoma game in Norman, Oklahoma.

—Heather A. Berg & Scott P. Raile

NORTHERN ARIZONA, ZETA OMEGA—This has been a busy year for the Brothers of Zeta Omega Chapter. Our professional activities included a speaker from US West, a tour of Anheuser Busch and a lecture on cover letters and resumes. We also had a speaker on retirement planning.

For fund raising, the chapter helped with inventory at Sears. We raised almost enough money for the entire semester.

Our social activities included a sunrise breakfast, a Pictionary recruitment party and a pajama theme party. We are proud of the Brothers at Northern Arizona and hope to achieve even more in the coming semesters.

WESTERN REGION

CALIFORNIA-BERKELEY, RHO—Rho Chapter at the University of California-Berkeley looked forward to hosting the Regional Picnic this spring. The event allowed the chapters in the Western Region to come together and enjoy a time of interaction among Brothers. Rho Chapter worked hard for the event and it proved to be a fun and successful gathering.

At our recent initiation, Rho Chapter proudly initiated 25 members. The "High Yield" class proved to be strong in unity completing the 100,000 points in our own pledge class efficiency index and was initiated as a complete class. Rho Chapter is looking forward to the emergence of many leaders from this group.

Rho Chapter is also excited about sponsoring our candidate for Collegian of the Year, Prescott Ashe. Prescott has served Rho Chapter in numerous offices including President and Chancellor.

—Mark S. Oei

CAL STATE-CHICO, EPSILON THETA—During the spring semester the Brothers of Epsilon Theta Chapter focused their energy on sponsoring the annual job fair held on campus which was attended by 24 prestigious compa-

nies. The chapter also joined with the local community to raise money for the needy at the successful annual "Chili for Charity" event and received a fourth place award for our outstanding chili.

With the added enthusiasm of the new initiates and the fall pledges, the Brothers sold over 2,000 diner club cards by the third week of school. This raised a large portion of our financial goal and allowed one-fourth of the profits to be donated to "Project Child." The Brothers created a scary haunted forest at Halloween which was attended by the local community, and they also sponsored a profitable casino night in November that created more money for "Project Child." Due to the success of this past year, the Brothers of Epsilon Theta Chapter are full of enthusiasm and creative ideas that will help the chapter fulfill its goals next semester.

—Kathryn C. Simon

CAL STATE-SACRAMENTO, EPSILON PHI—Epsilon Phi Chapter was a well traveled chapter in 1989-90, attending many events sponsored by the chapters in our region. In addition, seven Brothers traveled 17,500 people miles to the 37th Grand Chapter Congress in St. Louis, Missouri, earning the chapter the Kenneth B. White Travel Award.

During the Business Session, Epsilon Phi Chapter, along with the chapters of the Western Region, sponsored a binding resolution on the floor of the Congress. We came home with many ideas for the upcoming semesters.

Our most rewarding Community Service events were participating in Share-A-Trip with children in our area, adopting a family at Christmas, and preparing treats for the Children's Receiving Home of Sacramento.

Moving into a new decade of professionalism and fraternalism, the chapter is looking forward to increasing the strength and bonds of Brotherhood.

PACIFIC, LAMBDA MU—Lambda Mu Chapter successfully started the fall and spring semesters with a weekend retreat where a chapter purpose was established along with goals and strategies for the semester. The chapter ran more effectively due to the detailed planning and increased sense of unity fostered during the retreats.

Throughout the year there were many quality activities to increase the professionalism of each Brother, as well as provide social interaction and opportunities for personal growth. For instance, we toured the Pacific Stock Exchange and U.S. Mint. Also, an alumni of Lambda Mu Chapter spoke on the job market, and Stan Grindstaff, Keynote Speaker at the 37th Grand Chapter Congress, visited our chapter for an advanced session on professional self-presentation. One event, which was great fun, was the Briefcase Brigade, where we won first place in the Homecoming Parade.

Clearly, the 1989-90 school year has been a turning point for our chapter. Motivation and enthusiasm are at an all-time high, and we are

focused on our purpose and goals.

—Georgina J. Aguiar

SAN FRANCISCO, GAMMA OMICRON—The main objectives of Gamma Omicron Chapter this year are to strengthen the fraternal bond among the Brothers, improve the organizational structure of our chapter and promote the chapter as a professional business fraternity.

Our long-term goals are to promote our fraternity on campus through various advertising campaigns in order to attain more support from our business college and to initiate top quality individuals. Thus far, participation has been at its highest level compared to previous semesters. This is due to the quality of Brothers the Gamma Omicron Chapter now enjoys. None of us will be satisfied at the end of this school year unless we are voted the Most Outstanding Chapter or at least the Most Improved Chapter in our region.

—Tarek M. Ebeid

SAN JOSE STATE, THETA CHI—Last year's Grand Chapter Congress was a great motivational event for our six Brothers in attendance. The new ideas brought back from St. Louis have been implemented by our chapter over the last year with great success. Theta Chi was asked to participate in the initiation of Mr. Frank Popoff, the National Honorary Member.

One of our goals this year was to look for quality pledges, not quantity. This was accomplished last fall by initiating ten new Brothers, two of whom were elected to positions on the Executive Board this semester.

The community service program at Theta Chi Chapter has taken a huge leap forward this year. Last fall we spent an entire Saturday afternoon fingerprinting children for identification purposes, while at the same time collecting donations for the Vanished Children's Alliance. On Christmas Day Brothers visited juvenile hall and passed out gifts to the children. In the months ahead, we are looking forward to involvement with the Special Olympics. Theta Chi Chapter has been experiencing an exciting year full of change.

—Lyn Renee Gardner

SACRAMENTO VALLEY—Sacramento Valley Alumni Chapter added a new activity to its calendar for 1989-90 by meeting one day each month after working hours at different "thirst quenching establishments." We had a summer picnic/barbecue last summer at a local park and met several Deltasigs who we had not seen for a while. Brother Tom Sharp (Epsilon Theta Chapter) came in from the ranks to become a new chapter president for 1989-90. Several alumni travelled to St. Louis to attend the 37th Grand Chapter Congress. Several Brothers met at our Founders' Day celebration to share their thoughts and recollections about the fraternity. We ended 1989 with our 15th annual Christmas party hosted by Brother Bill Tatum at his home. Thanks again, Bill! We

The Chapters Speak

started off the new decade by having a Super Bowl party.

SOUTH PACIFIC REGION

CAL STATE-FULLERTON, LAMBDA SIGMA—Lambda Sigma Chapter, only four years old, continues to instill into its members a mind for business, while inspiring a heart for the community.

Business experience was gained through our ambitious Student Director project. Over 30 sponsors placed ads in the directory, which also contained important student information. Our Music Mobile project gave students a chance to try their hand at guessing the number of compact discs in a car. Co-sponsored by Pontiac and Students Against Drunk Driving, the grand prize was a Pontiac Grand Am.

Giving to the community has always been a rewarding facet of Lambda Sigma Chapter's activities. We furthered our efforts in the community with various projects ranging from park clean-ups to tutoring children. However, one particular event, Eagle's Flight, will forever be embedded in our hearts. As a group of volunteers, one Sunday afternoon, we helped put a little excitement and joy into the lives of disabled children by taking them on an aerial tour of Orange County in private single engine planes.

Lambda Sigma Chapter was very proud to present the South Pacific Region party of the year, the Founders' Day Formal. Featured were speeches by the Grand President and other honored guests, a gourmet dinner, and dancing. Each Brother left with a souvenir wine glass and memories to last a lifetime.

—Edward D. Lin

CAL STATE-NORTHRIDGE, IOTA UPSILON—Iota Upsilon Chapter is holding strong as we have just initiated 16 well qualified and eager Brothers into the chapter. Hopefully this semester's recruiting will reward us equally.

Last semester was prominent for the athletic portion of our chapter as we were champions of a softball tournament and placed 2nd in a volleyball tournament. This involved all of the clubs and organizations within the School of Business Administration. We are practicing and planning to uphold the success of the chapter during the coming year.

Our chapter has involved itself in many events including: our inter-chapter party; alumni events; fund raising projects; a variety of speakers, and a colossal celebration to commemorate our 10th anniversary as a chapter of Delta Sigma Pi.

—Robyn L. Cline

CALIFORNIA-RIVERSIDE, LAMBDA CHI—Our first year as Brothers has been an exciting and successful one for the Lambda Chi Chapter. Some highlights of the past year include: participating in the Mu Nu Chapter installation in Las Vegas; the Orange County Alumni Chapter volleyball tournament; hosting an area conference, and winning the UC Riverside Human Corps Community Service Award for outstanding campus work. Our book buy back

fund raising project just finished its fourth successful quarter and has made Delta Sigma Pi a well known name on campus. We have also initiated 24 new Brothers and two faculty members.

We look forward to many more years of Deltasig Brotherhood and to meeting many more Brothers when we host the South Pacific Regional Conference in October.

—Kerry L. Roberts

SAN DIEGO STATE, IOTA PI—With many of our older Brothers having graduated, Iota Pi Chapter started with a fresh slate last semester. We had many new Brothers, and our theme was "Back to the Basics."

Adding a new twist to our regular semester's events, we were asked by the Marriott Hotel Corporation to participate in their marketing blitz for a new hotel, The Marriott Suites at Symphony Towers in downtown San Diego. As representatives, we were sent to various businesses all over San Diego to scope out their hotel and travel usage, and to promote the new Marriott.

One O'clock, Two O'clock, Three O'clock Rock—our 2nd Annual Rock and Roll 10K and two mile Fun Run set again at Mission Bay Park, was filled with fun in the sun, hamburgers, music and many returning runners eager to participate. We even had the local oldies radio station out there blasting those oldies but goodies.

Lastly, to bring our two chapters closer, Iota Pi and Lambda Pi Chapters joined together in a couple of events, social and professional, and the greatest accomplishment of all - the first joint initiation in the history of our chapters.

—Karla R. Trueb

SOUTHERN CALIFORNIA, PHI—Phi Chapter at the University of Southern California is as strong as ever! After a successful recruitment and a great initiation weekend, we are looking forward to the new decade. The annual San Francisco weekender was a great opportunity to meet with fellow Brothers from Rho Chapter. It was really fun getting to know them.

We are also proud of our community service work. "Operation Dear Abby" was a plan to write to Marines overseas during the holidays. This project helped support our service men and offered a better understanding of all the work they do for our country. Another community outreach program was the "Toy's for Tots" campaign. This act of giving always makes everybody feel good.

Finally, our pledge class of '89 lent a helping hand to the homeless at the Los Angeles Mission. This not only helped the people at the Mission but truly opened our eyes to the problems these men, women and children face everyday.

We here at Phi Chapter at the University of Southern California are excited and ready to face the new decade with true Deltasig pride.



Enjoying the South Pacific Regional Founders' Day Banquet, held near Fullerton, California, are (l to r): Western Provincial Vice President Paul J.P. Garcia, his wife Margaret, Grand President William R. Kinsella, and his wife Janet.

Ethically Speaking

By Patricia Haddock and Marilyn Manning, Ph.D.

"Always do right. This will surprise some people and astonish the rest."

—Mark Twain

In most companies, the manager is the person who understands, interprets, and communicates the corporate value system. Effective managers have a strong sense of purpose and ethics for themselves and their organizations.

Business ethics concentrate on how moral standards apply to business policies, institutions, and behaviors. A code of ethics can help establish mutually beneficial systems of conduct between management and employees, and between the company and its customers and vendors. It also provides publicly acceptable justifications for actions and policies.

A system of ethics provides principles by which we make decisions. Some ethical decisions are easy, but those that fall into gray areas are often very difficult to face. For instance:

- What course of action should you take if your manager urges you to misrepresent what your product can do?
- Should you try to write a contract even if you know that it is not in your customer's best interests?
- What do you do if a competitor is using unfair tactics?
- What if the competitor is a fellow manager?

We are faced with decisions like these on a regular basis, and as we explore the topic of business ethics, you will begin to feel more comfortable with your own decisions as well as with the values you pass on to your team, customers and associates.

Moral Courage

According to Thomas Murphy, retired chairman of General Motors, the "temptation is often great to bend the rules, but

management must stand strong in its convictions. I have never made a decision contrary to my moral and religious upbringing."

The ethical behavior described by Murphy takes tremendous moral courage: the courage to stick to one's values in hard times, to resist pressures for short-term actions not in the company's long-term best interests, and to express unpopular opinions or ideas.

Whenever the topic of ethics is raised, Rotary International comes to mind. This international service club developed its code of ethics in the 1930's, and it is a model for millions of business people.

In 1932, a Chicago Rotarian was asked to save a business from bankruptcy by strengthening its moral character in order for it to stand out from its competition. The Rotarian came up with four key questions to establish a code of ethics for the company. This code has become known as The Four-Way Test. It requires that four simple questions be asked:

- Is it the truth?
- Is it fair to all concerned?
- Will it build goodwill and better friendship?
- Will it be beneficial to all concerned?

Repeated use of The Four-Way Test caused the company to change its policies toward competitors. Employees stopped making adverse comments about the competitors' products, and when they found opportunities to speak well of the competitors they did so. They also applied The Four-Way Test to relationships with employees, suppliers, and customers.

The company went from near bankruptcy to becoming a multimillion-dollar business. It enjoys the increasing goodwill and confidence of its customers, competitors, and the public. The company believes that the application of The Four-Way Test is the reason for its success.

Codes of ethics can help establish mutually beneficial systems of conduct between management and employees, as well as a company's customers and vendors.

Step one: state your corporate values in no more than three sentences. Make sure all employees understand what these values are and how they apply to daily activities.

By applying The Four-Way Test, it is easier to make decisions that fall into gray areas. For example, when we talk about the features of our products, are we obliged to admit negative features if we are aware of them? Remember, The Four-Way Test would require us to ask such questions as, "Is failure to disclose fair to all concerned?" and, "Will not disclosing build goodwill?"

Right or Wrong?

On one hand, ethical choices are very simple. Is it right or wrong? Ethical behavior means acting with integrity, honesty, competence, respect, fairness, trust, courage, and responsibility.

So why do companies struggle and spend thousands of hours and dollars trying to write codes of ethics? Most experts in the field of ethics advise us to keep it simple.

We believe that there are five steps businesses can follow to establish an ethical workplace. The steps should begin at the top of the organization, with the company leader.

Step One: State your corporate values in no more than three sentences. Make sure all employees understand what these values are and how they apply to daily activities. Publish the values so that your associates and customers also understand them.

Step Two: Act according to your published values. We are what we do, not what we say. For instance, don't over report results, oversell your products or services, or sell employees short.

Step Three: Conduct ethical-awareness training for employees. Allow them to see how your company's ethical system applies to everyday problems and gray areas. This is a slow process and benefits may not be immediately observed-but don't give up.

Step Four: Outline specific responsi-

bilities for decision-making to ensure accountability. It is important that policies and lines of responsibility are clearly stated. Be willing to take action if your ethical code is violated.

Step Five: Encourage open discussions about controversial issues, ethical questions, and anything that might fall into gray areas. People must feel safe before they will speak openly.

In addition to these steps for organizations, there are five steps individuals can take to establish an ethical workplace.

One: State the corporate value system in your own words. Make sure all employees you manage understand the company's value system and how it applies to daily activities.

Two: Establish your work as your bond. Act with integrity and expect your employees and associates to do likewise. The great Roman Marcus Aurelius wrote, "Never esteem anything as of advantage to you that shall make you break your work or lose you self-respect."

Three: Say "thank you." When you express gratitude for the help you receive, you strengthen the ethical foundation of your business and encourage ethical behavior from others.

Four: Consider the goals, talents, and abilities of others. Too much internal competition can sometimes lead to unethical choices.

Five: Weigh all decisions against published values and ethical standards.

To effectively weigh a decision, you must identify and understand the facts and the options available to you:

- Do you have all the information you need? Do you need to speak to someone else, such as the legal staff, to obtain what you need?

- Identify your options. Are they legal? Do they violate any company policy or standard?

- Do the options support your values and personal ethics? Can you justify them

in light of your values and business ethics? If not, they probably are not ethical options.

- What are the short-term and long-term consequences of each option? Who does each benefit? Harm?

- Are you comfortable with the options? How will they be perceived by others? Could they embarrass the company?

After you have weighed your options against your ethical standards, you are ready to make your decision and share it with those involved. Make sure you communicate the decision so that people view it as consistent with your stated values and ethics.

We cannot completely protect ourselves and our businesses from the unethical actions of employees and associates, but we can build into our businesses a strong ethical foundation that will keep them and us strong in both good times and bad.

Leaders in any group must establish the ethical tone for the organization. If leaders act beyond reproach, if they reward correct behavior, and if they refuse to tolerate wrongdoing, there is a much greater chance that the entire organization will behave ethically.

Somerset Maugham wrote, "It's a funny thing about life. Those who refuse to accept less than the best, very often get it."

Patricia Haddock is a San Francisco hypnotherapist, author, and trainer, specializing in mental training for maximum performance.

Marilyn Manning, Ph.D., is an internationally known speaker, seminar leader, author, and president of a management consulting firm in Mountain View, California.

This article has been reprinted/republished through the courtesy of Halsey Publishing Co., publishers of Delta Air Lines' SKY magazine.

Taking Note

Lori LaSalle-Carrick, *Adelphi*, has been promoted to Assistant Controller of AIG Capital Corporation and has received a MBA in Finance from Pace University.

Jefferson C. Sanders, *Alabama*, is a Finance/Budget Analyst with Humana in Louisville, Kentucky.

Cynthia J. Reigle, *Bowling Green*, has accepted a new position as Programmer with Macola in Marion, Ohio.

Michele Aceto Ormiston, *Cal Poly-San Luis Obispo*, has accepted a new position as Financial Services Manager with First Interstate Bank in Wilmington, California.

John J. Wood, *Colorado*, has accepted a position as Senior Officer in the Corporate Banking Group of Continental Bank in Chicago, Illinois.

Paul M. Zaidins, *Colorado*, has accepted a position as an Audit Staff Accountant with Arthur Andersen & Company in Dallas, Texas.

David Martinez, *Corpus Christi State*, has accepted a new position as a System Analyst with Central Power and Light Utility Company.

Theresa F. Barrera, *Corpus Christi State*, has been promoted to Internal Auditor with Wal-Mart Stores & Company in Bentonville, Arkansas.

TAX INSTITUTE RENAMED FOR ZWICKER

On the occasion of the 99th Post College commencement, Dr. N. Patricia Yarborough, President, announced the renaming of the Post College Tax Institute to The Charles Zwickler Tax Institute.

Charles H. Zwickler, *C. W. Post*, a distinguished author, lecturer and academician has contributed significantly and generously to furthering the dissemination of information and debate of tax issues to the professions served by the Tax Institute

BROWN ELECTED TO THE FIDELITY FEDERAL BOARD

F. Ted Brown, *Florida*, has been elected to the Board of Directors of Fidelity Federal Savings Bank of Florida. President and owner of Ted Brown Real Estate Inc., he has been active in the real estate brokerage, appraisal and financing business in Palm Beach County for over 38 years. A graduate of the University of Florida with a bachelor's degree in real estate, Brown was an employee of Fidelity Federal from 1961 to 1972 where he held the position of Senior Vice President, Branch Manager, and Appraiser.

He is past president of the West Palm Beach Board of Realtors, the Northern Palm Beach County Chamber of Commerce, and the Rotary Club of the North Palm Beaches. He also served on the Palm Beach County School Board for five years and is past Palm Beach County Crusade Chairman and past Director of the American Cancer Society of Palm Beach County.

Brown is currently a member of the Florida Association of Realtors, the National Association of Realtors, and CIM (Commercial Investment Member).

Kelly E. Brady, *Dayton*, has accepted a position with Shearson Lehman Hutton in Dayton, Ohio.

Carolyn Dunn-Monnin, *Dayton*, has accepted a position with Ernst & Young in Dayton, Ohio.

Lisa M. Fitzgerald, *Dayton*, has accepted a position with Arthur Andersen & Company in Dayton, Ohio.

Christine M. Schwartz, *Dayton*, has accepted a position with Arthur Andersen & Company in Dayton, Ohio.

Cary J. Stier, *Dayton*, has accepted a position with Deloitte & Touche in Dayton, Ohio.

Dennis P. Klocke, *Dayton*, has accepted a position with Deloitte & Touche in Cincinnati, Ohio.

MESCON NAMED AUTHOR OF THE YEAR

Dr. Michael H. Mescon, *Georgia State*, recently earned the title of "Georgia Business Author of the Year" from the Council of Authors and Journalists for "Showing Up for Work and Other Keys to Business", a book he co-authored with his son, **Timothy H. Mescon**, *Miami-Florida*. This book examines more than 300 businesses through the use of essays and articles, including contributions from business giants such as **S. Truett Cathy**, *Georgia College*, of Chick-fil-A, **Ronald W. Allen** of Delta Airlines, **Frank Perdue** of Perdue Chickens and architect **John Portman**.

Dr. Mescon is Chairman of the 22 year old consulting firm, The Mescon Group, Inc., located in the Atlanta, Georgia, area. His firm has worked with hundreds of public and private organizations internationally, specializing in organizational design and development to help companies become "high performance organizations." Mescon recently retired as Dean of the College of Business Administration at Georgia State University in Atlanta, but remains Regents' Professor of Human Relations at Georgia State. His co-author, son Timothy, is Dean of the Franklin P. Perdue School of Business at Salisbury State University in Maryland.

In addition to "Showing Up for Work," Dr. Mescon has authored nine other books and more than 100 articles. He is contributing editor to Delta Airlines' SKY Magazine, and co-authored a McGraw-Hill text "Business Today". In addition, he has been a frequent contributor to The DELTA-SIG Magazine and has served as Keynote Speaker for an unprecedented three Grand Chapter Congresses.

Kay Young Templeton, *Houston*, has been named Assistant Vice President for Galbalt Savings Bank in Houston. Templeton, a CPA and a licensed property/casualty insurance agent, was a

senior accountant with Peat, Marwick, Main and Company prior to joining Galbalt in 1988.

Stacey D. Hart, *Illinois State*, has accepted a position as Bid Analyst with the Bid and Quote Department of Motorola Communications and Electronics in Schaumburg, Illinois.

LOFGREN NAMED PARAMOUNT PRODUCTIONS EXECUTIVE VICE PRESIDENT

R. Craig Lofgren, *Illinois-Urbana*, Vice President Finance and Chief Financial Officer, has been promoted to Executive Vice President, Paramount Productions, Chicago, Illinois. A CPA, Lofgren joined Paramount in 1987 after financial management positions at McRand, Inc., Hamilton-Pax and Lane Industries. He was a senior accountant with Peat Marwick Main & Co., Chicago, following graduation from the University of Illinois (Champaign) with a degree in accountancy. Lofgren lives in Northbrook, Illinois, with his wife and three children.

Trent M. Thompson, *Iowa*, is an Area Collection Manager for Deere Credit Services, Inc., serving the western Pennsylvania territory, and is based in Indiana, Pennsylvania.

REICHGUT NAMED DIRECTOR-PUBLIC AFFAIRS

Michael D. Reichgut, *Johns Hopkins*, has been appointed to the newly-created position of Director-Public Affairs with Rhone-Poulenc Ag Company in Research Triangle Park, North Carolina. He is responsible for public affairs policy development and implementation, strategic planning, corporate contributions, community relations, and employee and crisis communications.

Prior to joining Rhone-Poulenc, he served as Director of Public Relations and Marketing Communications at Occidental Chemical in Niagara Falls, New York. Before joining Occidental in 1979, he was manager, public and professional relations for the Medical Society of the State of New York. Reichgut holds an M. A. Degree in public relations from American University in Washington, DC. He has taught at the University of Buffalo, and the University of Bridgeport.

Reichgut is a past president of the Buffalo/Niagara Chapter of the Public Relations Society of America. During his career, he has received several awards and recognitions including the "Gold Quill Award of Excellence" from the International Association of Business Communicators, and the "Bell Ringer Community Relations Award of Excellence" from Community Relations Report. His OxyLights project was a feature case study of the year in PR News Magazine.

Monique E. Steele, *Memphis State*, has accepted

Taking Note

a new position as a Telecommunications Analyst for Federal Express Corporation in Memphis, Tennessee.

James D. Ryan, *Miami-Ohio*, was recently named Managing Tax Attorney for Armco, Inc. at its corporate offices in Middletown, Ohio.

James B. Holthus, *Miami-Ohio*, has a new position as Director - New Business Strategy, Product Discovery and Development at Hallmark Cards. The group generates, evaluates and recommends new products and new businesses for the corporation.

Gwyn A. Guthrie, *Mississippi State*, has been promoted to Financial Planning and Results Manager with Bell-Northern Research in Richardson, Texas.

Jess F. Knoth, *Missouri-Columbia*, has accepted a position with Johnson & Higgins, Inc., as Vice President, Employee Benefits Consulting Division in their Grand Rapids, MI, office. This position will develop and manage the Employee Benefit Consulting Practice for Western Michigan.

Robert A. Pajares, *New Orleans*, has accepted a new position as Collections Teller with Ponchartrain Bank in Metairie, LA.

David G. Waddell, *New Mexico*, is a Fiscal Analyst with the Legislative Finance Committee in Santa Fe, New Mexico.

BEESON NAMED VICE PRESIDENT OF SALES & MARKETING

M. L. Beeson, *North Dakota*, has been named Vice President of Sales & Marketing for Link Manufacturing Ltd., in Sheldon, Iowa. He has over 25 years experience in sales and marketing, primarily in the energy industry. His most recent position was Director-Wholesale Sales with Enron Gas Liquids. He has had extensive contact with fleet tanker operations throughout the United States, Canada, and Mexico. He has prior experience in working with national accounts, having played a key role in negotiating contracts with Ford Motors, Ramada Inns, and Fischer Body.

Michael E. Ricker, *Northeast Missouri State*, recently received an MBA from the University of Iowa and accepted a Major Markets Account Executive position with AT&T in Omaha, Nebraska.

Jerry Sheppard, *Penn State*, is now an Assistant Professor in Business Administration at Simon Fraser University, Burnaby, British Columbia, Canada. He is teaching in the areas of business policy and business and society. His current research interests include corporate level strategy/diversification, business ethics, prediction of corporate failure, and the role of Board of Directors in organizational performance and survival.

Diana D. Burkett, *Philadelphia Textiles*, has accepted a new position as Sales Service Manager with Acappella Limited in Aston, Pennsylvania.

Marc H. Cohen, *Philadelphia Textiles*, has accepted a new position as Senior Auditor in the Commercial Finance Department of The Citizens and Southern National Bank in Atlanta, Georgia.

Frank J. Meis, *Philadelphia Textiles*, has accepted a new position as Accountant with Neapco, Inc. in Pottstown, Pennsylvania.

Kimberly J. Morrison, *Philadelphia Textiles*, has accepted a new position as Assistant Buyer with Strawbridge & Clothier Retail Department Store in Philadelphia, Pennsylvania.

Andy Cherry, *Philadelphia Textiles*, has been promoted to Senior Tax Consultant with Arthur Andersen & Company.

Tracy R. Segal, *Philadelphia Textiles*, has accepted a new position as Assistant Supervisor Sales and Marketing Administration with Rohm and Haas in Philadelphia, Pennsylvania.

Albert W. Mandia, *Philadelphia Textiles*, has been promoted to Executive Vice President and Chief Financial Officer with Core States Financial Corporation in Philadelphia, Pennsylvania.

George G. Fenzil, Jr., *Philadelphia Textiles*, has accepted a new position as Management Information Systems Manager with Toll Brothers Incorporated in Huntingdon Valley, Pennsylvania.

Michele DiGenova, *Philadelphia Textiles*, has accepted a new position as Production Planning Assistant with Liz Claiborne Inc. in North Bergen, New Jersey.

Sarah A. Berdai, *San Diego*, has accepted the position of Accounting Analyst with General Dynamics in San Diego, California.

Angela M. Eubank, *San Diego*, has accepted the position of Staff Accountant with Coopers and Lybrand in San Diego, California.

Andrew S. Etkind, *SUNY-Binghamton*, has joined the legal department of Marriott Corporation as Staff Attorney and In-House Legal Counsel to the Vacation Ownership Resort Division in Lakeland, Florida.

CALABRO HONORED BY TRANSPORTATION FRATERNITY

Pat James Calabro, *Texas-Arlington*, has been honored with the Maxwell Powell Memorial Award, the highest award given by Delta Nu Alpha Transportation Fraternity. The award is given in recognition of outstanding contributions to the advancement of the traffic and transportation profession.

A faculty member in the Marketing Department of the College of Business Administration at The University of Texas at Arlington, Calabro received his Ph.D in Business Administration from Michigan State University, his M.B.A. from Kent State University, and his B.S. in Business Administration from John Carroll University.

Stephen W. Arnold, *Texas Tech*, has been promoted to Director with First City Texas-Midland,

N.A., in Midland, Texas.

Jeremy Turner, *Western Kentucky*, who recently passed the CPA exam, has been named Accounting Manager of R & R Uniform Company in Nashville, Tennessee.

Kyle R. Cothron, *Western Kentucky*, has accepted a new position as Computer Programmer with Health Corporation of America (HCA) in Nashville, Tennessee.

Jody Calhoun Gregory, *Western Kentucky*, recently passed the CPA Exam and has accepted a new position as General Ledger Accountant/Accounts Payable Supervisor with Woodlawn Funeral Home in Nashville, Tennessee.

Ronnie V. Gregory, *Western Kentucky*, has accepted a new position as Tax Accountant with Ingram Industries in Nashville, Tennessee.

Lisa D. Herring, *Western Kentucky*, has accepted a new position as Accountant with Hardaway Construction Group in Nashville, Tennessee.

Elizabeth L. McGehee, *Western Kentucky*, has accepted a new position as Accountant with The Tom James Company in Nashville, Tennessee.

Jane E. Neal, *Western Kentucky*, has accepted a new position as Accountant with Vanderbilt University in Nashville, Tennessee.

Cheryl L. Glenar, *Western Kentucky*, has accepted a new position as Computer Programmer with Service Merchandise Corporation in Nashville, Tennessee.

Mary Jo Clemmons, *Western Kentucky*, has accepted a new position as Auditor with the FDIC in Nashville, Tennessee.

Jane E. Burns, *Western Kentucky*, has accepted a new position as Advertising Production Coordinator with Opryland USA in Nashville, Tennessee.

Susan W. Smith, *Western Kentucky*, has accepted a new position as Internal Audit/Analyst with First American Bank in Nashville, Tennessee.

Gary D. Willis, *Western Kentucky*, has accepted a new position as Senior Corporate Accountant with Sullivan Graphics in Nashville, Tennessee.

Etta Michelle (Shelly) Branstetter, *Western Kentucky*, has accepted a new position with National Health Corporation in Murphreesboro, Tennessee.

Edmond E. Travis, *Western Kentucky*, has accepted a new position as Director of Catering and Convention Services at the Hyatt Regency in Louisville, Kentucky.

Todd W. Liscomb, *Western Kentucky*, has accepted a new position as Management Associate with Bank One in Columbus, Ohio.

Sarah J. Wagoner, *Western Kentucky*, has accepted a new position with Capital Holding Company in Louisville, Kentucky.

Tally R. White, *Western Kentucky*, has accepted a new position as Sales Manager with The Hyatt Regency Hotel in St. Louis, Missouri.

Bits and Pieces

Mergers

Jeffrey C. Carson, *Arizona*, on December 30, 1989, to Rowena Joy Cala, at Arlington, Texas.

Scott Allen Straily, *Arizona*, on November 25, 1989, to Shannon Leigh Scherf, at Tucson, Arizona.

John F. Ormiston, *Cal Poly-San Luis Obispo*, on October 7, 1989, to Michele A. Aceto, at Hermosa Beach, California.

Shellie R. Wilson, *Cal State-Sacramento*, on January 20, 1990, to John Verissimo, at Modesto, California.

L. Bradley Gay, *Colorado*, on July 29, 1989, to Christine Barmwater, *Colorado*, at Littleton Colorado.

Lucette L. Wessels, *Corpus Christi State*, on January 6, 1990, to Bryan Haney, at Coppers Cove, Texas.

Carolyn S. Dunn, *Dayton*, on December 30, 1989, to Steve Monnin.

Rejee N. Rogazenski, *Denver*, on September 3, 1989, to Larry Twerskuy, at Malibu, California.

Patrick B. Gawrych, *Florida State*, on December 30, 1989, to Amy Carolyn Hinson, at Gainesville, Florida.

Trent M. Thompson, *Iowa*, on October 14, 1989, to Susan L. Beener, at Des Moines, Iowa.

Arthur E. Miller, Jr., *Loyola-Marymount*, on July 8, 1989, to Sherry B. Medina at Yucca Valley, California.

Monique E. Steele, *Memphis State*, on August 19, 1989, to D. Mitchell Jackson, at Memphis, Tennessee.

Carol S. Gardner, *Missouri-Columbia*, on October 22, 1989, to Michael E. Fox, at St. Louis, Missouri.

Michele Lynn Huey, *North*

Carolina-Greensboro, to Rodney P. Springhetti, at Greensboro, North Carolina.

Mandy R. McCarty, *North-east Missouri State*, on August 12, 1989, to Bill Spillar, at Louisiana, Missouri.

Robby L. Hultz, *Northeast Missouri State*, on December 16, 1989, to Beth Kinard, *Memphis State*, at Memphis, Tennessee.

Anna T. Latona, *Ohio*, on December 16, 1989, to Kevin Durst, at Akron, Ohio.

Stacy A. Hickenbottom, *Ohio State*, on July 29, 1989, to George A. Helt, at St. Clairsville, Ohio.

Sathya Shanmugam, *Ohio State*, on September 10, 1989, to Ravi Kumar, at Columbus, Ohio.

Patricia Lee Frate, *Ohio State*, on October 7, 1989, to Loris F. Jarvis, at Waynesboro, Virginia.

Frank J. Meis, *Philadelphia Textiles*, on October 13, 1989, to Julie C. Nay, at Philadelphia, Pennsylvania.

Christopher R. Komnick, *Purdue*, on December 13, 1989, to Julie Kay Baker, *Purdue*, at Oxford, Ohio.

Mitchell B. Simmons, *Southern Mississippi*, on November 24, 1989, to Velvet A. Mitchell, *Northeast Louisiana*, at Gatlinburg, Tennessee.

James M. Crumpton, *Tampa*, on December 30, 1989, to Amy P. Bailey, at Tampa, Florida.

Janice K. Childs, *Texas A&M*, on December 16, 1989, to Michael Weikert, at Arlington, Texas.

Jody L. Calhoun, *Western Kentucky*, on July 1, 1989, to Ronnie V. Gregory, *Western Kentucky*.

Alicia E. Rodriguez, *Western Kentucky*, on October 28, 1989, to Edmond E. Travis, *Western Kentucky*.

Kyle R. Cothron, *Western Ken-*

tucky, on November 4, 1989, to Kim Barnhill.

Dividends

To Brother **Reece C. Oslinker**, *Adelphi*, and Sabrina Oslinker, on February 17, 1990, a son, Robert Hugh.

To Brother **Scott Allen Straily**, *Arizona*, and Shannon Leigh Straily, on October 1, 1989, a daughter, Shantel J.

To Brother **Randy Tokuchi Arikawa**, *Cal Poly-Pomona*, and Tanya M. Arikawa, on January 11, 1990, a daughter, Samantha Louise Akiko.

To Brother and Mrs. **Thomas K. Sharp**, *Cal State-Chico*, on December 20, 1989, a daughter, Kelsey Justine.

To Brother **Robert J. McHale**, *Cal State-Sacramento*, and Carolyn McHale, on January 4, 1990, a daughter, Erin Holly.

To Brother **Thomas J. Clayton**, *Duquesne*, and Jamie Clayton, on July 21, 1989, a son, Timothy Joseph.

To Brother **Steven J. Ward**, *Ferris State*, and Annette Ward, on April 22, 1988, a daughter, Megan Elizabeth.

To Brother **Stan D. Bien**, *Ferris State*, and Jean A. Bien, on April 14, 1989, a son, Jeffrey Stanley.

To Brother **Gregory J. McClasky**, *Florida Atlantic*, and Tina McClasky, on September 14, 1989, a daughter, Lauren Maria.

To Brother **Tina Mina Hardin**, *Florida Southern*, and David K. Tebo, on April 23, 1989, a son, Jonathan Thomas Tebo.

To Brother and Mrs. **Eric S. Pollak**, *Georgia Southern* on February 11, 1990, a daughter, Elizabeth Anne.

To Brother **James J. Matuszak**,

Loyola-Chicago, and Cathy Matuszak, a daughter, Natalie Ann.

To Brother **Christopher W. Lind**, *New Orleans*, and Julie Lind, on August 4, 1989, a son.

To Brother **Cheryl A. Hash Fritz**, *Northeast Missouri*, and Jay Fritz, on January 10, 1990, a daughter, Laura Mae.

To Brother **Barbara J. Couch-Cook**, *Southwest Missouri State*, and Gregory A. Cook, on January 4, 1990, a son, Zachary Alden.

To Brother **Melanie Allar Theisen**, *Wisconsin-LaCrosse*, and John Theisen, on December 28, 1990, a daughter, Brianna Lenore.

Memoriam

The fraternity, its officers, its staff and the editor of the magazine do not assume responsibility or liability for the accuracy of this column. Information in this column is printed as it is reported to The Central Office for record keeping purposes.

William D. Reuther, *Auburn*, 11-88

Rodney G. Horn, *Ball State*, 11-19-89

John S. Vanderheide III, *Ferris State*

Brent R. Schlueter, *Florida*, 12-21-89

Roderick J. Stanek, *Georgetown*

James D. Smith, *Georgia State*, 11-4-89

Louis T. Bates, *Georgia State*

William D. Wichter, *Georgia State*, 1-17-90

John B. Clark, *Georgia State*

Arnold D. Gregory, Jr., *Georgia State*

John C. Hall, *Georgia State*, 12-5-89

Norman C. Qualey, *Minneapolis-Minneapolis*, 3-88

Donald E. Woker, *Nebraska-Omaha*

Paul H. Hughes, *New Mexico*

Walter A. Fox, *New Mexico*

Jonathan O. Nelson, *New Orleans*, 8-89

Alfred F. Hauser, *New York*, 12-7-89

Lucius S. Smith, Jr., *Oklahoma*

Stanley J. Dyba, *Rider*, 12-18-88

Arthur H. Horibe, Jr., *San Francisco State*

William D. Nietfeld, *Southern California*

Rudolph F. Weber, *St. Louis*

Bernard V. Flynn, *SUNY-Buffalo*, 3-88

Charles R. Shuttlesworth, *Texas Tech*, 4-6-89

Grant M. Robertson, *Utah*

Roger F. Constance, *Washington-St. Louis*

John S. Herrick, *Western Kentucky*

William J. Schuppner, *Western State*

Recalls

In the Fall, 1989, issue of The DELTASIG, on page 18, the Community Service Award for the Southern Region was incorrectly listed as Lambda Rho Chapter, Livingston College. It should have been listed as Lambda Rho Chapter, Livingston University.

In the Winter, 1989, issue of The DELTASIG, on page 17, under Memoriam, James E. Gauger was listed incorrectly as a Brother of Georgia Southern. He should have been listed as James E. Gauger, Rochester Tech, 8-7-89.

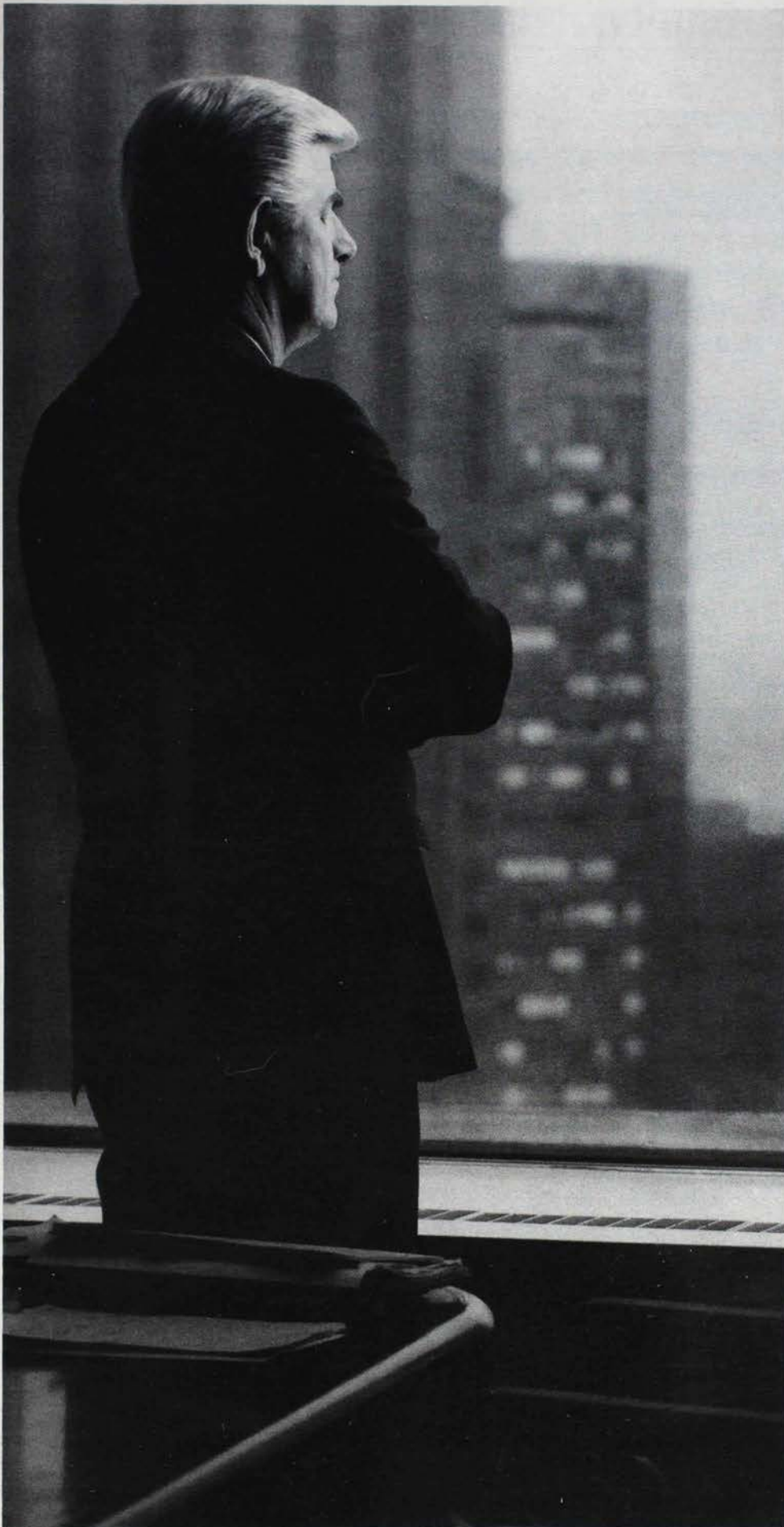
NEW POSITION, MERGER, DIVIDENDS?

If so, please let us know!

Send us press releases, photographs and additional information about yourself.

Share your successes with other Brothers by sending them to:

MANAGING EDITOR
The DELTASIG of Delta Sigma Pi
330 South Campus Avenue
P.O. Box 230
Oxford, Ohio 45056-0230



**Only
a few people
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Unfortunately,
you're
one of them.**

If a drug user works for you, you don't have an alternative.

You're involved. And that's hard.

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Meanwhile, there's help for you. 1-800-843-4971 is the National Institute on Drug Abuse helpline for managers and CEOs. Call weekdays from 9:00 a.m. to 8:00 p.m. Eastern Time. They'll refer you to professionals who can help your company set up drug education, employee assistance, and treatment programs.

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Partnership for a Drug-Free America

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Dear Brother:

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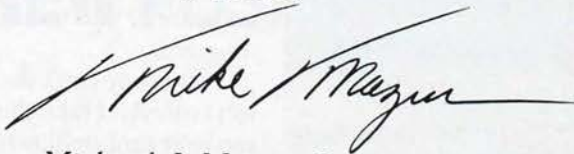
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Michael J. Mazur, Jr.
Executive Director

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The Delta Sigma Pi Leadership Fund was established to support the educational and charitable programs of our fraternity. Our primary goal is to invest in the future of Delta Sigma Pi - a future of strengthened brotherhood and fraternalism. A gift to the Leadership Fund today will create educational opportunities for collegiate Deltasigs and assure a continuous advancement of our founding ideals. Your gift can help in our plans to fund and support the following programs:

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- National Video Training Library
- Officer Training Schools
- Scholarships and Fellowships for Deltasigs
- Scholarship Keys for outstanding business students
- Delta Sigma Pi Biennial Survey
- Chapter Consultant development and education
- Grand Chapter Congress Keynote Speaker
- Community service grants to chapters

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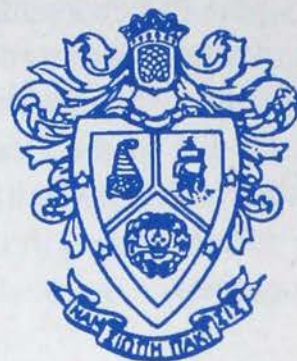
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