

an educational journal

march 1978

The

# deltasiq

**man  
of the  
year**



**Story  
on Page 6**



# focus:



Members of Epsilon Upsilon Chapter at New Mexico State and members of Chi Omega Sorority with part of the five truckloads of food they collected and donated to the Las Cruces Boys' Club for distribution to needy families during Thanksgiving, 1977.

# The **deltasig**®

March, 1978  
 Volume LXVI, No. 3  
 An Educational Journal

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The Deltasig of the Year-1978 is Major General Carl Schneider. See related stories on pages 5 and 7.

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# commentary....



The academic year is swiftly coming to a close, and now is the time for each chapter to review the year's activities, looking back on the accomplishments, openly critiquing ourselves on where we have been and how we can better improve the image of our organization.

Just a few weeks ago, I was called by Epsilon Phi Chapter's Vice President for Professional Activities and asked to participate on a panel that would appear before the chapter. The purpose of this panel was to provide first hand information on how they may improve their image and how to encourage both the faculty and alumni to become more involved in the chapter's activities. The panel consisted of five (5) Deltasigs, two of which were faculty members, one a recent graduate alumnus, one an older alumnus and myself. Questions were open to the entire membership of the chapter, with a thorough discussion and explanation given every answer. Needless to say, the session was an overwhelming success, with every member participating. I know the membership left the meeting with a wealth of new ideas which will ultimately lead to greater motivation by all.

I hope you, too, will encourage your membership to have an old-fashioned rap session and get your membership involved in image building, thus creating the desire for every one of your members to participate more. Try one of these sessions and you'll be surprised at the results.

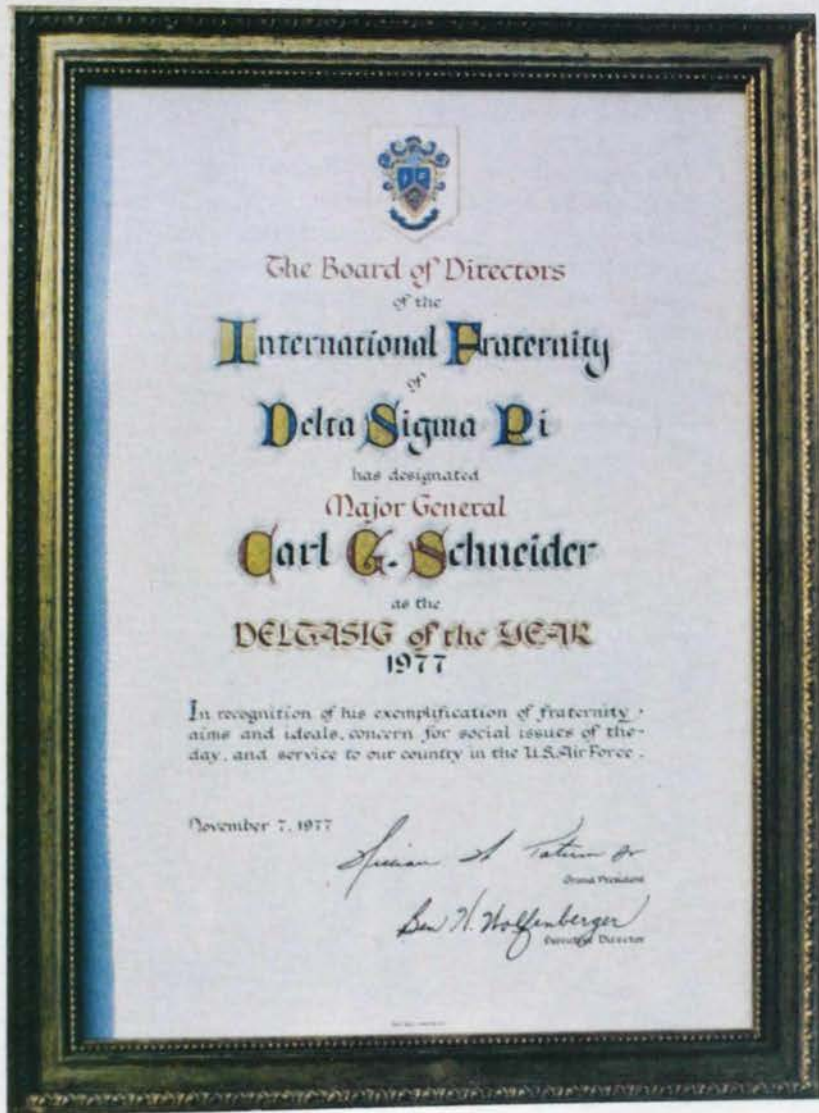
Fraternally,

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

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



We Honor One Of Our Own



The Deltasig of the Year-1977 Award

Major General Carl G. Schneider is the 1977 Deltasig of the Year. General Schneider, who is an alumnus of the University of Texas-Austin and Beta Kappa Chapter, was selected for the award from among the nominees submitted by the undergraduate chapters. The

Deltasig of the Year Award is the highest honor the Fraternity can bestow on one of its members. Selection of the annual recipient of the award is based on the individual's outstanding contribution to his chosen profession in the field of business, education or government,

his continued fraternal dedication and involvement, and his service to the community. General Schneider is well qualified in each of these areas.

Among his many military assignments, General Schneider has served as Executive Officer to the



Assistant Secretary of the Air Force, Assistant Chief of Staff—United Nations Command/United States Forces in Korea, and as the Commander of the Oklahoma City Air Logistics Center at Tinker Air Force Base. He holds the Legion of Merit with oak leaf cluster, the Distinguished Flying Cross with oak leaf cluster, the Meritorious Service Medal, the Air Medal with six oak leaf clusters, and the Air Force Commendation Medal.

Despite the responsibilities of his command, Brother Schneider has remained very active in Delta Sigma Pi through the Oklahoma City Alumni Club. He has assisted area chapters by arranging professional programs at Tinker Air Force Base and served as the Keynote Speaker at the 1976 Midwestern Regional Conference. His community service has included membership on the Board of Directors of the Oklahoma

City Symphony, the Allied Arts Foundation, the Last Frontiers Council of Scouting U.S.A., and the Salvation Army Advisory Board. In other areas where he has lived during his career, he has been equally involved.

General Schneider was honored as the fraternity's "Man of the Year" during banquet ceremonies held on November 7, 1977, in Tulsa, Oklahoma. Midwestern Regional Director Warren W. Simpson served as Toastmaster and the invocation was given by Assistant Executive Director Michael J. Tillar. Following the meal, Director of Alumni Activities Michael R. Mallonee introduced Brother Schneider who spoke on the importance of reaching the potential which lies within each person. Grand President William W. Tatum, Jr., then presented General Schneider with a Testimonial signifying his selection as the Deltasig

of the Year. General Schneider also received a special sterling silver belt buckle carrying the coat-of-arms of the fraternity which was presented to him on behalf of the Midwestern Region.

In addition to Bill Tatum, Mike Mallonee, Warren Simpson and Mike Tillar, General Schneider, wife Elaine and son Robert were in attendance. Others present were Chapter Consultant Daniel LaFont, Dean Clifford E. Hutton from the University of Tulsa, Assistant Dean Rodney Evans of Oklahoma University, the General's aide, Captain George Ferkes, and representatives from Beta Epsilon, Beta Chi and Gamma Epsilon Chapters and the Oklahoma City and Tulsa Alumni Clubs.

Brother Schneider's acceptance address appears as a feature article in this magazine.



Major General Carl Schneider, right, received his Deltasig of the Year Award from Grand President Bill Tatum, left.





Major General Carl Schneider

## THE SLEEPING GIANT

Fellow fraternity members, Brothers Tatum, Tillar, Mallonee, Simpson and other distinguished guests, ladies and gentlemen. I am deeply honored to be chosen as the Deltasig of the Year for 1977. I am sure there are others more deserving, but there are no others who believe in Delta Sigma Pi more than I

do. As a life member, I pledge my continued lifetime support.

While preparing my remarks for this evening, I asked my wife how many great speakers she thought there were in the state of Oklahoma? She thought a little bit and said, "I don't know, but I think there is one less than you think"! As you know, your wife is always your best

critic. When we were first married and after she had heard my first speech, which I thought was very good, I asked her how she had liked it. She said it was pretty good, but there were only three minor mistakes in the speech. Number 1—you read it. Number 2—you read it poorly. Number 3—it wasn't worth reading. So I learned fast. Tonight I



will not read my speech and will keep my remarks very brief.

We seem to appreciate things more when we have a tough time in getting them. I came up the hard way—living on a dry land farm and ranch in West Texas during the depression. My family was very poor, but proud. Each one of the six children had the ambition to get a college degree and to be a success in life. I could only afford one year of college and wanted to be in a fraternity, but couldn't afford the cost. So I enlisted in the Air Force and spent a year as a B-29 gunner and mechanic. But, I had a burning desire to fly and finally got into pilot training.

I helped my other two brothers and three sisters through college. They have all gone on to be successful in their own right.

My brother, Clyde, was initiated into Delta Sigma Pi at Texas Tech in Lubbock and told me about the great fraternity. Two brothers-in-law are also members of the fraternity—one having been initiated at the University of Minnesota and the other at the University of Nebraska. My wife's cousin is also a member and was initiated at Northwestern University. As a result of all of these relatives being in the fraternity, I was determined to finish college and become a member of Delta Sigma Pi.

I was finally selected for the AFIT (Air Force Institute of Technology) Advanced Management Program at the University of Texas in Austin in 1959. There were several former fighter pilots in the fraternity who had previously worked for me and had gotten out of the Air Force. They asked me if I would be interested in pledging and I jumped at the chance. I should have suspected their motives because I think they were just interested in getting even for my having harassed them when they were young pilots under my command.

I was elected as Pledge President and proceeded to give the members as hard a time as they gave us. We

had to keep a raw egg in our pockets with our name typed on it and if you have ever tried to type your name on a raw egg you will understand the problem! We suffered the usual indignities of being thrown in the fountain and being generally quizzed on fraternity matters. We had a particularly rugged informal initiation which lasted all day and we were finally left chained to a tree 50 miles from town. That is another story in itself on how we got unlocked and even beat some of the members back to town. I am sure if there are any pledges here tonight, you don't have to worry about those tough hazing problems as we did several years ago.

Tonight I would like briefly to cover two areas. My speech usually covers three areas, but Brother Simpson told me that we didn't have time for three tonight. That is unfortunate because most audiences like the third part best, but ----- . The two areas are: First, our mission at the Oklahoma City Air Logistics Center and second, the story of the "Sleeping Giant." Always foremost in my thinking is the mission. Ours is to provide the material and services required to equip, maintain and sustain our operating forces world-wide.

We maintain about 350 B-52's for Strategic Air Command and are doing a good job in this important area. We must redouble our efforts now that the B-1 has been cancelled since the B-52 is about 25 years old. We manage around 700 KC-135 tanker aircraft used to refuel the strategic, tactical and reserve forces. Most of the modification work is accomplished at Boeing-Wichita and Hayes-Birmingham, but we do a lot of the special projects at Tinker. I don't know what the outcome is going to be on the ATCA (Advanced Tanker Cargo Aircraft) but in any event we will have to maintain the -135 for several more years.

We maintain about 400 A-7 aircraft for Tactical Air Command. This is a great improvement over

some of the early day fighters. I had the pleasure of flying the A-7 not long ago at the Vought Corporation in Dallas. My purpose was to evaluate a new automatic maneuvering flap which will make the aircraft much more stable and controllable at low altitudes. In order to demonstrate it, I had to climb to 30,000 feet and put the aircraft in an uncontrollable maneuver where it flipped and rolled for about 10,000 feet. Then I went back up to about 30,000 feet and engaged the automatic maneuvering flap and found the aircraft to be very stable with the flap modification. Consequently we are now going to modify all of the aircraft with this new system and hopefully, save some lives and aircraft in the future.

We manage about 19,000 jet engines valued at \$4.5 billion dollars. We are the largest jet engine overhaul facility in the free world. One of our buildings covers over 50 acres—quite similar to the one here in Tulsa used by North American Rockwell. We face many tough problems in managing this many engines and we are trying constantly to improve the quality and responsiveness to our customers.

We also manage the E-3 AWACS aircraft. This is a modified Boeing 707 with a large radome on top used for command and control of our forces. We maintain the E-4 aircraft and the Special Air Mission fleet including the presidential aircraft. We maintain approximately 1500 missiles including the SRAM (Short Range Air Missile) and the ALCM (Air Launched Cruise Missile) that you have read so much about recently. Our shop repairs about 150,000 accessory items each year such as hydraulic units, flight controls and instruments.

Our budget is quite sizeable. We have a 325 million dollar payroll and a 750 million dollar operations and procurement budget. We spend over 40 million dollars each year with small business in central Oklahoma. We are the largest employer in the



state with about 16,000 civilian employees and 4,000 military. We have a dedicated, professional workforce that I would match with any I have seen in industry.

Now the story of the Sleeping Giant. I believe each person has a Sleeping Giant within himself or herself. If we can all awaken this Giant we can all achieve success in anything we do. Using the acronym GIANT let me suggest a few ideas to help you use your full potential and realize your dreams.

First "G" means Goals. You must decide what you want to do. Visualize the object, attribute or quality you want to achieve. You must write them down and develop a plan for each one. I suggest you use the six honest serving men to help you decide. (Who, What, Where, When, How and Why). Just as an aircraft needs a flight plan to reach its destination, you too need to know the direction, speed, amount of energy required and the time needed to reach your destination. You should set milestones for achievement, review progress frequently and change or modify the plan if necessary.

You should set goals in eight areas of your life—Career, Family, Financial, Physical, Spiritual, Social, Mental and Recreational. My definition of success is: The progressive achievement of worthwhile, challenging and balanced goals. We have organized a group in Oklahoma City called the Ben Franklin Club to teach young business and professional people how to set goals in their lives. Brother Warren Simpson is one of our club members and he or I will be happy to discuss the club more fully with you after the meeting. I covered the eight areas in quite a bit of detail in the March, 1977, issue of The DELTASIG, so I won't repeat them tonight. Those of you who didn't see the article will just have to get a copy if you are interested. I believe your goals should be balanced in these eight areas for you to enjoy true success and happiness.

The second letter is "I" for Image. This is your self-perception. Nothing builds self-confidence like training and preparation. Act confident and you will be confident. The story is told of a farmer walking in his garden in the spring. He saw a young pumpkin plant and nearby a quart fruit jar. He put the fruit jar over the young pumpkin plant. At the end of the summer, he was again walking through the garden viewing the large, beautiful pumpkins when he came up to the fruit jar. Here was the pumpkin in the fruit jar which had assumed the exact shape and size of that jar. Many people limit themselves by poking their lives into fruit jars.

The next letter is "A" for Action. Get the facts, develop a plan with alternatives and then take the first step. Be persistent and dare to try. You can make all the plans in the world, but until you initiate the action to start toward your goal, nothing will happen. As I mentioned in my DELTASIG article in March, my motto is "Fortune Favors the Bold." This is just another way of saying—set a goal, be prepared and then press on to achieve the goal.

"N" is for Now or time management. Ben Franklin said, "Time is the stuff that life is made of." Now is the time to get things done. Yesterday is past and the future is a promissory note. Today is the day to take the action to progress toward your goals. I believe the toughest job we all have in our professional or personal life is using our time in the best way possible. We all need to know when to say No. I certainly have that problem in my current job being on numerous boards and committees in Oklahoma City in addition to my Air Force duties. One question you might ask yourself is: Does this activity contribute to one of my goals? A book that I might suggest is *How to Get Control of Your Time and Your Life* by Alan Lakein. He gives some excellent suggestions for goal setting and time management.

The last letter is "T" for Think. You become what you think about. That is, if you prepare for it, take action, and proceed until you complete the goal. Two books you might want to read on this subject are: *As A Man Thinketh* by James Allen and *Think and Grow Rich* by Napoleon Hill. If you use the guides that I have given you, Goals—Image—Action—Now—and Think, you can awaken the Sleeping Giant within yourself and be more successful.

I would like to close with a poem by Brian Shul.

*God did not call upon you to be like  
the Canary Bird*

*Trapped in the confinement of a  
cage*

*But rather to be like the Eagle*

*To fly across continents and reach  
for the Galaxies*

*So that in the end*

*Your life will have shown brightly  
like the Sun*

*And the very stars will whisper  
your name.*

Thanks again for this great honor. I sincerely appreciate your hospitality. Good luck and happy landings.



# lifestyle

.... among the chapters

## ARIZONA STATE

**GAMMA OMEGA CHAPTER** at Arizona State University began the Spring semester with 74 active members. The officers are: President, Carl Brown; Senior Vice President, Dave Hart; Vice President for Professional Activities, Rick McPherson; Vice President for Pledge Education, Terri Hudgel; Chancellor, Mike Carmel; CEI Chairman, Fred Beal; Treasurer, Gary Gauthier; Corresponding Secretary, Susan Shoholm; Recording Secretary, Judy Rogers; and Historian, Dick Stephenson.

Brothers Rick McPherson, Debbie Long, and Brad Schoen are continuing as advisors for a Junior Achievement Company, "Young Achievers". Messenger Graphics of Phoenix is providing financial sponsorship for the company.

Our chapter added two honorary initiates from the faculty of the College of Business Administration: Dr. John Keck and Dr. John O'Connell. They will join Dr. Glenn Wilt as chapter advisors.

Gamma Omega Chapter's nominee for Undergraduate of the Year was, by unanimous vote, Past-President Jan Garland.

—CARL BROWN

## SOUTHEASTERN LOUISIANA

**ZETA SIGMA CHAPTER** at Southeastern Louisiana University in Hammond has had a productive Fall semester. It began with a successful rush party. Our District Director, Louis Lehr, Jr., was the honored guest speaker; a few alumni of the chapter also attended. Slides of our chapter's activities were presented to give the prospective members an idea as to what Delta Sigma Pi is all about.

Following this, the members of our chapter formed a volleyball team and competed in the intramural coed volleyball program. We decorated a float and entered it in the Homecoming parade. On Founders' Day, we held a reception for all instructors in the College of Business. As a fund raising project, we sold chocolate candy. It was a very successful project. Toward the end of the semester, we had a professional speaker. Mrs. McArthur, a business education instructor, spoke about the importance of writing the perfect resume in order to obtain the best job.

The Fall semester ended with our initiation. Immediately after the initiation, we had a banquet. Future plans for the Spring semester were discussed at our last meeting of the year.

—JANE E. ROUSSEL

## MISSISSIPPI

**ALPHA PHI CHAPTER** at the University of Mississippi has a new Chapter Advisor. Dr. Edgar Treas who has served Delta Sigma Pi for the past 10 years resigned in September,



Past Presidents Linda Ham and Pete Engel auction off prices at the traditional Casino Royale of Epsilon Phshi Chapter at C.S.U.-Sacramento.



This delegation from Eta Omicron Chapter at Northeast Louisiana represented the chapter at its area conference. Appearing here with the chapter is Regional Director Frank Busch, back of the group.



but will remain active by helping advise the chapter. Dr. Stan Atkinson, a Deltasig from the Alpha Phi Chapter at Ole Miss, has assumed the role of Chapter Advisor. The Brothers of the chapter are looking forward to his new ideas.

Alpha Phi Chapter co-sponsored a speaker on October 25. Mr. Noel Black, the director of Public Affairs of Amway Corporation, spoke at the Student Union. His speech dealt with the advantages of the free enterprise system. He answered questions for one hour after his speech. Most of the chapter attended the event.

The Brothers of the chapter are looking forward with great anticipation to Spring rush. Plans are being made for a large pledge class. We are also planning our annual banquet which will be held in April.

—CRAIG W. FARNSWORTH



Mike Avila, of Gamma Phi Chapter at Texas-El Paso, presents the Alpha Alpha Pledge Class Paddle at the 1977 Rose Ball.



Members of Eta Theta Chapter at Angelo State practice teamwork during interfraternity competition in the Budweiser All-American Contest at the university.

### JOHNS HOPKINS

CHI CHAPTER at Johns Hopkins University initiated four new members on December 3, 1977, and the event was well represented by the chapter and alumni. It is interesting to note that the initiation trend was 50-50 again, two males—two females.

The December professional meeting was a bus tour to the Bata Shoe Company in Belcamp, Maryland. The Brothers were shown many highlights in the manufacturing operations of the shoe industry, and enjoyed an interesting evening.

Plans were made for all Brothers to participate in Help Day. This semester the Brothers will donate their time and talents to interior painting of the Baltimore - Central Maryland League for Crippled Children and Adults, Inc. This has been a yearly event and one most welcomed by the establishment.

Emphasis was placed on taking advantage of the price reduction in Life Membership application. Five members were signed up, which will help add points to Chi Chapter Efficiency Index.

Two Brothers, Dave Baker and Henry Sohl, were nominated as Undergraduates of the Year 1978 participants. Brother Baker and Sohl have constantly given their time and talent to the good of the chapter.

—MELVIN J. SMITH

### MENLO

INITIATED BY A mood of enthusiasm and involvement, Fall 1977 promised to be a year of achievements for Zeta Rho Chapter at Menlo. We are proud to report the recognition of 35,000 points in CEI winning the first place position in the Western Region. The incentive for this drive stemmed from being next to last place this time last year. In student government, Brothers of Zeta Rho Chapter have captured the presidency of the senior, junior, and sophomore classes. A Brother has been elected as student body secretary, joining Brother Callaghan who held the treasurer's post since last year. The budget is large and the problems are complex. The officers and Brothers are in gear and preparing to meet the challenges ahead. We feel good about our progress—optimistic about the future. Zeta Rho Chapter believes in "We Mean Business".

—BRUCE REDDICK

### INDIANA STATE

DELTA TAU CHAPTER worked hard last semester with a great surge of enthusiasm on the part of the Brothers. This can be evidenced by our initiation of 17 new members.

Delta Tau Chapter had a well rounded list of professional activities and is planning another full one for the Spring term. George Broderick, serving his second term as president, is continuing to work industriously with the rest of the new officers to keep Delta Tau Chapter on the move.

Plans for a very productive second semester are already underway, and it is hoped that another fine group of initiates will result.

Delta Tau Chapter plans to finish its second semester with a successful "Rose" dance.

—GARY J. VUKOVITS

### NORTHERN ARIZONA

ZETA OMEGA CHAPTER at Northern Arizona University had a very successful Fall semester and this Spring is proving to be no different. We kicked off the semester with a combined professional tour/ski tour at Salt Lake City, Utah. Highlights of the trip were tours of Bosworth-Sullivan Stockbrokers, the Salt Lake City Tribune, Snowbird Ski and Summer Resort, and of course the slopes of Snowbird and Alta.

Other professional activities this semester have included speakers such as Bart Fleming, Arizona State Treasurer, and Tom Morrow, the Marketing Manager for Arizona Public Service. We are looking forward to the annual tour of Coor's Distributors in addition to a tour of Ponderosa Paper Company.

Deltasig Days proved very rewarding for those Brothers who participated. This year, Zeta Omega Chapter was host to Gamma Omega and Gamma Psi Chapters. Activities included a party, skiing at the nearby Snowbird, and a banquet. Most important, it gave us the opportunity to meet and share ideas with Brothers from the other Arizona universities.

This semester we are under the guidance of new officers, with the exception of our professional vice president. Having new officers each semester enables more Brothers to demonstrate their leadership qualities. We are finding it to be very effective.

The Brothers of Zeta Omega Chapter wish all of you much luck in the few remaining weeks of this school year and if you are ever in Flagstaff, get in touch.

—THERESA M. JESZKA

### EASTERN NEW MEXICO

EPSILON ETA CHAPTER has had a very great year thus far, and we expect nothing short of fantastic in the following few months.

Epsilon Eta Chapter has been involved in many community activities. Helping with the local United Fund Drive and furnishing a local Cub Scout Pack with popcorn and cokes are but a couple of the services rendered by our chapter this year. Once again, this year we have helped with the two registrations and with the Fall graduation ceremony for the university. We have also been running the concession stands at both the football and basketball home games as a service to the university.

Keeping in mind the graduation of many Brothers this May, rush has been a very important aspect of Epsilon Eta Chapter's program. The initiation of 10 new Brothers in December boosted our morale and strengthened our desire to initiate even more this Spring.

The professional program this year has to be the finest I have seen in several years. It has proven well rounded and very interesting. Our tour to El Paso, Texas, in the Fall proved to be very enlightening. While there, we toured BlueBell, Inc., producers of the Wrangler Jeans, and the Tony Llama Boot Factory. Professional speakers have played a very important part in our professional activities. The highlight of our Fall semester was when Dr. Warren Armstrong, President of Eastern New Mexico University, spoke with us. He talked about the goals of the Univer-



sity itself. The Brothers suggested several new ideas and new business courses that could be offered after completion of the new College of Business building. Phi Gamma Nu also attended Dr. Armstrong's talk and commented on how much they were impressed by it. Other interesting speakers included Dr. Eldon Walker, Dean of Admissions and Records, who spoke on recruiting techniques, and Mr. Gary Griggs, manager of the local Safeway store, who spoke on some of the problems we may face in our future business endeavors.

Epsilon Eta Chapter has had a very good year in all of its endeavors: professional, efficiency, financial and membership recruitment. We are looking forward to the remainder of the year with excitement and enthusiasm, thus making this the best year ever at Epsilon Eta Chapter.

—STEVEN SMITH

### SUFFOLK

DELTA PSI CHAPTER at Suffolk University in Boston, Massachusetts, is enjoying an upswing in recruiting this semester with the installation of 10 new Brothers. Congratulations to Brothers James Dreyer, Robert Petitti, Charles Russell, Leonard Langthorne, Tom Farnum, Kenneth Vitagliano, Ray McCormack, Paul Hajjar, William Gowen, and Joseph Palazzolo.

Our chapter has enjoyed visits from Chapter Consultant John Watton, and from Brothers from the Epsilon Kappa Chapter of Shepherd College, West Virginia, and the Theta Iota Chapter of the University of Connecticut.

In the area of professional activities, we have had such speakers as Richard Gibbs, Vice President of Gibbs Oil Company, and Robert Ward, Vice President of the First National Bank of Boston. We are also working on a field trip to the New York Stock Exchange. During registration day our chapter was there to assist Suffolk's registration department in handling the many tasks of the day.

As a final note, congratulations are in order for Brother Daniel Ford, who was recently appointed our District Director. Brother Ford is an alumnus of the Delta Psi Chapter and we are looking forward to working with him.

—JOHN J. WASHBURN

### JAMES MADISON

THE 42 BROTHERS of the Iota Kappa Chapter have had a very busy Spring semester so far. The 17 new Brothers from our Fall pledge class have done an outstanding job participating in the numerous activities of our chapter. Together we hope to accomplish more this semester than ever before.

Our professional activities program has broadened greatly this semester, with more tours and speakers than originally planned. Some of the tours this semester included the Ethan Allen Furniture Plant in nearby Bridgewater, and the Marvel Poultry Plant in Dayton, Virginia. Dr. Otto Brenner, assistant professor of Marketing and Management at James Madison, gave a most interesting speech on "Opportunities for Employment in Industry". Our program will be highlighted later this month when we have another panel discussion with four area businessmen on

"Starting Your Own Business". This discussion was considered a huge success last year by the audience of Brothers and other Madison students.

Our Theta pledges are doing a great job. They are planning numerous fund raising projects and displaying both Brotherhood and interest in the fraternity. Some of the Brother-pledge activities this semester include a ski trip to nearby Bryce Mountain Resort, big-little Brother bowling night, and Thursday night get-togethers at the nearby pub. The pledges are anxiously awaiting the initiation day, about one month away. Our Spring banquet this year will be held on April 22, and we are looking forward to getting together with all of our alumni on that evening.

The Brothers are participating in many intramural sports this semester. Our bowling team did a fine job this year and deserves to be congratulated. Other sports the Brothers participated in included football and volleyball. We had more than one intramural volleyball team this year, and our female members cheered us on at our football games. The Brothers are anticipating an excellent softball team this year, with many of the new Brothers playing.

As the Iota Kappa Chapter gets ready to celebrate its fourth anniversary, our Chapter Efficiency Index Chairman reports that the chapter is further ahead in points, at this time, than at the same time last year. We are all working hard to achieve 100,000 points for the second year in a row.

Time is approaching for the election of Iota Kappa Chapter's 1978-1979 Rose. The Brothers would like to thank our present Rose, Brenda Sparkman, for all her time and efforts this year. Brenda brightened many of our meetings by bringing some baked goods for us to munch on, and this was appreciated by everyone.

Future activities in the Iota Kappa Chapter this semester include our intramural soft-

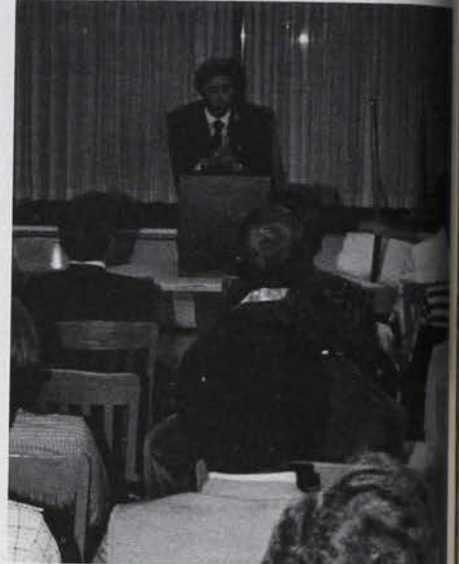
ball season, initiation of our Theta pledge class highlighted by our Spring banquet, and elections of a new Rose and of new officers. Elections of officers will be interesting this year, as about 25 of our Brothers will be graduating in May.

At this time the Brothers of the Iota Kappa Chapter would like to congratulate Alumnus Jeff Stone and his fiancée, Betsy Houseman, who will be married on April 7, and Pat O'Rourke and his fiancée, Debbie Dragon, who will be married on April 15. Congratulations and Best Wishes.

—DANIEL KONCZAL

### ARIZONA

GAMMA PSI CHAPTER at the University of Arizona is very pleased to announce the addition of 15 new Brothers during the Fall



Dean of the Indiana State School of Business, Dr. Edward Goebel, expresses support for Delta Tau Chapter and gives encouragement during a recent talk.



Michelle Pittman, Rose of Eta Theta Chapter at Angelo State, served as a Duchess, sponsored by the chapter, during Homecoming Week.



semester of 1977. We are also very excited in announcing the initiation of our first six female Brothers. The successful pledge program was led by Jon Butler, our vice president of pledge education.

Our professional program during the Fall was quite a learning experience. Among the many events were tours of a banking operations center and the University of Arizona Medical Center. A presentation was also given to the chapter by a former county supervisor.

On the financial side, we had a rather successful semester, including more than \$300 return on investments in equity securities and on distribution services.



Al Stissel of Theta Sigma Chapter at Florida Tech relaxes briefly between callers at the chapter's reception table during open house at the university for prospective students.



Gathering for Founders' Day are left to right, Alpha Eta Chapter President Wayne Huls, University of South Dakota President Dr. Charles Lein, Dean of the School of Business Dr. Dale E. Clement, and Alpha Eta Chapter Chancellor Trace Benson.

With the semester coming to a close, Gamma Psi Chapter held its semi-annual election and chose the following Brothers to serve the chapter in the coming semester: Al Carranza as president; Brandon Pigott as senior vice president; Jon Butler, vice president of professional activities; Kristi Armstrong, vice president of pledge education; Joe Radigan, chancellor; Al Pacheco, recording secretary; Patty Lynn, corresponding secretary; Jens Sorenson, historian; Chris Stevenson, CEI Chairman; and Mitch States as chapter advisor.

Gamma Psi Chapter feels that the past semester has been most successful and we are looking forward to an even more prosperous and enlightening semester to follow.

—JON S. DAVIS

### SOUTHERN MISSISSIPPI

GAMMA TAU CHAPTER of the University of Southern Mississippi dismissed before Christmas holidays with what the Brothers hope will become a tradition. We attended the church of Dr. Joseph A. Greene, dean of the College of Business Administration at the University of Southern Mississippi and one of our charter members, to celebrate Gamma Tau's twenty-seventh anniversary. A meaningful experience of Brotherhood was shared by us all.

After the holiday break, all the Brothers were ready to get back to work. With the installation of a new slate of officers, enthusiasm really ran high.

We have been delighted with the faculty participation this year. Our pledges see that we really do mean business. Brother Nancy Carpenter, Vice President of Pledge Education, promises to turn out a group of pledges who will do the same. We have been able to hear many interesting speakers and attend some fascinating professional tours, thanks to our Vice President for Professional Activities, Brother Billy Nichols.

Past Senior Vice President Brother Bill Kelly worked hard during his term of office on methods to be used during recruiting for associate members. Brother Kelly prepared an outline for the Brothers that will prove

useful not only to our new senior vice president, Brother Connie Parker, but for many senior vice presidents to come.

Gamma Tau Chapter has worked closely with the local chapter of the Salvation Army this school year by ringing bells at Christmas and running a clothes drive on campus for them. Each Brother learned how important it is for Delta Sigma Pi to be involved in community activities and how much we, as a professional fraternity, have to offer.

It hasn't been all work and no play. Our social chairman, Brother Laila Asmar, has been successful in planning many activities that will not soon be forgotten. Our end of the quarter party was one of the best by far.

Gamma Tau Chapter now has three married couples of Gamma Tau Brothers. Brothers Hugh and Connie Parker were married before Brother Connie pledged. Brother Hugh is an alumnus and faculty advisor. Brothers Gerald and Lucette Davis were the first to be married while both were undergraduates. Brothers Randy and Frances Browning are the latest addition to our Gamma Tau marrieds. We are also privileged to have as undergraduates two faculty children. Brother Nancy Carpenter, daughter of Brother Stanley Carpenter, chairman of the Accounting Department at the University of Southern Mississippi, and Brother Rickey Moore, son of Brother Roy Moore, chairman of the Management Department of the University of Southern Mississippi. Our family continues to grow.

Academically, Gamma Tau Chapter was well above the College of Business Administration average. This was shown with Brother Peggy Allen being elected to serve as president of the honorary accounting fraternity and Brother Connie Parker serving as co-secretary of the same organization. Brother Noel Collmer received the Jean Dixon Scholarship, awarded by Sales and Marketing Executives International. Brother Billy Nichols was also awarded a scholarship in Marketing.

We are continuously working to improve Gamma Tau Chapter and under the capable leadership of our President, Brother John Leja, and the guidance of our past officers we will have a chapter that every Brother of Delta Sigma Pi can be proud of.

—CONNIE PARKER

### SOUTH DAKOTA

ALPHA ETA CHAPTER at the University of South Dakota completed another successful semester in terms of activity as well as in recruitment. Many memorable events occurred that mark achievement and growth for Alpha Eta Chapter.

The Ways and Means Committee's semi-annual energy pack snacks distribution was again their most successful operation. This distribution immediately before finals offered a welcome relief to many students.

The chapter held its Winter formal at the Kochi in Yankton, South Dakota, on December 3, with many faculty and alumni in attendance.

On November 19, Alpha Eta Chapter continued its usual growth in terms of competent members with the initiation of 14 new members. These included eight women and six men, increasing the total active chapter to 52, 25 women and 27 men.



Alpha Eta Chapter is proud to announce Randy Koepsell as our candidate for "Undergraduate of the Year". Randy was the chapter representative at the Grand Chapter Congress in Toronto, Ontario, Canada, last Summer. Serving as Chapter Efficiency Index Chairman, he worked diligently to restore Alpha Eta Chapter to a high ranking in the North Central Region as well as the fraternity overall.

Not resting on past accomplishments, Alpha Eta Chapter eagerly looked forward to Spring semester. Enthusiasm was high to defend our trophy at the annual Dance for Dystrophy at USD in mid-January. Last year, we raised the most money as a group and hoped to repeat this year.

The chapter continues its intramural sports participation with increased activity; we looked forward eagerly to the North Central Region Basketball tournament in February.

At the first meeting following initiation, the chapter selected Denver as the destination for the annual Spring field trip. Plans are underway to make the trip an educational and rewarding experience.

Alpha Eta Chapter is looking forward to next year with anticipation and hope. Hopefully, goals sought at the Grand Chapter Congress can be transferred and obtained by the chapter as well as other chapters. A challenge is before us to make us a better Brotherhood.

—GAYLE FEISTNER

#### DETROIT

GAMMA RHO CHAPTER at the University of Detroit has completed the best semester in years. We believe the reason for its success were the changes that have been made in recruiting prospective members and the continuing upgrading of our Professional Meetings. Since all our members are evening students we have had to work a little harder to get involved in school activities.

Our Winter rush party was handled with the support of the Wives' Club. With their help our last rush party was a real success and we hoped that this one would be even better.

Our schedule of Winter events included an ice skating party to be followed by hot dogs and hot chocolate. The event that both the undergraduates and alumni look forward to every Winter is the annual bowling tournament. This is the event in which the alumni challenge the undergraduates and we didn't intend to be the underdogs again this year.

I would like to congratulate Brothers Stanley Dobby and Henry Pineau who graduated this past December. The outstanding contributions that both have made to Gamma Rho Chapter are greatly appreciated.

—DANIEL C. JASTER

#### INDIANA-NORTHWEST

THETA PSI CHAPTER at Indiana University Northwest sponsored a very successful professional program during the Fall semester. Each week a community businessman lectured about his particular profession to those students from Indiana University Campus who attended. The turnout was better than expected. Anywhere from 30 to 60 students attended the lectures. During the Spring semester, under the leadership of our

Vice President for Professional Activities, John Henik, Theta Psi Chapter will sponsor an expanded version of the Fall semester program. The lectures were open to the entire campus and will be again in the Spring.

Social Chairman Robert Kendall has lined up a very active social program for the Spring. Among the events planned are a ski weekend in Michigan, a trip to a Chicago Bulls basketball game, and a bowling tournament for the Brothers, Alumni, and new pledges.

Senior Vice President Mike Seno has planned what may prove to be a very effective rush program for Theta Psi Chapter. During the Fall we initiated 12 new members and one faculty member. Our goal for the Spring is to initiate 20 new members. We were very honored to have our Grand President William W. Tatum, Jr., as our guest speaker during the Fall initiation banquet, November 19, 1977. One of our finest Indiana Congressmen, Adam Benjamin, will be initiated as our Honorary Member at the Spring initiation on April 15, 1978.

We here at Indiana University Northwest are looking forward to a very productive semester for Theta Psi Chapter.

—PATRICIA D. JOHNSON

#### LOYOLA-NEW ORLEANS

DELTA NU CHAPTER began its Spring semester with as much enthusiasm as ever. Spirits heightened as the rush activities coincided with the New Orleans Mardi Gras activities. It proved effective because many bright, creative students pledged their support to our chapter. The pledges were expressed by our chapter's interest in them and they are looking forward to initiation which will be held the weekend of April Fool's Day.

The Brothers of our chapter are planning a garage sale in April preceded by doll sales in Easter. Other activities are planned, and everyone's support will help us reach our financial goals.

Excitement is high as a professional trip is planned to Houston during our Easter break. Many Brothers are planning to attend to learn more about the many businesses and corporations there. Also planned are speakers and tours of New Orleans which will enlighten us on the many aspects of business and the city.

Rounding out all the events at Delta Nu Chapter will be a complete social schedule which includes a luau, picnics, and a formal dance.



Delta Rho Chapter at Ferris State pause while on tour at the Sears Tower in Chicago.



New members of Theta Upsilon Chapter at Siena pause just before their initiation into the chapter.



In our active schedule, we all pause to reflect how much Delta Sigma Pi means to each of us.

—SHIRLEY TOUPS

### LOYOLA-MARYMOUNT

DELTA SIGMA CHAPTER at Loyola Marymount University has had an exciting semester which began with a successful rush program headed by Brother Joseph Casas. It was especially exciting because it saw the initiation of Delta Sigma Chapter's first two women, Corrine Falcon and Cheryl Tebo. This semester's pledges were pinned on September 22 and began their pledging under the expert guidance of Brother Edward Elizondo. Congratulations are in order to him for a job well done. Pledging ended with Pledge Appreciation weekend which took place on November 18 and 19. It proved to be a weekend full of fun, frolic and memories for all who took part. Congratulations to our new Brothers, John Allison, Corrine Falcon, Arthur Gray, Tony Lopez, Paul Sitker, Alan Sotelo, and Cheryl Tebo.

On November 5, we celebrated Founders' Day with a picnic at Roxbury Park. Some of the events included a football game with the members vs. the pledges. The pledges learned a very important lesson—never tangle with a Brother. The score was 28-0. All in all it was a very exciting game. The pledges fought back and won the other events, the three-legged races, the wheelbarrow races, and the egg tossing contest. The day ended with sore muscles and good memories for all who participated.

November 7-11 was "We Mean Business Week" and some of the events included a question and answer session with a local Real Estate agent. Also, we had a speaker on Systems Analysis which proved to be very informative to the students.

At this time our chapter would like to express its sincere appreciation to its officers for all their hard work—president Brother Gary Polk; senior vice president Brother Joseph Casas; vice president for pledge education and secretary Brother Edward Elizondo; vice president for professional activities Brother Wilson Mar; treasurer Brother Shayne Walters; and chancellor and CEI chairman Brother Michael Sharko. We'd like to express a special thanks to our chapter advisor, Dr. Seid Zekevat, for his continuing support.

Congratulations to all the Brothers for making Delta Sigma Chapter number three in the Western Region in the CEI standings. We're shooting for number ONE.

—CORRINE FALCON

### MIAMI-FLORIDA

THE 1977-78 ACADEMIC YEAR has been a very positive period in the Beta Omega Chapter's rise at the University of Miami.

This positive feeling began in August, when eight Brothers travelled over 2,000 miles to attend the 31st Grand Chapter Congress in Toronto, Canada. Our delegation returned with new ideas concerning Rush, the Chapter Efficiency Index, and a greater all-around knowledge of Delta Sigma Pi. This inspiration carried over as we were represented

by eight more Brothers at the Southeast Regional Conference in Tampa, Florida, held in October. Our delegation exchanged information with other chapters in our region concerning chapter operations, and found the conference to be beneficial in opening communications between the chapters of the Southeastern Region.

This Fall Semester we initiated six new Brothers, which gives us a total membership of 40 Brothers at the present time. The Initiation Banquet was held at the Eden Rock Hotel on Miami Beach, and there were 15 alumni present, giving us over 100 Brothers and guests in attendance.

Beta Omega Chapter entered the activities of the University of Miami's Homecoming celebration this year, and was well represented. The events entered included the Homecoming parade and special events, and attending both the Homecoming football game at the Orange Bowl, and the Homecoming Ball at the Sheraton Four Ambassadors Hotel, at which time we received the First Place award and trophy for "Spirit by an Independent Organization".

Congratulations to all new officers, including new President Oscar Rivera who we know will do a fine job, as did our prior President, Bob Aronson.

Preparations are now underway for our involvement in Carni-Gras (the annual University of Miami college carnival) as Beta Omega Chapter sets out to retain our First Place Independent Organization ranking over the years.

In closing, congratulations to our Past President Michael Sullivan on his "new" position as Assistant Publicity Director of the Miami Dolphins Football Club, and to all our alumni on the founding of the new Miami Alumni Club. Beta Omega Chapter would like to express our appreciation to our alumni who plan an active role in Beta Omega Chapter's "Rise To The Top".

—DANNY J. SALZBERG

### FLORIDA TECH

ON NOVEMBER 6, 1977, Florida Technological University hosted a one day open house, called FOCUS, in which prospective students from the area could look at the programs offered at our university.

The Theta Sigma Chapter of Delta Sigma Pi at Florida Technological University helped out in this seminar in many ways. Brother Bill Powell assisted in the presentation of the College of Business display, in which a video-tape film was shown. In this tape Dean Eubanks explained to the listeners the various programs offered in business at FTU. There were also slide displays and movies on business shown to the visitors. Afterward Bill answered the questions of students and parents about FTU.

Brothers Mike Baccus and Richard Muse demonstrated the computer terminals for interested people, and showed them how to play games in the c.p.s. mode.

Brothers Al Stissel, Monica Monroe, Cher Williams, Tom Bell, Barry Dudeck, Roland Paquette, Tim Bird, and Pledge Angie Campbell conducted tours of the business building. Refreshments were offered to the people on tours by our chapter.

Brother Cher Williams should be congratulated.



The ΔΣΠ's, women's football team of Alpha Upsilon Chapter at Miami-Ohio, reached the semifinals in their first year in the league. Pictured from left to right are Julie Williams, Connie Reittler, Kristi Wenger, Sandy Emerling, Coach Brad Bays, Diane Cooper-Watton, Jan D'Angelo, and Linda Krebs.



lated for her efforts in organizing our involvement in the FOCUS activities. As a result of these efforts our chapter received two letters, one from Dean Eubanks of the College of Business, and one from Dr. Bogumil, a faculty member.

Through activities such as this we hope to gain exposure to the students of FTU and let them know about the many things Delta Sigma Pi has to offer.

—TIMOTHY BIRD

### TEXAS-EL PASO

GAMMA PHI CHAPTER has accomplished, as planned, a very successful Fall semester of 1977. The enthusiasm of its members was evidenced in the "Rush Smoker", where they recruited new pledges for Delta Sigma Pi.

During their training program, pledges organized the Casino Night party, and a breakfast for the active members; they also realized fund raising projects.

Gamma Phi Chapter enjoyed in its professional activities the "Career Day", with excellent and interesting speakers. We also had social functions. The chapter worked hard in fund raising projects, which were realized at the Sun Bowl Stadium and the Special Events Center concession stands, both at UTEP.

Our initiation was very successful; it was the first time in the history of the chapter that girls joined us. Our new Brothers are: Dr. Muhs, Sue Gremer, Linda Holguin, Sylvia Gomez, Rene Flores, James Shaheen, and Perfecto Ortiz.

As the semester ended and a new year began, new elections were held, the new officers being: Jaime Grijalva, president; Mike Avila, senior vice president; Richard Hernandez, vice president for pledge education; Victor Martinez, vice president for professional activities; Sue Gremer, secretary; Rene Flores, treasurer; Edward Avila, Chapter Efficiency Index chairman; Joe Osborne, chancellor; Mario Galdos, historian; and Ken May and Randy Clark, chapter advisors.

Looking forward from our coming Spring semester, we would like to wish our fellow Brothers a successful and happy 1978.

If any Brother requests more information about our chapter, please write to: Univer-

sity of Texas at El Paso, P. O. Box 131, Delta Sigma Pi, Gamma Phi Chapter, El Paso, TX 79968.

—MARIO GALDOS

### GEORGIA

THE LAST TWO quarters have been busy ones for Pi Chapter at the University of Georgia. During Spring Quarter we elected all new officers. Four of these new officers were from the pledge class. We were also quite fortunate in gaining a new Faculty Advisor. O. L. Reed, professor of business law, became our Advisor for Spring Quarter and has been very beneficial to our chapter. Dr. Reed also received Pi Chapter's first annual "Professor of the Year Award". The award was presented at a dinner meeting, and is given to the professor whom the students feel cares most about their future. As part of our professional activities, Pi Chapter has at least two dinner meetings per quarter. We also help sponsor several activities in conjunction with the business school, and we try to take one tour of a local business per quarter. One of our social activities is our softball games with a rival fraternity.

Lately, our main emphasis is on rush. The goal which we hope to obtain by Spring of 1978 is to have at least 100 members. We have already put our plans for reaching this goal into effect. Right now Pi Chapter has 50 members. This number is double what we had at the beginning of Fall Quarter. We have been very pleased with the last two pledge classes. They are really enthusiastic, and we believe they are two of the best classes we have ever had.

We are also looking forward to future events. One of the chapters in South Carolina has invited us to a double initiation. This would be a great chance for us to discuss and exchange our ideas with Brothers from a different chapter. We are also looking forward to the 32nd Grand Chapter Congress to be held in Atlanta in 1979. This will give our entire chapter a chance to mingle with Brothers from all over the United States, and to experience the excitement and Brotherhood of Delta Sigma Pi.

### GEORGIA COLLEGE

IOTA MU CHAPTER at Georgia College in

Milledgeville, Georgia, undertook its first small business operation, the Deltasig Book Exchange, in January. Fellow students for the first time were able to sell used school books at their stated price without the trouble of finding someone to buy them. We accepted the books on a consignment basis with an agreement to sell the books at their price in exchange for a small percentage. Our first month in operation was a big success. Student participation was outstanding. It seems that Iota Mu Chapter has found a way to involve all Georgia College students.

Besides undertaking projects to involve students, Iota Mu Chapter has started working toward a seminar day for all interested businessmen in Georgia. The Business Advisory Board of Georgia College and Iota Mu Chapter are busy preparing for an April deadline in which seminars will be conducted by well-versed businessmen on selected topics of all businessmen planning to attend. Speakers have been contacted, pre-registration is in full swing, rooms have been set aside for conducting the seminars, and a menu for lunch has been prepared. Three seminars on selected topics will be presented twice on the set day by a panel of four members. The panel will consist of two professional businessmen, one member of the faculty and one Brother of Iota Mu Chapter. We hope these seminars will be a learning experience for all who participate.

The Brothers of Iota Mu Chapter are also busy preparing for our second annual car rally. Last year we had tremendous participation and this year we are anticipating twice that amount. The car rally has been made part of Homecoming week at Georgia College. Much time has been devoted to setting up a new route, making trying clues, and getting our maps designed to fit our clues.

Iota Mu Chapter had speakers about marketing on two different occasions. We toured the Anglo American Clay kaolin mine in Sandersville, Georgia, on February 16. It was an interesting tour, well-conducted and well-supervised. On February 22 Mr. Mar Jordan spoke to us about "Goal Setting". His talk brought us incentive to put our life priorities in order. The highlight of our quarter occurred when we toured the Atlanta Federal Reserve Bank. We learned many in-



The Delta, the Sigma, and the Pi, formed by members of Epsilon Theta Chapter at C.S.U.-Chico.





Jeff and Mary Brown, alumni of Gamma Omega Chapter at Arizona State, pause in front of the Wren Building at William and Mary College while touring Williamsburg.



Member Bob Zukaitus of Zeta Omega Chapter at Northern Arizona, and Friend, at the Big Brother/Little Brother picnic.

teresting things about the reserve requirements and the discount rates. Winter Quarter has been a busy one for us, but a most productive one just the same. We would like to wish all Brothers of Delta Sigma Pi a most prosperous year.

—M. ELLEN BRYSON

**FERRIS STATE**

DELTA RHO CHAPTER returned from Fall break with 50 active members, making us the largest fraternity on campus at that time. Our Open Smoker was held as soon as we returned with 48 seeking admission into our Brotherhood. This quarter, we added two new areas of study into our recruiting ranks which made a very big difference.

Next, we held our annual United Fund Drive where we collected from door to door. We collected \$484 for this worthy organization from the Big Rapids citizens. We were able to top last year's record by a little less than \$200.

We then held our annual Christmas Party with an excellent turnout from both Brothers and alumni. It was an exciting evening of meeting new friends and seeing old friends.

We have had our annual trip to Detroit where we visited Chevrolet and topped the day off at Strohs on the first day. We saw other major firms in the area the next day. In addition to this tour, we had three speakers this quarter, one of which was Mr. Dave Morgenstern, who talked on financing of Real Estate, Small business, and other related areas of finance.

One thing that we spent most of our time on was our second annual Florida Trip for College Students. We pulled it off with great success. This year, we sent two buses of students to Florida for six days and seven nights at Holiday Inn Boardwalk for a low price of \$175. This year we added an incentive for the Brothers—for every seat that a Brother sold, he received a five dollar credit to his name which could be used against the trip, dues, etc.

We now have placed all our energies behind the ninth annual Career Day at Ferris. This year we are hoping to have more than 30 companies in attendance, with some of the firms we have recently toured expressing an interest in the event. We are venturing into many different areas, and seem to gain needed knowledge that doesn't come from a classroom situation.

—MARTIN E. ROTH

**ANGELO STATE**

ETA THETA CHAPTER at Angelo State University is in the midst of one of its most successful years. We are currently planning professional tours for the first weekend of Spring break in March. We are contacting several businesses in and around the Dallas-Fort Worth metroplex. Plans are also being finalized for the Town Hall Meeting annually sponsored by Delta Sigma Pi, to which all students, especially those of business, are invited to attend. Town Hall Meeting invites distinguished business executives to serve on a panel and express their views during a question and answer session with the students. These panelists promote a harmonious relationship between the city of San Angelo and the community of Angelo State.

Eta Theta Chapter welcomed eight new

Brothers into their membership at the close of the Fall, 1977, semester. The successful pledge period included an original money making project and service to the area Boys Club. Formal initiation, followed by the Fall banquet and dance, culminated a semester of hard work by both pledges and members, providing a chance for well-earned relaxation and backslapping.

Deltasigs at Angelo State have recently joined the Campus Intrafraternity Council on a trial basis. Great strides have been taken in the business organizational structure. The IFC is currently working on a community-wide service project to assist the Heart Association.

Founders' Day was celebrated within the chapter with a steak dinner at the Twin Mountains Steak House. Faculty advisors, members and pledges all assembled to pay tribute to the founding of our great Fraternity.

Brothers have become more familiarized with the international concept of Delta Sigma Pi as we had several Brothers attend the Regional Meeting at Dallas and the Grand Chapter Congress in Toronto.

Eta Theta Chapter continued its high quality professional program with tours of Herschfield Steel Corporation, Coors, Anchor Publishing and Beverage Sales. Highlighting the semester's professional speakers was the personnel manager from the local Levi Strauss plants who made a presentation on personal values and desires in the climb to the top.

Delta Sigma Pi at Angelo State is becoming a moving and driving force in the total good will associated with fraternities and campus organizations throughout the campus. Eta Theta Chapter is excited about the prospects of the future as we continue to improve by growing together through Brotherhood.

—DAVID E. YOUNG

**ST. CLOUD**

THE YEAR CONTINUES to run along smoothly for Theta Tau Chapter. For the first year, Theta Tau Chapter is sponsoring a ski trip to Big Mountain ski resort located in Whitefish, Montana. Brothers Steve Lambros and Ken Noyes headed the trip and anticipated sending 43 skiers to the Big Mountain slopes December 26 through January 2.

The upcoming regional basketball tournament held by Theta Tau Chapter will be played this year at St. Cloud State University on February 17, 18, and 19. The tourney is expected to have a good turnout, with the featured attraction being the presence of William W. Tatum, Jr., current Grand President.

Planning for the locally renowned Spring break trip to Daytona Beach, Florida, is underway. The chapter anticipates sending 235 people to the beaches in early March. A great deal of interest has already been shown by many students on campus as the trip continues to increase in popularity each year.

Theta Tau Chapter's annual Rose Dance will be sometime in late March. The Rose Dance is the biggest social event of the year for the chapter and with the ever increasing number of alumni, this year's event should be a big success.



Congratulations to the chapter's new officers elected this past Fall to serve through the remainder of the year. The new Theta Tau Chapter officers are: Bob Paulsen, president; Steve Lambros, senior vice president; Al Hoppe, vice president for professional activities; Ken Noyes, vice president for pledge education, Mark Finger, secretary; Brian Johnson, treasurer; Dick Olson, chancellor; and Tom Johanneck, historian.

Theta Tau Chapter looks forward to another successful year in 1978.

—BRAD MCMURRAY

#### FLORIDA STATE

FALL QUARTER 1977 was successful as Gamma Lambda Chapter welcomed back Yellow Dogs Marco Prieto, Roger Beale and Bob Fegers from the Grand Chapter Congress. The program began with a bang as the rush party achieved widespread, unheralded acclaim. We found seven fine, new Brothers as a result of the Fall program.

Two concerts were part of the quarter agenda. Kris and Rita blazed their way through Tallahassee, followed by the foot-stompin' music of Dolly Parton.

The quarter ended with a banquet at Killlearn Country Club to honor our new Brothers and our Brother of the Quarter and Mr. Tallahassee, Bob Avery. We must sadly say good-bye to Brothers graduating and temporarily to Brothers interning or studying abroad.

A very enriching future program is wished to all chapters and alumni clubs from Gamma Lambda Chapter.

—ANDREW SCHEFF

#### WEST LIBERTY

LAST YEAR WAS a highly successful one for the Delta Omega Chapter as we initiated nine new members into the fraternity on October 23, 1977. Jeff Nelson, Senior Vice President, was very pleased and expects a fine pledge class this semester, also. A rush party will be held at the Pizza Inn in Wheeling to recruit prospective members.

This semester we have planned five professional tours, one in Pittsburgh, and four in Wheeling. We're all looking forward to some fun when we play the other business fraternity on campus in a game of basketball. Delta Omega Chapter appears to be in great shape with a starting line-up that averages over 6'2". The four female members of the fraternity also intend to participate in the game.

Congratulations are in order for three of our members. Brother Charles Davis and Sister Beth Blust have announced their upcoming marriage on June 9, 1978. We all wish them the best of luck. Also, Brother Angelo Calbone has announced his engagement to Katie McGee. No wedding date has been set.

Delta Omega Chapter is very proud of one of our alumni members and would like to do a little bragging. Dick Williams, a graduate of West Liberty, has recently been named Regional Director in our area.

—SHARON DIETRICH

#### MINNESOTA-MINNEAPOLIS

FALL QUARTER SAW a lot of activity in Minneapolis. Tours of 3-M and the Olympia Brewery supplemented an industrious profes-

sional program. Our search for a Rose Queen was made quite enjoyable by 13 lovely candidates. Our seven pledges were also busy with their pledge party and professional program. We are looking ahead to another good quarter with a new set of officers headed by Brother Steve Freeman as President.

We of Alpha Epsilon Chapter wish to extend a successful year to all our Brothers.

—PAUL ERICKSON

#### NORTHERN ILLINOIS

ETA MU CHAPTER at Northern Illinois University is now 48 strong. We would like to thank all of our alumni for coming to initiation night. Many initiates of our Fall pledge class, which numbered 22, are quickly becoming dedicated members. Their pledge community project was a Thanksgiving play given for the Notre Dame Special Education School.

Our professional program featured alumni Robert Kleeman, CPA, and Phil Armstrong from Wylers Corporation. These two spoke at our Alumni Night. We also had Robert Uhlenberg from the Computer Division of the American National Bank, and Robert Arganbright from the Amoco Research Center.

For scholastics, Brother Bob Ruch was honored with the Academic Achievement Award. This award is given to the Brother who attains the highest GPA in our chapter.

Our annual Christmas tree sale was very profitable. Brother Greg Fischer, our fund raising chairman, and Pledge Brother Joe Moeller did an excellent job with the sale. This has been a fantastic success and should be considered by all chapters.

Under social events we had a Halloween costume party and our first bi-annual paddle night. During paddle night the new initiates "roasted" their pledge fathers. The fraternity also helped to serve a benefit dinner at the Newman Center here on campus. Our President, Walt Kuras, played Santa Claus before the senior send-off party. Many smiles of

surprise were on the faces of the Brothers. The party honored three December graduates, Brothers Bob Ferrentino, Bob Rzeszutko, and Fred Karb.

In the sports field we have retreated to the indoors with intra-fraternity tournaments. Racquetball, ping-pong, foosball, and air-hockey have been highly competitive. Brother Lenny Brenner dominated the games with a couple of firsts. Brothers Fred Sostrin and Keith Sher each captured a first, also.

Brothers, keep seeking that knowledge with it, we will be better able to serve our fellow man and Brother. The greatest joy in life comes from serving others.

—WILLIAM J. JACOB

#### TEXAS CHRISTIAN

AS THE BLUEBONNETS emerge and the weather gets hopping next month, so will the Deltasigs in Fort Worth.

April has perennially been the most active month for the Delta Upsilon Chapter, and this year will be no exception. Three major events are planned for the chapter within a three-weeks span.

The TCU chapter will return from the Spring break just in time for its annual "Rose Formal", the Deltasigs' social highlight of the year. The formal will be held in the elite LeBaron Hotel in Dallas on April 8.

Following this activity, the Deltasigs will welcome the new pledges into the fraternity with "Brotherhood Week" which runs April 9-16. The week will culminate with the initiation ceremony on April 16, when the pledges become initiates during the special ceremony.

Then, to climax the month, the Deltasigs will sponsor their annual "Business Week" activities between April 17-21. On the agenda for the special week are speakers, a panel discussion, and a career fair, winding up with a Friday night banquet, at which time the Delta Upsilon Chapter will bestow the title of "Honorary Deltasig" upon a worthy business leader from the Dallas-Fort Worth area.

—BARRY MORRIS



"Son of Flubber" was the entry of Beta Omega Chapter at Miami-Florida, in the Homecoming Parade, "A Salute to Walt Disney."



## OKLAHOMA STATE

**GAMMA EPSILON CHAPTER** at Oklahoma State University enjoyed a successful Spring Rush Smoker in January. Many prospective members attended, bringing with them a strong interest in becoming Deltasigs. The quality of these prospective members and that of the new members, that have taken an active role in the fraternity, assures us of an outstanding chapter.

The chapter provided a free tax service for the students at Oklahoma State University. The service began in February and continued until April 15. This is the third straight year the chapter has been involved in this successful campus activity.

Members, pledges and their dates attended our annual Rose Ball in February. A fine dinner, dancing and good music highlighted the evening. A good time was had by all.

This semester we continued an active and progressive professional schedule. This schedule featured speakers of interest; also, we had the fortune to take professional tours of businesses in Tulsa and Oklahoma City.

Our members have developed great determination in achieving the goals of our chapter and Fraternity.

—GREG SAMPSON

## ROCHESTER TECH

**EPSILON LAMBDA CHAPTER** at Rochester Institute of Technology enjoyed a successful Winter sports program, excelling in both basketball and bowling. We especially look forward to dominating the softball diamond this Spring. Overall, our competitive team efforts have enormously improved.

Emphasis was placed on academic achievement and personal attitude in selecting eight pledges for our Spring pledge program. Initiation for the former neophytes, now Brothers, was held at the home of an alumnus on February 25. We stand confident with the belief that our pledges will prove themselves worthy of the Brotherhood.

Our professional program was highlighted Winter quarter with a tour of Kodak Park. The event was open to the student body and gained us campus-wide appreciation. Professional events planned for the Spring look as if they will be equally rewarding.

Our Executive Committee is presently ironing the wrinkles from our Fall rush, social, and financial programs. We can justifiably look forward to a very successful academic new year if our past is any indication of our future. In closing, may we wish rewarding progress to all chapters.

—FRED MOCK

## SOUTH CAROLINA

**BETA GAMMA CHAPTER** of the University of South Carolina campus has had a particularly active semester. Nine new members—Rayela Bradley, Alvin Donnan, Patty Gibson, Joy Harrelson, Terry Hundley, Kurt Meyer, Bill Steadman, Jean Welborn, Glen Wright—were added to our chapter on November 5, 1977. Five of these new members were elected to serve as officers next term. We extend congratulations to our new officers: Sudie Strom, president; Michael Hook, senior vice president; Doug Anthony, vice president for pledge education; Terry Hundley, vice president for professional activities; Brad Filliault, treasurer; Kurt Meyer, assistant treasurer; Glen Wright, chancellor; Donald Murphy, CEI chairman; and Joy Harrelson, historian.

Our professional program was highlighted this term with the visit of Senator Strom Thurmond (R-S.C.) who spoke to us on current and economic issues. Other guest speakers included Mary Brewer of Life Underwriters Association, and Dick Fernald who spoke on personal development and motivation. We toured Keeowee-Toxaway nuclear facility in Anderson, SC. Our chapter also participated in Carolina Cares, a campus-wide fund raising project for needy families.

Prospects for this semester's professional program include a tour of Ernst and Ernst CPA firm and the preparation of an audit; a tour of a Clinton cotton mill; and a tour of Schlitz brewery in Winston-Salem. Tentative guest speakers are Governor James Edwards and USC President Holderman.

The athletic and social side of the Beta Gamma Chapter has not suffered, either. The football team kept up its tradition by getting us into the intramural playoffs . . . never mind that we didn't make it past the first

game. Various Brothers donated their homes/apartments for parties after the home football games. These included Frank Dalton, Sharon Donnelly, Lydia Brandon, Rita Bragg, Jim Wright and Bill Lemmon, Jack Parks, and Paul Lucyshyn and Brady Vinson.

One highlight of the social program was a Christmas party for Brothers and alumni on December 9, 1977, which wouldn't have been complete without a visit from our favorite Santa Claus, Doug Anthony.

Our biggest event was a Delta Sigma Pi Alumni Day held at the College of Business Administration on USC campus. Alumni came from all over South Carolina to attend this affair. Don West, president of the local alumni club, opened the meeting. Sharon Donnelly, outgoing undergraduate chapter president, gave an outline of present chapter operations and financial conditions. Faculty advisor Dr. Estes spoke on the importance of supporting the undergraduate chapter and all its endeavors. Dean Kane gave a history of the College of Business Administration and stressed that the alumni were wanted and needed by the undergraduates. The meeting adjourned to the University House where cocktails were served. It was a most enjoyable affair for all that participated.

The Brothers of Beta Gamma Chapter wish everyone a happy, successful, and profitable year.

—JOY D. HARRELSON

## CONNECTICUT

**THETA IOTA CHAPTER** at the University of Connecticut, in the spirit of unity and Brotherhood, has increased its membership and continues to be the most active organization within the School of Business. The chapter initiated 11 pledges last Fall and currently has a pledge class of 20 for the Spring semester.

Our professional activities for the semester include speakers from large Connecticut-based corporations. In February the Deltasigs went on a tour of Data Resources in Boston. This tour proved to be both intellectual and enjoyable.

Socially, Theta Iota Chapter is sponsoring the second annual semi-formal dance in April. This affair is planned on the basis of



Delta Sigma Pi plays basketball for 44 hours . . . . . to help these kids celebrate Christmas.



creating a closer affiliation between the students and faculty of the University. Also, later this month the chapter has chartered a bus to New York for a weekend trip to Wall Street.

In both a financial and social event the Deltasigs sponsored an absolutely fantastic show put on by the well known Paul Carney. This event, in coordination with other fund raising events, should prove to make this semester a very financially rewarding one.

The Theta Iota Chapter extends its warmest wishes and best of luck to all chapters in the present and forthcoming semesters.

—GENNARO R. MECCARIELLO

### GEORGIA STATE

DURING THE FALL Quarter we experienced an extra enjoyment on Founders' Day. The Founder of Kappa Chapter, David Irenus Barron, spoke at our celebration dinner to several alumni dating back in Kappa Chapter's numbers to Kappa 25; of course, Kappa 1 was present. At the end of the celebration, the president, Vic Rachael, announced that Mrs. David I. Barron was elected as the Honorary Rose for Life of Kappa Chapter.

Fall Quarter gave us seven new Brothers: Barbara Cahoon, Pat Murphy, Ron Cooper, Randy McDonald, Jim Givens, Bill Hogue, and Dean Ferguson. Pat Murphy was elected Outstanding Pledge.

During the Christmas break, the chapter held its annual Christmas Tree Sale, a good chance for all Brothers to get together in a fund raising project, and a money maker also. The pledges raffled a "Bucket of Cheer" for the New Year, as their fund raising project.

—BOB COOPER

### SOUTH FLORIDA

THETA PHI CHAPTER completed its Fall quarter by initiating its largest class in over three years. Twenty-one undergraduates and two honorary members (including the local County Commissioner) became Deltasigs on December 3. Later that evening an excellent party was held in their honor. Wrapping up the quarter, both old and new Brothers were busily planning ahead for our major fund raising and service projects coming up in the future.

—F. HYATT

### CSU-CHICO

EPSILON THETA CHAPTER remains strong this year with all the old officers returning and only five seniors graduating. Going into the Spring semester of 1978 we will have 47 chapter members, with a special welcome to the 15 new Brothers initiated in Fall, 1977. Our new officers for Spring 1978 are Kent Ball, president; Brian Nicholson, senior vice president; Dave Firth, vice president for pledge education; Coleman De Jong, vice president for professional activities; Bruce Kaufman, chancellor; Steve Greiner, secretary; Randy Tibbals, treasurer; Barry Gossett, CEI Chairman; and Dave Moss, historian.

The most important activity of Fall 1977 was the celebration of Founders' Day. Epsilon Theta Chapter's first faculty advisor (Harry Jefferson) honored our chapter by speaking on the history of Epsilon Theta Chapter. During this special occasion the Brothers had the

opportunity to observe fraternity records and photographs.

On December 3, 1977, the Brothers of Epsilon Theta Chapter held their first annual Sig Bowl in honor of the chapter's birthdate, December 3, 1960. The football game went over really well and everyone had a great time.

A new and important part of our chapter has been the rewarding Sig Outs. These outings provide a relaxed environment in which the Brothers can discuss future chapter events.

The Spring holds many promising events for Epsilon Theta Chapter. Our new president, Brother Kent Ball, has contributed a lot of new ideas along with a lot of hard work. Under Kent's leadership Epsilon Theta Chapter is definitely headed towards a productive semester.

The Brothers of Epsilon Theta Chapter wish all Deltasigs an excellent year.

—STEPHEN G. ELDER

### WISCONSIN-WHITEWATER

THE THETA XI CHAPTER started the second semester under the leadership of its new officers who are: president, Ed Agnew; vice president for professional activities, Harry Cushing; vice president for pledge education, Tony Sterr; senior vice president, Keith Klug; treasurer, Wayne Bretbarth; secretary, Bill Ritchay; chancellor, Tim Gehl; CEI Chairman, Paul Kachelmeier; and historian, Jim Hibbard.

Our professional activities have been very interesting with tours of businesses of the surrounding area. We also have had speakers from various fields of business such as Mr. Ellis, a corporate attorney for Allis Chalmers in Milwaukee, and George Kaiser, an accountant and partner of Arthur Andersen Accounting Firm of Milwaukee. Mr. Kaiser had spent the last three years working in the Soviet Union in Moscow, and told us some of his experiences, which were very interesting.



Members of Zeta Xi Chapter at Lewis pose with Grand President Bill Tatum during his visit to the chapter.



Brothers of Epsilon Phi Chapter at C.S.U.-Sacramento display the chapter banner at the Foreign Car Show, sponsored on-campus by the chapter as a fund raising project.



Along with the many professional activities planned there were many social activities planned, including exchanges with sororities and the Little Sisters.

Congratulations to our graduating seniors: Jim Dobrinska, Bob Junk, Wayne Ligocki, and Mike Monroe. Good luck to them in the future; they will be missed by all the Brothers.

—JEFF LUMBARD

### TEXAS-AUSTIN

THIS SEMESTER THE University of Texas at Austin supported the number one football team, the number one football player and the number one coach in the nation. It also has the number one chapter of Delta Sigma Pi. Last semester, Beta Kappa Chapter's initiation consisted of 27 Brothers, bringing our total member count to one thousand nine hundred and two (1902). This makes us the biggest and the best business fraternity on campus. We now rival most of the social fraternities for pledges, parties, and influence in the University.

Our social calendar this semester includes a beer float down the Comal River in South Texas and, as always, our grand Spring formal. We have plans for a casino party with the grand prize being a trip to New Orleans for a weekend. Along with this calendar we will have several mixers and matches with the sororities on campus.

Dresser Industries invited Beta Kappa Chapter to tour their facilities in Dallas. While in Dallas we will tour the plants of Texas Instruments, Frito Lay, and the Rotan Mosler investment firm. Back in Austin, we

will sponsor brown bag luncheons for the University by inviting a speaker from the business world to speak to students and ourselves on subjects such as job hunting and cyclical changes in the economy for investment purposes. We use these functions to bolster the name of Delta Sigma Pi in the School of Business. Hopefully, this will become a very important part of rush for the coming semester. We will also take an active part in the school's College of Business Administration week. This includes setting up a booth in the school to discuss Delta Sigma Pi and the College of Business. There will be speakers every day during the lunch hour. We will also assist the school and students with a faculty student get together. We will supply the wine and cheese and students will come and visit with the professors on an informal basis.

The Beta Kappa Chapter stays very busy during the semester and this is one of the reasons we are strong. We work together and get the jobs done. We believe that hard work and working together is the cornerstone for strong Brotherhood.

The Beta Kappa Chapter is starting an Alumni Association. If you are a Beta Kappa Alumni, please contact us at 1911 Willow Creek, Apt. 104, Austin, Texas 78741. Or give us a call at 512-443-8728. Hook'Em, Horns.

—JOHN P. JOHNSON GUY M. MERY

### C. W. POST

ZETA OMICRON CHAPTER at C. W. Post Center is witnessing its most productive period in the chapter's relatively young existence. Besides being the most active of all

campus fraternities, our membership is at a high of 46 Brothers this semester and we are well on our way towards the acme of CEI point production. The chapter is not only flourishing in the area of membership, but also in the number of activities we are involved in. The Brothers along, with the Delta Sigma Pi Little Sisters, are sponsoring a carnival for "One to One" to raise funds for mentally disturbed children during the month of May. Many of the 18 new Brothers who were inducted in December will be active in the planning of this event as well as in our major fund raising project for the year, the Delta Sigma Pi Horseshow. The show promises to give our treasury a much needed boost which is traditionally depleted by a plethora of extravagant social events. In terms of professional activities we will be once again sponsoring a series of lectures by prominent Long Island businessmen, and plans are underway to visit different industries located in the New York City area. Brother Steve Larocca, our vice president for recruitment, and his Rush Committee will be once again trying to enlist a large number of rushees from the Roth School of Business. The chapter anxiously awaits Spring Induction and the thought of having an active membership of 50 Brothers in the years to come. As one can see, Zeta Omicron Chapter is keeping busy and we wish to all of our alumni, faculty Brothers and Deltasigs across the nation, good tidings. A special hello to our Toronto lunchmates, Brothers Ed Miley and Alan at Mississippi State.

—GREGORY M. LASPINA

### DUQUESNE

THE THETA RHO CHAPTER at Duquesne University is enjoying a successful Spring semester pursuing many new and worthwhile objectives.

Our professional activities and tours have once again succeeded the Theta Rho Chapter in reaching all students in the School of Business. The highlight of the semester was the most interesting and rewarding tour of the Pittsburgh Brewery in the South Side. The Brothers, of course, were in full attendance. As traditional with our chapter, numerous professional speakers have given talks to us which have enlightened all.

Athletically, the Deltasig Bowling Team has come out on top this year as number one and represents the chapter well in intramural sports. Basketball is also another strong point in our athletic program.

The Spring Pledge Program has been completely revitalized, thus increasing the number of prospective pledges. With our ever-increasing campus-wide recognition, many business students are yearning to discover the benefits of Delta Sigma Pi.

An excellent fund raising program helps provide financial resources for growth. Our monthly hot dog sales and the Old Stock Raffle earned well beyond our expectations.

Having a highly productive Spring semester, we wish all chapters of Delta Sigma Pi the best of luck in fulfilling their plans.

—KEVIN PRYKULL

### SIENA

THE THETA UPSILON CHAPTER entered its eighth year of existence with bolstered strength, as 21 new members began to partic-



The pledges of Delta Sigma Chapter at Loyola Marymount man their raffle booth.



ipate in the chapter's activities. Rush and initiation highlighted a bustling first semester which featured several interesting speakers and a volleyball victory.

After an eight weeks pledge period, the new members were initiated on November 19, 1977. Included among the 21 were: two Brothers, Jim and Jason Cheeseman; two sisters, Claire and Nora Kelly; and two cousins, Christine Palmer and Mark Stradone. Professional speakers for the semester included representatives from IBM, Norton Company, Ernst and Ernst, and Merrill Lynch. Topics ranged from stock options and investment to job availability. A local chamber of commerce official also spoke to the chapter as we celebrated the fraternity's birthday in November. The semester concluded with a volleyball get-together in the Siena Recreation Center against Zeta Psi Chapter at Albany State. After several exciting matches and a close final round, many fraternity Brothers finished the evening at Siena's Rathskellar.

Second semester planned activities included rush, a mixer on Homecoming Weekend, a chapter birthday party, a ski trip, and an excursion to New York and the Wall Street financial district.

The mixer, held in our Rath, was the first one after our semester break. Homecoming increased attendance as many alumni returned to the college to participate in the weekend activities. Ice skating at a local rink helped us celebrate the January 26 birthday of Theta Upsilon Chapter. Refreshments followed on a chilly afternoon. The outing to Wall Street was scheduled for February. The 1977-1978 school year proved to be successful and enjoyable. As 20 members graduate this year, the remaining Brothers will be looking forward to another successful program in the Fall.

—JOHN P. HALSTEAD

## TULSA

THE BROTHERS OF Beta Chi Chapter at the University of Tulsa are making plans to participate in Business Week as part of the professional program, in addition to taking a tour of the recently completed Williams Hotel and presenting speakers on such diverse topics as careers in business, the real estate market in Tulsa, and investment possibilities for college students.

In April, we will be hosts for a joint initiation with Gamma Epsilon Chapter from Oklahoma State University and Beta Epsilon Chapter from the University of Oklahoma, and we look forward to working and socializing with the Brothers of those chapters. Also in April, we will have our annual Rose Dance.

On May 9, Beta Chi Chapter will celebrate its 30th birthday with a banquet, followed by a party. We hope that many of our alumni will be able to attend. Remember, you are a Deltasig for life.

—JOHN J. THOMEYER

## CSU-SAN FRANCISCO

DELTA OMICRON CHAPTER at San Francisco State University had an exceptional semester last Fall by initiating 10 new members. We enjoyed working with the new initiates, and showing them what Brotherhood was all about. We are looking forward to a record-breaking membership development

program this Spring.

On November 2 we had our first Hamburger Feed of the year. It was a financial success, thanks to Brothers Anthony Wright and Kenneth Smith, our Fall semester Financial Chairmen. They were busy coordinating our donut and coffee sales to the night students, and they have been working on plans to sell during the day.

We have lined up an impressive speaking program this year. Our first speaker was Alumni Brother Frank Espina. Brother Espina is now employed by Arthur Andersen and he gave helpful information about the accounting field.

On October 21 we met with the Epsilon Theta Chapter from Chico State. They were in the Bay Area for a professional event, and we got together with them for a dinner-dance that weekend. It was good to show our then pledges that Brotherhood really does extend beyond our campus.

Two Brothers, Frank Patterson and Bob Dyer, represented our chapter in Toronto last Summer. For them it was a great experience, and they are still telling stories about it. We're looking forward to the next Grand Chapter Congress.

Delta Omicron Chapter had a successful Fall semester, and we are planning to further that success this Spring under the leadership of our new president, Armen Jalalian. Armen has graciously offered the use of his Tahoe condominium as the site of our chapter's semester-break retreat. Everyone is looking forward to the snow and all the fun.

Many Deltasigs graduated last December, including Lisa Stern, Kent Molyneaux, Jim

Lantz, and Bob Dyer. Best of luck to all the Deltasigs that graduated last semester.

—CONNIE M. GIBSON

## RIDER

THE BETA XI CHAPTER at Rider College has started a full swing program for the semester.

We are having an all out Rushing Program, headed by the new Senior Vice President Keith Breznovits. Keith is fortunate to have the aid of two previous Vice Presidents Lou Monticchio and Richard Windle. Yet seems as though the entire chapter is highly motivated towards a large and dedicated pledge class.

The present Pledge Master, Jim Fontana in cooperation with the past Pledge Master Joe Guider, Jeff Toll, and Joe Beitz, are in the process of changing certain aspects of the program. Brother Joe Guider during his Fall term made a couple of changes in the pledging program. One of the major advancements is the addition of the Alumni Signature Page. Brother Jim Fontana, working closely with his Ritual Chairman Nick Trapani, has added advancements to make this pledge program even better than the past ones.

A newly initiated Brother, Tony Stefanoni is very enthusiastic in his job of Vice President for Professional Activities. His professional program is both diverse and educational in structure. As an example, he has two tours scheduled, which highlights our calendar.

We would like to express our congratulations to all Winter graduates, especially our Brothers Mike Weitz, Paul Taylor, Pete Weitz and Steve Leonard.



Penn State Quarterback Chuck Fusina, left, draws the winner at the Fiesta Bowl Drawing, while President Joe Kochanz, of Alpha Gamma Chapter at Penn State, awaits the result.



We would also like to express an open invitation to all Alumni and Brothers from other chapters to visit some of our activities.

—WILLIAM PODHIRNY

#### VIRGINIA TECH

ZETA UPSILON CHAPTER at Virginia Tech is again working hard toward our goal of 100,000 points in the Chapter Efficiency Index. Our professional vice president, Debbie Marcum, has been extremely busy lining up speakers and movies to increase our knowledge of the business world and our points in that region of the CEI.

Recruiting is a problem that is common to all chapters. Our chapter is presently engaged in many varied advertising and recruiting techniques to increase our small but efficient membership.

With the approach of Spring, our intramural softball team members will be unpacking their dusty softball gloves in expectation of another winning season. Last year our girls and co-rec softball teams made it to the intramural finals and this year we intend to take the championship in both areas.

The chapter is in the process of re-evaluat-

ing its position with regards to its alumni members. In the past, we have not been as close to our alumni as we would have liked. We are now trying to close the gap between the alumni and our present undergraduate members and reaffirm our close ties of Brotherhood.

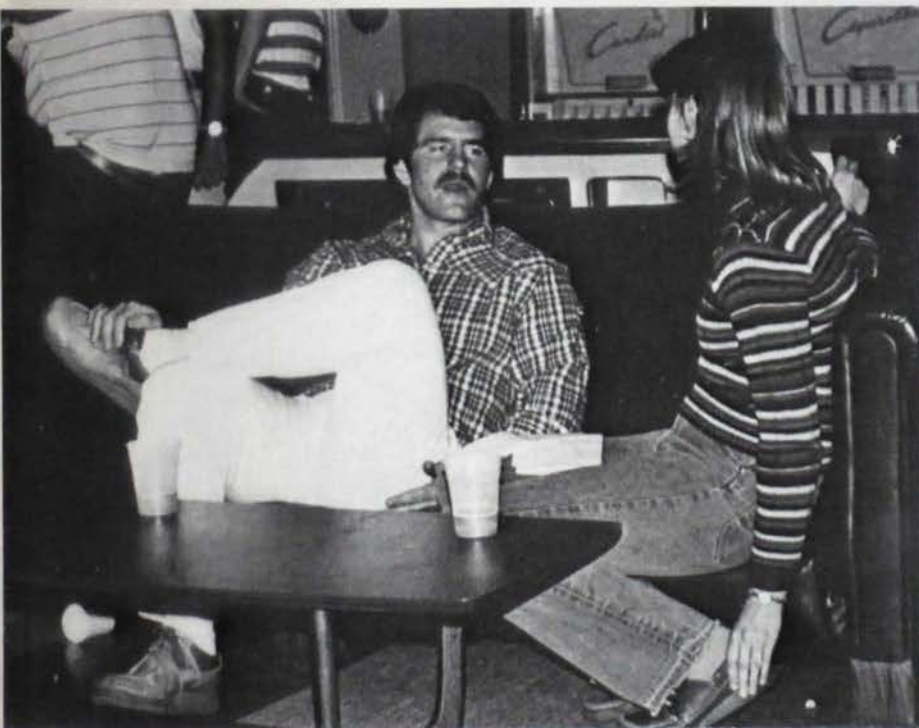
This year we will again be holding our wild and exciting Spring Blast. In the past, we have had some very interesting activities during our Spring Blasts. They range from horseshoe games at 3:30 in the morning to a table-top dancing contest. I am sure this year's Spring Blast will be another winner.

By the time you read this issue, several of our esteemed members will have gone on to bigger and better things. Tom Walk, our present President, will be attacking the financial world with his usual expertise, while Tim Moore will be expanding his knowledge in the field of retail management with Thalheimers. We, the Brothers of Zeta Upsilon Chapter, wish these graduating seniors all the luck in the world, with regards to their future endeavors.

—SCOTT BENNETT



Joe Osborne, left, of Gamma Phi Chapter at Texas-El Paso, presents an award to Dr. Tollen during the 1977 Rose Ball.



After fraternity business comes relaxation at a chapter social gathering by John McCaffrey, President of Theta Pi Chapter at Bowling Green.

#### CSU-SACRAMENTO

THE EPSILON PHI CHAPTER has learned a lot this past semester through its pledge class and interaction with the alumni. Bigger and better fund raisers are in the making, as well as our goal of attaining more professionalism. Another goal is to share ideas and activities with other Western Region chapters. With this goal in mind, we sent out a newsletter to those chapters.

Even though seven Brothers recently graduated, 15 new Brothers were initiated, of which six are new Spring semester officers. These new Brothers are very enthusiastic and are filled with many new ideas. Under the direction of our President, Brother Brad Viggiano, all members will be needed in the planning, coordination, and participation of all activities.

Near the end of the Fall semester, Brother Dave Michalski, our past Vice President for Professional Activities, put on a surprise program. It consisted of four Alumni/Faculty who spoke of professionalism and professional goals within the fraternity and the business world. It was one of our most interesting and thought provoking programs, from which we plan to use many of the ideas presented.

Adding a new idea to our Rush program is a reception in honor of the Faculty Brothers. Also, we are having a special afternoon professional program including the proposed professional activities outlined for the semester. Keeping with last semester's successful assignment, each pledge is required to have a personal interview with a professional business person in the field of their interest. These activities are coordinated through our Senior Vice President, Brother Kathy Hill, and our Vice President for Pledge Education, Brother Chris Bethany.

In order to utilize the resources of our advisors more fully, each has been asked to help coordinate activities in one of the following areas: Pledge Education, Alumni and Faculty, Scholarship, Fund Raising, Community Service/Special Projects, or Professional.



The fund raisers for this semester include our traditional Casino Royale, a Ski Sports Show, and a Discount Coupon Book sale. Brother Bob Loebel is helping coordinate and carry out these ideas.

The Brothers of Epsilon Phi Chapter wish all Deltasigs success in their endeavors, and to remember that we all "learn by doing".

—MARY L. NOWELL

#### OHIO STATE

THE NU CHAPTER recently welcomed a new advisor, Dr. William Berry into the fraternity. Dr. Berry is a professor in the management sciences department.

A fireside chat was held for members of the faculty and fellow business students during Fall quarter. The end of Fall quarter saw many Nu Chapter members attending the Sugar Bowl in New Orleans.

The chapter planned a Winter quarter raffle as one of its fund raising activities. Another activity being planned is a wine and cheese tasting party for members and pledges.

—ANNE FORD

#### FLORIDA ATLANTIC

THE BROTHERS OF Delta Sigma Pi's Zeta Phi Chapter at Florida Atlantic University have had yet another tremendous quarter. The numerous activities associated with fund raising, social, professional, rush and community service ventures here mentioned are but a few of the outstanding events that have transpired since the Winter quarter began in January. Throughout their planning and implementation, Brotherhood, combined with professionalism, was the keystone to the success, the fun and the learning/development attributed to these events.

As the quarter began in the second week of January, rush activities were already underway. Through both informal and formal smokers, students in the college of business were invited to review and be introduced to the International Fraternity of Delta Sigma Pi and the amiable host Brothers of the Zeta Phi Chapter. Through a unique method of going through all the dorms looking for potential members, (dorm storming), the Brothers were further able to spread the news about THE professional fraternity.

As in previous quarters, the Brothers have helped the community by rolling up their sleeves and donating blood to the local blood bank. A picnic for the fatherless boys of the local "Big Brothers" organization proved to be extremely rewarding for all who participated. Community Service events have never meant more to each Brother.

The ability to procure funds to allow the Brotherhood to participate in the various social events has always been a high priority. This quarter, a marketing survey for the local newspaper and a department store combined with the traditional car wash to produce funds for these events. The Spring quarter banquet is being planned and all is underway to ensure a terrific banquet. Picnics, impromptu parties and a "paint-the-town-red" night were highlights of the social events of the Zeta Phi Chapter.

The area of activity that we Deltasig Brothers are proudest of is our professional

program. Aside from a tour and guest speakers from local industries, the main event occurred on Tuesday, January 17, at the university. Mr. Walter Oliphant, Retired Manager and partner of the Arthur Andersen CPA Firm spoke on the decision to be made by a committee of which he is a member. This committee is formulating how and by whom corporate auditing standards will be established in the future. We were also pleased to hear from Mr. Nick Campbell, head internal auditor of IBM's central office located in New York. Mr. Campbell flew down from New York to present the corporate view of auditing and also commented on Mr. Oliphant's committee decision. The audience was very appreciative of the talk and all who were there benefitted greatly by it.

As can readily be seen, the Winter quarter for the Zeta Phi Chapter has been an extremely effective one. The numerous activities that were enacted to promote Brotherhood and professionalism served their purpose well. Each Brother in the chapter served both the role of planner and of activist in the implementation of these events. And stressing once again the Brotherhood and professionalism in which these events were accomplished, the quarter has been even more successful for the Zeta Phi Chapter of Delta Sigma Pi.

—DENNIS MORAN

#### NORTHEAST LOUISIANA

THE ETA OMICRON CHAPTER at Northeast Louisiana University is continuing to enjoy the best year in the history of our chapter. We're getting bigger and better all the time.

Due to the graduation of several officers our chapter is now under new management. Our current officers are Daryl Cameron, president; Kim Alpha, senior vice president;

Kathy Taken, vice president of pledge education; Lonnie Lockhart, vice president for professional activities; Al LeBrun, chancellor; Lois Klemme, secretary; Kathryn Medina, treasurer; Janet Wood, historian; Bridget Larkin, social chairman; Kristin Hogarty, newsletter editor; Lisa Stafford, Delta Correspondent; Betsy Show, athletic chairman; and Marion Miller, CEI Chairman.

What a great semester we're having! Northeast Brothers sure know how to plan a party. One new idea for rush week was Meet-the-Faculty program. This idea proved to be a huge success and very beneficial both students and faculty.

Following our Mardi Gras holidays, our semi-annual retreat was held at the cabin of Scott Ellen, Deltasig alumnus, in El Dorado, Arkansas. The retreat included a tour of the area and B Electric Supply provided by Ray Ellen, Scott's dad, a workshop to discuss the semester's activities, and a chance for the pledges and Brothers to become better acquainted.

Our professional program has consisted of tours to the GM Guide Lamp Plant, Monro and International Paper Company, Bastrop, Louisiana. We also have had a banker, a realtor, and the Secretary-Treasurer of Monroe speak to us. Another special feature of our professional program is our annual Student-Faculty Business Leadership Seminar held in April. This program gives every business student involved a sense of belonging in the business world.

On the lighter side, our chapter plans several sports activities each semester. One such activity was an interchapter flag football game against the Beta Psi Chapter. Our fighting Indians left those poor bulldogs whimpering with a final score of 6-0.

Special congratulations go to Brother Paul Spencer who was chosen to represent the U



Vice President for Professional Activities Denny Day, of Epsilon Eta Chapter at Eastern New Mexico, presents a certificate of appreciation to the University President, Dr. Warren Armstrong, following his talk on the goals and ideals of the university.



S. at the Karate-Do World Championship Tournament in Tokyo.

Wishing you and yours a great semester.

—LISA STAFFORD

## EASTERN ILLINOIS

EPSILON OMEGA CHAPTER at Charleston, Illinois, will be celebrating its fourteenth birthday on April 18. A big celebration is expected. We are anticipating another good pledge class for the Spring semester. Of our 10 new Brothers from the Fall semester, three are currently holding offices.



Ann Rowan of Zeta Omega Chapter at Northern Arizona shares the joy of children at the Big Brother/Little Brother picnic sponsored by the chapter.



Theta Tau Chapter at St. Cloud State lost the intramural championship game, but finished with a 9-1 season, helped by the pass rush shown.

We would like to extend our congratulations to recently graduated Brothers Jim Farrell, Tom Kelley and Paul Bjork. Congratulations are also in order for Brother Rob Grell who was recently initiated into the honorary fraternity of Delta Mu Delta.

Our professional program appears to be bright this semester with tours to State Farm Insurance, Bloomington; and R. R. Donnelley, Chicago; with many on campus speakers and many more tours planned by Brothers Bill Fancher and Dave Nord. Chapter Efficiency Index Chairman Brother Mike Hanrahan expects the Epsilon Omega Chapter to reach its 100,000 point goal before the end of the semester.

Our chapter is also looking forward to Spring which brings our annual softball tournament and our Rose Banquet. We are expecting a good turnout for our tournament and for the party afterwards. Our Rose Banquet is tentatively scheduled for April 29, at the Charleston Country Club. Our pledge-member softball game held in late Spring each year is always a highlight for pledges and members alike.

—BRAD IRLE

## NEBRASKA-LINCOLN

THE BIG EVENT of the year for the Alpha Delta Chapter at the University of Nebraska-Lincoln was the Delta Sigma Pi Basketball Marathon on December 2, 3, and 4. The 44-hour marathon featured the Deltasigs playing 23 opposing teams from throughout the city of Lincoln. The proceeds from the marathon, donated by various generous individuals and businesses, amounted to over \$1000. This money went to giving a Christmas party and presents to the Nebraska Center of Children and Youth and Lomar Hostile-Lancaster Office of Mental Retardation on December 10.

The 1978 North Central Regional Basketball Tournament was another activity that the Alpha Delta Chapter participated in. This year the Tournament was sponsored by Theta Tau Chapter at St. Cloud State Univer-

sity and was held February 17 through the 19. Thank you Brothers of Theta Tau Chapter for a great Tournament.

Alpha Delta Chapter's officers for the Spring semester are: President, Jeff Doerr; Senior Vice President, Kent Johnson; Vice President for Professional Activities, Barb Ewerth; Vice President for Pledge Education, Steve Amen; Secretary, Vicki Fraka; Treasurer, Dave Kranau; Chancellor, Ray Baker; and Historian, Joyce Robb. These officers, along with the rest of the members, have been doing their best to make the Alpha Delta Chapter a worthwhile organization.

—LYNN EAO PAUSTIAN

## WAYNE STATE

THE ETA PI CHAPTER at Wayne State College has been busy with various activities since the start of the 1977 Fall term. The semester got off to a great beginning with a successful smoker that interested many new recruits into joining the fraternity. The initiation activities and the banquet which followed was enjoyed by old and new members alike.

The outstanding highlight of the Fall term was the pro-tour to Minneapolis, Minnesota. The group visited the Betty Crocker Kitchens, 3M Corporation, Tonka Toys, and the Federal Reserve Bank. The trip was informative and interesting along with being a memorable event for all who were involved.

Money making projects for the term were discount books for the students and faculty, and a raffle ticket drawing for a delicious ham.

Two speakers, Paul Klever of Omaha, Nebraska, speaking for the Small Business Administration, and Terry Mason, also from Omaha, representing the Northwestern Bell, related to the Brothers appreciated facts and knowledge of the world of business.

The Brothers of Eta Pi Chapter wish all Deltasigs the best of luck and success during the future months of 1978.

## PHILADELPHIA TEXTILES

THE BROTHERS OF the Eta Xi Chapter welcome the Spring semester with many expectations.

Our professional program organized by Brother Barbara Moshinsky includes some very interesting speakers for the Spring semester. Brother Steven Eyster, who is currently employed at Strawbridge and Clothier in Philadelphia, is one of the many speakers we have lined up. Another big part of our professional program is a tour of Exxon Corporation. This was arranged by Brother Bill Clay, our President, who is presently working at Exxon.

Special emphasis will be placed on fund raising and expanding our professional program this semester. We will continue with our weekly soft pretzel and bake sales. The real boost in our fund raising program will come from a 50/50 raffle. A Beef n' Burp night is also planned here on campus. This will serve two purposes: to raise money and as a social event.

Our social calendar for the Spring semester is highlighted by our Rose Banquet, scheduled for March 31, 1978. It will again be held at the Inn of the Four Falls in Conshohocken, Pennsylvania. Other activities include a



Valentine's Day party and a "Meet the Faculty Night".

At this time we would like to extend our congratulations to graduating Brothers Michelle Zabolotny, Vincent Brown, Linda Mui, Jim Smith and Joe Farrell.

Eta Xi Chapter looks forward to another successful semester and wishes the best of luck to all other chapters. Until next time we remain in Brotherhood.

—DOREEN SCARANGELLI

#### NEW MEXICO STATE

EPSILON UPSILON CHAPTER at New Mexico State University gained 30 new Brothers at our Fall initiation ceremonies and celebrated our banquet at the Palm's Motel on December 3. Two of the new Brothers were faculty members and more than half were female additions. Four Brothers were graduated leaving our chapter over 50 strong for Spring.

Our newly elected officers are Duke Rodriguez, president; Susan McCarter, senior vice president; Nancy Fissel, vice president for pledge education; Cody Leser and Joe Wilkenson, vice presidents for professional activities; Bob Ragsdale, chancellor; Rex Lish, treasurer; Ken Craig, secretary; and Bill Peters, CEI Chairman.

Last Fall our annual food drive netted food baskets for more than 30 families. Over 60,000 CEI points were attained last Fall and we are well on our way towards the achievement of the 100,000 mark. In intramural sports we are looking for at least a winning season in water polo and our usual high ranking in baseball. We extend our best wishes for the Spring semester to all Brothers.

—ALBERT JORDAN

#### MISSISSIPPI STATE

GAMMA DELTA CHAPTER of Delta Sigma Pi has been busy this year. We observed Founders' Day on November 11, and had a big celebration.

There were 21 pledges initiated into our chapter last semester, and look for a lot of new pledges next semester. The pledges held a fund raising drive for St. Jude's Hospital in Memphis. They collected over \$400 for that event.

The chapter sold candles as a fund raising project. Also, the Gamma Delta Chapter sponsored a family for Christmas and took them canned goods and other kinds of food.

The chapter is also pleased to acknowledge that Mike and Sandy Young are the first married couple as undergraduate members in the Southern Region.

The Gamma Delta Chapter expects a busy Spring semester with 44 active members.

—JIM CHISHOLM-MELANIE SANSONE

#### WESTERN KENTUCKY

SPECIAL GREETINGS TO all our Brothers from the Zeta Theta Chapter of Delta Sigma Pi. We would like to take this opportunity to give all Deltasig chapters our best wishes and to let you all in on a few of our projects this Spring semester.

Our chapter initiated a fine pledge class last Fall, and believe that it was a rewarding experience for everyone. We always hope that we instill in our new members a deep desire to be an ideal member and to make our chapter an ideal chapter.

The Zeta Theta Chapter is looking forward to an exciting and busy semester. Our professional program should prove to be very interesting, with tours of major businesses in the Bowling Green area, as well as in Owensboro, Kentucky, and Nashville, Tennessee. Along with our tours there will be professional speakers and films. These should constitute an important portion of this program.

A big event on our calendar for this Spring semester will be the Recognition Banquet for Dr. Williams Jenkins, Jr. Dr. Jenkins is an outstanding man in the community as well as the university.

We, the members of the Zeta Theta Chapter, hope all other Deltasigs are looking forward to this semester as we are. Good luck in your endeavors, and we hope this semester proves a prosperous one for every chapter.

—LEANNE CLASBY

#### PENN STATE

THE MEMBERS OF Alpha Gamma Chapter at Penn State welcomed Chapter Consultant Danny LaFont, at a regular business meeting. Even though delayed by heavy snow, Dan managed to make the trip and talk with the membership and pledges in the areas of motivation and faculty involvement. His emphasis on personal contact led us to successfully motivate non-active members to a greater level of involvement in chapter activities. The same approach was used with present faculty Brothers and other members of the business faculty.

Our major fund raising project for the first half of the year was the raffing of a trip for two to the Fiesta Bowl in which Penn State's football team participated. Penn State quarterback, Chuck Fusina, drew the winning ticket.

The second chapter newsletter has been sent out to alumni Brothers, The Central Office and other Deltasig chapters. It contains reports on activities, upcoming professional speakers and information concerning the annual alumni banquet to be held in May.

Larry Myers was once again chosen as Alpha Gamma Chapter's candidate for Under-

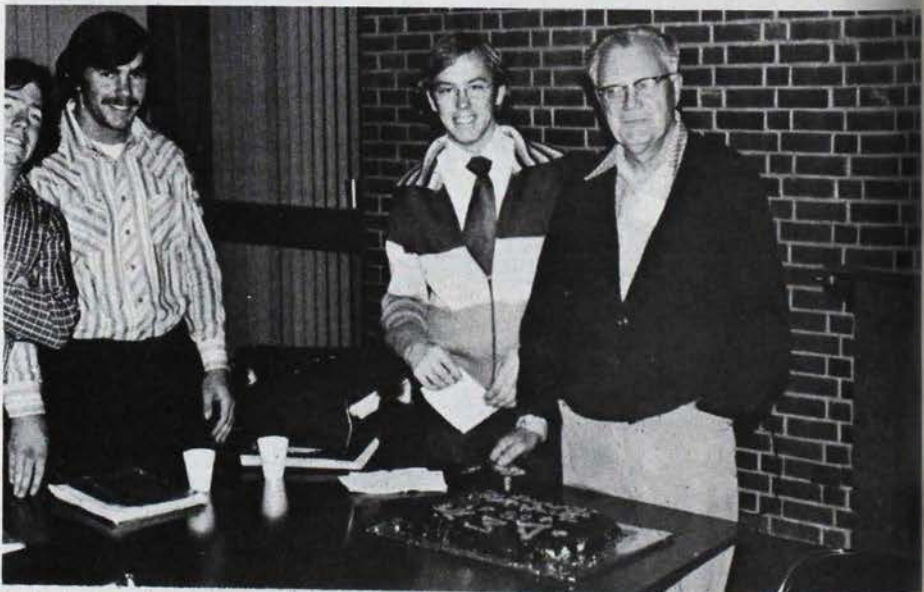
graduate of the Year. The membership pledges its support and wishes Larry much luck in the regional and national competition.

—MARY KAY TOMLINSON

#### MISSOURI

THIS PAST YEAR, the Alpha Beta Chapter of Delta Sigma Pi has been a very active business fraternity. Our professional activities have taken us on trips to Memphis, Tennessee, and Chicago, Illinois. Both trips were rewarding in terms of the exposure to the business environment and the experience gained from meeting those professional businessmen. Our chapter has had many prominent professional men speak before us here at the University of Missouri. Among those were Mr. R. Walters, real estate developer in Columbia, Missouri, Mark Vittert, entrepreneur, and Richard Bromley, Vice President of the Boatmans Bank. These men gave valuable insight into some of the outstanding job opportunities that exist today. Another highlight for our chapter is the annual Rose Dance, held in commemoration of our chapter's birthday on March 23. A good time was had by all which helped us in our goal for Brotherhood. Our many activities were successfully financed through our money making project, the operation of a concession stand at the M. U. football games. Another exciting project in which our chapter took part was a fund raising drive for Multiple Sclerosis. For Alpha Beta Chapter, this involved pushing an empty wheelchair on a 100 mile route. Support from the community was overwhelming for us and for the fight against Multiple Sclerosis. In addition our chapter increased in membership this past year, through two very successful rush programs. Our success stems from the active recruitment done by the body of the active chapter. Communicating the positive aspects of being a Delta Sigma Pi face to face with friends and classmates seemed to have proven to be the most effective means of recruitment.

—WILLIAM KIDWELL



At Founders' Day was Harry Jefferson, charter Chapter Advisor of Epsilon Theta Chapter at C.S.U.-Chico, seen with Kent Ball of the chapter.



## INDIANA

AS THE END of the semester approached the Alpha Pi Chapter at Indiana University wound up its affairs with its annual Rose Dance on December 14, at the Fireside Inn. In spite of all the snow and sub zero weather the turnout was better than expected and the night was highlighted after Connie Evans was crowned as Alpha Pi Chapter's 1977 Rose Queen.

The Brothers of the Alpha Pi Chapter would also like to extend our congratulations to our December graduates; Brothers Tom Blignaut, Annie Reed, Rick Vine, and Randy Rudecki. Their effort and devotion will be missed by all of us. We are confident that they will find their rewards in their chosen fields and sincerely wish them the best of luck ever.

December 14 was also a special night for our chapter as Mr. John Connors became the third honorary initiate in the history of the Alpha Pi Chapter. Afterwards, we were honored with his presence at our Rose Dance festivities.

This year's co-winners of the Delta Sigma Pi teachers excellence award were professors Lloyd Vann Seawell, and Charles M. Hewitt. Both have been long time favorites in Indiana's Business School.

Looking forward to another successful semester, we look to our newly elected officers under the guidance of Tom Libertone, next semester's newly elected president. We have relatively young, but very enthusiastic leadership, who are eagerly awaiting the challenges of the upcoming year. Special congratulations go to Joyce Butz and Andrea Morow who became Alpha Pi Chapter's first female officers.

The newly elected officers, along with the rest of the chapter, are planning a get togeth-

er soon in the hopes of establishing better lines of communication and participation in our chapter.

In the meantime, the Brothers of the Alpha Pi Chapter would like to extend their wishes to all Deltasigs for a happy and productive semester.

## MARYLAND

—DEAN UMINSKI

GAMMA SIGMA CHAPTER'S Founders' Day Formal held at the Other Barn in Columbia, Maryland, on November 12, culminated a very rewarding and eventful Fall semester. The initiation of 25 new Brothers the week before and a very successful semester of fund raising made the chapter's 27th annual ball even more enjoyable.

One of Gamma Sigma Chapter's community projects was the participation of two Brothers, Geri Kessler and Chris Heller in the "Dancers Against Cancer Marathon" held in October at the University of Maryland. The chapter also won a color television set in the marathon for having the most telephone contributions of money. The television set was raffled off and the proceeds added to the chapter's treasury.

John Watton, the Chapter Consultant, was the special guest of Gamma Sigma Chapter on December 1. Brother Watton participated in the meeting by addressing the Brotherhood.

The Brothers would like to congratulate their newly elected officers for Spring 1978. They are President, Bill Shaw; Senior Vice President, Geri Kessler; Vice President for Professional Activities, Rich Middleman; Vice President for Pledge Education, Artie Negrin; Chancellor, Corey Feldman; Secretary, Nancy Robbins; Treasurer, Teresa Cunningham; Historian, Jack Morin; CEI Chairman, Dan Reznikov; and Chapter Advisor, Wayne Brent.

The big event planned for the Spring semester is the "Chapter Retreat". This Retreat will be held at the University of Maryland in January and is sponsored by Gamma Sigma Chapter's Advisor, Wayne Brent. The theme of the Retreat is the promotion of Brotherhood and a renewed sense of direction, purpose and unity.

## LEWIS

THE ZETA XI CHAPTER at Lewis University had a very busy and successful Fall semester and we are looking forward to an even better Spring semester.

Our Fall Pledge Class yielded six excellent new Brothers; David L. Converse, Karen M. Ercoli, Michael P. Glaubke, Steven W. Peterson, Joan T. Polke, Elaine M. Roa, and a new faculty Brother, Dr. Paul A. Whelan, the President of Lewis University. We are anticipating similar success with our Spring Pledge Class, which looks very promising.

Congratulations are in order for our two most recently graduated alumni, Brothers Robert A. Kwasiborski and Leonard A. Paulka, who received their diplomas this past January.

In February, we supplemented our rushing and recruiting with a dance featuring a wet T-shirt contest in the Student Union Building on campus. It enhanced our image on campus and really helped our recruiting efforts.

Our professional plans for the semester include a tour of Continental Bank in Chicago and a visit from a representative of Playboy. Professional activities last Fall included Speaker Harold Gully, Vice President of Public Relations for the Leo Burnett Advertising Agency, and a speaker who discussed tips on taking interviews.

The Brothers of Zeta Xi Chapter wish all the Brothers a very successful and profitable Spring semester.

—CHERYL A. REZNICEK

## OKLAHOMA

BETA EPSILON CHAPTER at the University of Oklahoma recently incorporated the office of Assistant Secretary into its bylaws. Pat Philliber will act as the new Assistant Secretary and will assist the Secretary of the chapter to carry out his duties more efficiently and to help Beta Epsilon Chapter increase public relations between the chapter and members of the faculty, the alumni, and the business world.

To increase the amount of funds available to the chapter, the Brothers have been working with a local marketing promotion firm in the distribution of various advertising media. This project has generated a substantial amount of revenue for the chapter.

Beta Epsilon Chapter is also involved with preparations for the joint initiation with Beta Chi and Gamma Epsilon Chapters, to be hosted in April by Beta Chi Chapter in Tulsa, Oklahoma. In addition, the Brothers have started plans for the Spring awards banquet to be held in late April.

—CHET ROWLAND

## BALL STATE

EPSILON XI CHAPTER sends greetings to all Deltasigs, and I am pleased to report that the Brothers of this chapter have been busily striving toward achieving 100,000 points in



Epsilon Eta Chapter at Eastern New Mexico distributed bumper stickers, as shown, to boost contributions to the Roosevelt County United Fund. Shown are Gary Williams, left, and Steven Smith, right.



the Chapter Efficiency Index.

Three of us had the opportunity to be among students who met and discussed our College of Business with an accreditation team for the American Assembly of Collegiate Schools of Business.

At the time of this printing, we will be busy working with our third pledge class of this year, as we have been very successful in recruiting new Brothers for Delta Sigma Pi.

Our professional program is progressing well after a slow period during the Winter months and we all anticipate another successful year.

Our annual Winter Banquet was held in February at the Holiday Inn in Indianapolis, and it was enjoyed by all who attended.

Sportswise, we have had a fairly successful year so far. Our football team went undefeated, and our basketball team did well also. Our team name was the Delta Sigma Pirates.

We have had a change of advisors this year: Dr. Winfred Wagoner is continuing as advisor and Dr. Richard Fleming and Mr. Frank Stapleton are our new Chapter Advisors.

Until next time, may all you do and say be for the well-being of your Brothers and our great fraternity.

—BRUCE W. MILLER

#### MIAMI-OHIO

ALPHA UPSILON CHAPTER has been extremely active again this semester. We had a large turnout at our rush functions and the pledges we initiated are a highly qualified group of men and women. Their active involvement in our chapter indicates that we will have another good year. Anna May Brennan, vice president of pledge education, has done an excellent job in making the new pledge class feel like an important part of our fraternity.

Jan Conversano, vice president of professional activities, has a lot of new ideas for our professional program. Being more active with the business faculty is one of the goals we have aimed for. A weekend tour was also planned for our chapter to visit one of our Brother chapters. Our annual Playboy Club visit was also a highlight of the semester.

Our president, Monica Milner, has put in a lot of effort in order to create closer bonds between our current members and Delta Sigma Pi. The activities and goals that have been planned are for the benefit of the fraternity, as a whole, and not just for the separate individuals.

Our athletic ability has really excelled this semester. We have had an excellent record in both basketball and softball.

To conclude this semester, we have planned a Senior Farewell Banquet. The large number of our senior members will definitely be missed. These seniors are: Gary Showalter, Mike Carollo, Mary Ann Lavery, Scott Feldmaier, Dave Brethen, John Adams, Brad Bays, Tracy Blake, Dave Braun, Dan Davis, "Big Al" Englebrecht, George Gevas, Julie Hart, Scott Henderson, Elaine Holandsworth, Ken Johns, Keith Lyons, Dave McAdams, Julie Maloney, Andy Stroehlein, Ann Taylor, Diane Teets, and Diane Watton.

The Alpha Upsilon Chapter would like to extend their wishes to all Deltasigs

throughout the remainder of 1978.

—DANA L. HILL

#### DENVER

ALPHA NU CHAPTER at the University of Denver plans an informative and provocative professional program for the Spring Quarter of 1978. Among the several speakers lined up for these three months, we will have one speaking on the subject of minority business, another from a local real estate firm, and a labor advocate.

We recently took tours of Johns-Manvills National Headquarters, and the Denver Post. Both proved fascinating, and were well attended. Most of us had never seen a newspaper at work, much less the operations of a large multi-national corporation.

In addition to tours and speakers, Alpha Nu Chapter had another successful pledge program in March, as well as a money making quarterly booksale. We are planning our next blood drive, and anticipate success equal to our Fall drive. The Alpha Nu alumni continue to be very active, and we plan more activities with them this Spring.

—CAROLYN L. MARCUS

#### MISSISSIPPI COLLEGE

ZETA IOTA CHAPTER at Mississippi College had a successful professional program and fund raising program Fall semester 1977. Among our many professional speakers, we enjoyed hearing Mr. Brad Dye, former Treasurer of the State of Mississippi, who is currently the President of Jackson Savings and Loans, and we have also had several professional meetings in the Media Center at our college.

Our fund raising projects have also been very profitable. Along with our weekly doughnut sales in the dormitories, the Brothers of the chapter distributed Christmas catalogs door-to-door in the Jackson area for a local retail store.

Initiation for Fall semester was held December 4. Following this, we had a dinner where we were pleased to have as our speaker Brother Mark Pace, a former President of our chapter, who spoke about what Delta Sigma Pi has meant to him, and inspired our new members. James Berry was selected outstanding pledge and was presented with a plaque at the dinner.

The chapter would like to extend their best wishes for a successful Spring semester to all chapters.

—KATHRYN A. WATERBURY

#### GEORGIA SOUTHERN

EPSILON CHI CHAPTER has been working on plans for Career Day. This will involve local businesses and businessmen. The students of the School of Business will be able to talk to these people about their career fields, jobs, and places of business. A date has been set for some time in April.

This quarter has provided us with tours and speakers. The tours were made to businesses in the Statesboro and Savannah areas. We were glad to have one of the professors of the School of Business speak to us at one of our meetings.

Our rush for the quarter turned out well. The pledges are working hard on their pledge material and projects with us. We have one faculty member to be initiated this quarter.

At our Fall Quarter initiation 14 new members were initiated. The message for their initiation banquet was given by Bob Busse.

Congratulations to Billy Parker who received the Undergraduate of the Year for the Epsilon Chi Chapter.

—LYNDA S. SAPPINGTON

#### PITTSBURGH

LAMBDA CHAPTER at the University of Pittsburgh has concluded its busy Fall Term and is proceeding with the Winter Term as the members work earnestly toward another successful attainment of 100,000 points in the Chapter Efficiency Index.

Lambda Chapter has had an excellent professional program this year. Guest speakers at their professional meetings have included Pennsylvania Senator Mike Shaefer, Jack Loynd, Vice President-Labor Relations of Allegheny Ludlum Steel and Dr. Lawrence Drouman of Westinghouse Corporation, Nuclear Reactor Division. A trip inside an experimental mine was arranged with the U.S. Department of the Interior, Bureau of Mines. Members were given permission to tour an experimental mine project located at Bruce ton, Pennsylvania.

Another activity sponsored by the Lambda Chapter was a Christmas Party at Camp Sleepy Hollow, a residence for homeless young boys. This party made the holidays a little brighter for both the residents of Camp Sleepy Hollow and the Brothers of Delta Sigma Pi.

The Brothers are now planning their Spring activities and are looking forward to continuing their busy pace.

—CYNTHIA M. LEPCZYK

#### OHIO

ALPHA OMICRON CHAPTER of Ohio University finished up a very active Fall Quarter. On Friday, November 4, several important events were noted. First a chapter brunch was held, followed by a tour of McBee Systems, Inc., a maker of paper accounting forms, located in Athens. In the evening the Fall pledges sponsored a mixer. The initiation banquet held at the Sportsmans Club was again a great success on the following weekend.

Brothers Ted Jackson, Gary Sisi, and Ed Nemerever attended a seminar in Cleveland and are currently working with the Department of Economic Education on a new course offering. This new course will be designed to increase student awareness on fuel consumption in the United States.

One of our goals for the upcoming quarter is to have closer contacts with alumni of Alpha Omicron Chapter. Brother Dave Westlake is heading a newsletter committee that sends out a quarterly paper to inform past graduates of upcoming events. At this time we would like to congratulate graduating senior Desi Mayer for making many contributions to the fraternity.

—JAMES W. BEAMISH

#### WISCONSIN-LA CROSSE

ETA RHO CHAPTER at LaCrosse began the Fall of 1977 semester with a formal rush. We were able to recruit 20 pledges, which is one of the largest pledge classes in our chapter's history. All our officers were extremely pleased with this semester's pledge turnout.



On October 12, 1977, the chapter sponsored an all campus Career Day. Forty companies participated in the event. The representatives spoke to students about career opportunities in many fields. The day turned out to be very successful, since over 1,000 students attended.

The Brothers of the chapter went to Rochester, Minnesota, to tour the IBM Plant on October 13, 1977. A brief introductory film was shown and then the Brothers toured the

accounting, production and computer science departments. The tour was followed by a dinner at the Ground Round Inn in Rochester. Vice President of Professional Activities Gary Ragatz was very pleased with the tour.

Last semester's initiation was held on November 19, with the banquet on the same evening at the Hoffman House in LaCrosse. Many alumni were present which highlighted the event.

The Brothers of Eta Rho Chapter would

like to wish all chapters a successful and enjoyable semester.

—DAVE SEBION

#### LOUISIANA TECH

GREETINGS TO ALL fellow Deltasigs from Beta Psi Chapter, Louisiana Tech University.

We at Beta Psi Chapter fervently wish all chapters as good a year as we have experienced. Initiation of 22 new members and a Spring pledge class in full swing is providing Beta Psi Chapter with the "cream of the crop" from Tech's College of Administration and Business in terms of dedication and leadership.

The election of new officers, which saw many outstanding candidates vying to better serve their chapter, was exciting as Beta Psi Chapter chose who would lead them to yet another 100,000 point year. A program of speaker meetings and a field trip rounded out a full and productive Winter for Beta Psi Chapter.

—DIANE K. DELK

#### SOUTHERN ILLINOIS-EDWARDSVILLE

ETA SIGMA CHAPTER has once again embarked on a successful year by initiating four enthusiastic business students Fall Quarter. With the changes in this year's rush program, it is hoped that more students might choose to pledge Delta Sigma Pi. Since initiation has been moved to after finals week, the members are able to give their complete attention to the task of initiating the pledges.

With the chapter members focusing on the professional foundation of the fraternity, our professional program has been very successful this year. Some of the programs have included a tour of Anheuser Busch, a program of speakers including President Shaw of SIUE and the President of Cottonwood Corporation. Our professional program has also included a presentation by one of our alumni each quarter.

In the true spirit of students of business, the Deltasigs at SIUE have an enormously successful financial program, with our annual pumpkin sale vying for the top money maker spot with our now infamous Dead-Man's Hand poker booth. Another big money maker has been the baked goods and hot dog sales. Students look forward to the Delta Sigma Pi Bake Sales for a break from the routine cold lunch.

Socially, chapter members learned how to get lost in St. Louis during the Birthday Social Car Rally in November. Chapter members and alumni rang in the New Year together, and for the annual Rose Ball we returned to the Flaming Pit Banquet Center for an evening of Brotherhood and fun. Our annual member vs. alumni Rollerhockey game produced the usual number of bruises and casualties, but proved to be an enjoyable night for all nonetheless.

The Eta Sigma Chapter wishes all our Brothers a successful and prosperous 1978.

#### WESTERN STATE

ZETA KAPPA CHAPTER at Western State College is continuing to make the 1977-78 school year an excellent one. A successful rush program allowed pledges to enjoy a Winter ski trip to Keystone and a Spring break excursion to Los Angeles with the



Walt Mizener of Epsilon Omega Chapter at Eastern Illinois promotes the Hairy Chest Contest on campus for the benefit of the Heart Fund.



Epsilon Phi Chapter members at C.S.U.-Sacramento rode bikes in the Bike Ride for the Heart and Lung Association as a community service project. Here Linda Ham persuades alumnus Mike King to ride.



Deltasigs.

Throughout the year we were privileged to have several distinguished speakers such as S. C. Smock, a former executive of Proctor and Gamble. Money raising projects included concessions for sporting events, the annual raft-affle for Springfest, and various movies. Other activities were Inter-Greek functions, intramural sports, and tours to King Soopers and Royal Color photo lab.

The year ended with another excellent Rose Banquet, with many alumni returning to renew old acquaintances. Individual interests allow the Zeta Kappa Chapter to become a more unified fraternity.

### BOWLING GREEN

THE OFFICERS OF THETA PI CHAPTER are concluding their one year term in office this month. There were 22 pledges initiated in late February to make the total of 66 new initiates during this one year term. The biggest asset in getting this number of initiates was the excellent pledging program of Brothers Kevin Cochran and Stan Striker.

The professional program was highlighted by tours of Cain's Potato Chip factory, Dana Corporation, and Whirlpool Corporation. Also, speakers that entertained our membership were a Professor of Marketing, the president of an advertising agency, and a broker from a brokerage firm.

The social life in Bowling Green is far from great, but the members of the fraternity try to make the best of it. Some of the social events over the past two months that Theta Pi Chapter has engaged in are a trip to see a Cleveland Cavaliers vs. Portland Trailblazers basketball game, an all day ski trip to Michigan, and a combination basketball-volleyball game with the business faculty with a small party afterwards.

In closing, we at Theta Pi Chapter hope your Winter was pleasant and we also hope that your Spring is even better.

-DAN KERKHOFF

### CINCINNATI

ALPHA THETA CHAPTER at the University of Cincinnati is active in several continuing projects this year. These projects include sponsoring and advising a Junior Achievement Company and being a member of the National Association of Student Service Agencies, organized by Campus Dimensions, which provides such services as Market Research, Product Sample Distribution, and Organizing Special Sponsored Promotions for Companies. We feel our fraternity has been able to gain valuable experience from these endeavors.

Our professional activities center around the theme of "Social Responsibility". Some of the activities consist of being involved in a panel discussion with three staff members of Jewish Hospital in the area of Hospital Administration and an informative talk by James Coogan of Coogan and Brose law firm. We will be bringing in other speakers in the areas of Insurance, Media and Environmental Conservation.

Our recent Winter rush program was a success. We initiated 15 new members into the chapter.

We, the Brothers of Alpha Theta Chapter, wish all of you the best of luck and success during the future months of 1978.

-DIANA L. FLUEGEMANN

## merger

Stephen B. Kaup, *South Florida*, to Serena C. Westberry, on December 10, 1977, in Bradenton, FL.

Bernard Frinsco, Jr., *Pittsburgh*, to Georgette Lee Peterson, on November 26, 1977, in McKeesport, PA.

Kenneth Lee Babbitt, *Georgia College*, to Vickie Lynn Ross, on October 29, 1977, in Warner Robins, GA.

James M. Barger, *California State-Sacramento*, to Teri Lee Daigle on July 16, 1977, in Sacramento, CA.

Thomas J. Boyd III, *Rider*, to Mary Lou Thomas, on October 1, 1977, in Riverside, NJ.

## dividends

To Brother and Mrs. Raymond E. Hodge, *Virginia Tech*, on July 14, 1977, a daughter, Michele Lynn.

To Brother and Mrs. George L. Fisher, Jr., *Georgia State*, on November 4, 1977, a son, George L., III.

To Brother and Mrs. Robert M. Pratt, *SUNY-Buffalo*, on September 1, 1977, a daughter, Kathleen Ann.

To Brother and Mrs. Richard J. Delaney, *SUNY-Buffalo*, on September 8, 1977, a son, Matthew Michael.

To Brother Donna Davis, *Pittsburgh*, and husband Michael, on September 20, 1977, a son, Ian Michael.

# bulletin board

### \*50th ANNIVERSARY

Alpha Omega, DePaul University, June 2, 1928-1978

### \*DEADLINE

Deadline for the May, 1978 issue of the magazine was February 25, 1978.

### \*ADDRESSES

No Directory of Chapters is published in the magazine. Chapters or clubs needing names and addresses of the chapters should contact The Central Office. Directories are issued from The Central Office in November and March of each year.

### \*REGIONAL CONFERENCES

Begin planning now to attend your Regional Conference in Fall 1978. Further information will be sent to you by your Regional Director. Announcement of dates and locations will appear in the May, 1978, magazine.

## NOTICE OF ADDRESS CHANGE

Please change my address as follows:

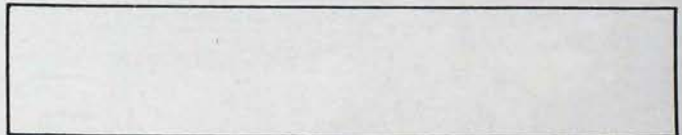
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\_\_\_\_\_ city

\_\_\_\_\_ state

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Please attach address label here



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



# personal mention    life members

Robert V. Miller, Jr., *Texas Tech*, has been appointed an Adjunct Assistant Professor at the University of Texas at Austin. Brother Miller teaches a course in Advertising Media in addition to his work as president of Duplex Advertising Co. of Austin, TX.

James L. Prescott, *Loyola-Chicago*, has a new position as accountant with Garden City Envelope Company in Chicago, IL.

James E. Murray, *Pittsburgh*, has had a promotion to Operations Manager of Minute Men, Inc., an electronics repair company in Glassport, PA.

Richard R. Reader, *Florida*, has become the Corporate Benefits Analyst for Sonoco Products Company at their headquarters in Hartsville, SC. He has recently received his CLU designation from the American College of Life Underwriters.

Frank Cruz, *West Florida*, has a new position as Manager of the Racquetball Club of Pensacola, FL.

John Koribanics, *Rutgers-Beta Omicron*, has recently been sworn in as judge of the Division of Tax Appeals and maintains an office in Clifton, NJ.

John A. Schuchart, *Nebraska-Omaha*, has been named president and chief operating officer of Montana-Dakota Utilities Co. Brother Schuchart lives in Bismarck, ND.

M. Meredith Johnson, *Western Kentucky*, has acquired ownership of the Bowman Office Supply Company in Bowling Green, KY.

Eugene P. Leporiere, *Rutgers-Beta Omicron*, has been appointed Corporate Controller of Kolmar Laboratories, Inc., in Port Jervis, NY. He was recently named to the 1977-78 edition of "Who's Who in Finance and Industry."

Gregory L. Jessup, *Texas Tech*, has obtained the status of Real Estate Broker in the State of Texas, and has offices in Dallas, TX.

Robert G. Piskorik, *Pittsburgh*, has a new position as credit analyst with the Koppers Company, Inc., an industrial organization in Pittsburgh, PA.

Michael E. Sullivan, *Miami-Florida*, has a new position as Assistant Promotion Director of the Miami Dolphins Football Club in Miami, FL.

Mark E. Thomsen, *Nebraska-Omaha*, is now a Chapter Consultant with Lambda Chi Alpha Fraternity.

John A. Prestbo, *Northwestern-Evanston*, has been named Assistant Managing Editor of the Wall Steet Journal, in charge of the Cleveland, OH, news operation.

Kenneth R. Harris, *North Carolina*, is the new mayor of Charlotte, NC, the first Republican mayor in modern times.

R. B. (Bob) McKinley, *Texas-Austin*, after 45 years owning, operating ferrous and non-ferrous foundries, now operates as Castings, Etc., Inc., Fort Worth, consultants and sales of every metal and all types of molding methods.

Thomas J. Boyd III, *Rider*, has been promoted to the position of Assistant Treasurer at Fidelity Bank and Trust Company of New Jersey in Pennsauken, NJ.

9431 Robert V. Scobie, *Eta Kappa*, Troy State University

9432 Johnny J. Roberts, *Beta Eta*, University of Florida

9433 Gene J. Fragapane, *Lambda*, University of Pittsburgh

9434 Peter J. Wurzer, *Delta Rho*, Ferris State College

9435 John A. Cortez, *Delta Sigma*, Loyola-Marymount University

9436 Thomas J. Heller, *Alpha Beta*, University of Missouri-Columbia

9437 Kenneth D. Hawkins, *Iota Kappa*, Madison University

9438 James H. Knox, *Gamma Epsilon*, Oklahoma State University

9439 Kevin S. Sherwood, *Beta Xi*, Rider College

9440 John W. Travelle, *Delta Epsilon*, North Texas State University

9441 Doreen K. Williams, *Beta Pi*, Kent State University

9442 Spates L. Roblyer, *Eta Upsilon*, University of West Florida

9443 Douglas J. Urata, *Epsilon Theta*, California State University-Chico

9444 Garland L. Radford, *Theta Phi*, University of South Florida

9445 James A. Beal, *Eta Sigma*, Southern Illinois University-Edwardsville

9446 Gary E. Howcroft, *Alpha Omicron*, Ohio University

9447 Mark A. DeFrancisco, *Epsilon Phi*, California State University-Sacramento

9448 Thaddeus Mieskoski, *Beta Pi*, Kent State University

9449 Karl M. Snider, *Zeta Theta*, Western Kentucky University

9450 Richard L. Smith, *Beta Epsilon*, University of Oklahoma

9451 Douglas J. Matsen, *Theta Iota*, University of Connecticut

9452 Michael E. Bash, *Upsilon*, University of Illinois-Urbana

9453 Stephen H. Harner, *Iota Kappa*, Madison University

9454 Wayne P. Palmer, *Beta Psi*, Louisiana Tech University

9455 William A. Deville, *Beta Psi*, Louisiana Tech University

9456 Walter A. Starosciak, *Alpha Omicron*, Ohio University

9457 Mike Schild III, *Delta Xi*, East Tennessee State University

9458 Gary R. Watson, *Epsilon Rho*, University of Tampa

9459 Wayne H. Rassner, *Beta Omega*, University of Miami-Florida

9460 James L. Riley, Jr., *Eta Sigma*, Southern Illinois University-Edwardsville

9461 James E. Peterson, *Eta Sigma*, Southern Illinois University-Edwardsville

9462 Marna L. Podendorf, *Eta Sigma*, Southern Illinois University-Edwardsville

9463 George F. Backhus, *Epsilon Theta*, California State University-Chico

9464 Robert M. Kilmer, *Zeta Xi*, Lewis University

9465 William L. Prindle, Jr., *Beta Gamma*, University of South Carolina

9466 Gary W. Roshto, *Eta Omicron*, Northeast Louisiana University

9467 Ernest H. Ragland, *Eta Omega*, Virginia Commonwealth University

9468 Richard L. Perkins, *Gamma Psi*, University of Arizona

9469 Beatrice D. Gardner, *Gamma Iota*, University of New Mexico

9470 Marshall J. Beverley, Jr., *Epsilon Kappa*, Shepherd College

9471 Gary N. Kemp, *Eta Upsilon*, University of West Florida

9472 Dale F. Mamele, *Beta Gamma*, University of South Carolina

9473 Ronald L. Stokes, *Beta Gamma*, University of South Carolina

9474 Paul W. Salvo, Jr., *Eta Mu*, Northern Illinois University

9475 Glenn C. Tubb, *Zeta Omega*, Northern Arizona University

9476 John J. Fairchild, *Delta Chi*, Washburn University

9477 Robert S. Borish, *Eta Chi*, California State Polytechnic University-Pomona

9478 David A. Powell, *Gamma Omega*, Arizona State University

9479 James W. Cloud, *Theta Mu*, Columbus College

9480 Y. Dean Hawkins, *Beta Gamma*, University of South Carolina

9481 John T. Lawrence, *Alpha Iota*, Drake University

9482 Cynthia L. Smith, *Delta Nu*, Loyola University-New Orleans

9483 Dennis M. Savage, *Theta Mu*, Columbus College

9484 David A. Newman, *Eta Chi*, California State Polytechnic University-Pomona

9485 Richard S. Moore, *Delta Upsilon*, Texas Christian University

9486 Woodrow Bowman, *Beta Rho*, Rutgers University

9487 John J. Drago, *Iota Mu*, Georgia College

9488 Stephen R. Parrish, *Gamma Zeta*, Memphis State University

9489 William C. Bogner, *Alpha Pi*, Indiana University

9490 Roger A. White, *Epsilon Xi*, Ball State University

9491 Lawrence J. Cagianello, *Theta Iota*, University of Connecticut

9492 James E. Meyen, *Theta Sigma*, Florida Technological University

9493 Eugene T. Honda, *Upsilon*, University of Illinois-Urbana

9494 Daniel Zwilling, *Gamma Iota*, University of New Mexico

9495 Richard V. Garcia, *Eta Theta*, Angelo State University

9496 Mark A. Kuzdas, *Zeta Kappa*, Western State College

9497 Linda A. High, *Theta Mu*, Columbus College

9498 Brenda H. Kelly, *Epsilon Phi*, California State University-Sacramento

9499 Alton E. Windsor, *Alpha Phi*, University of Mississippi

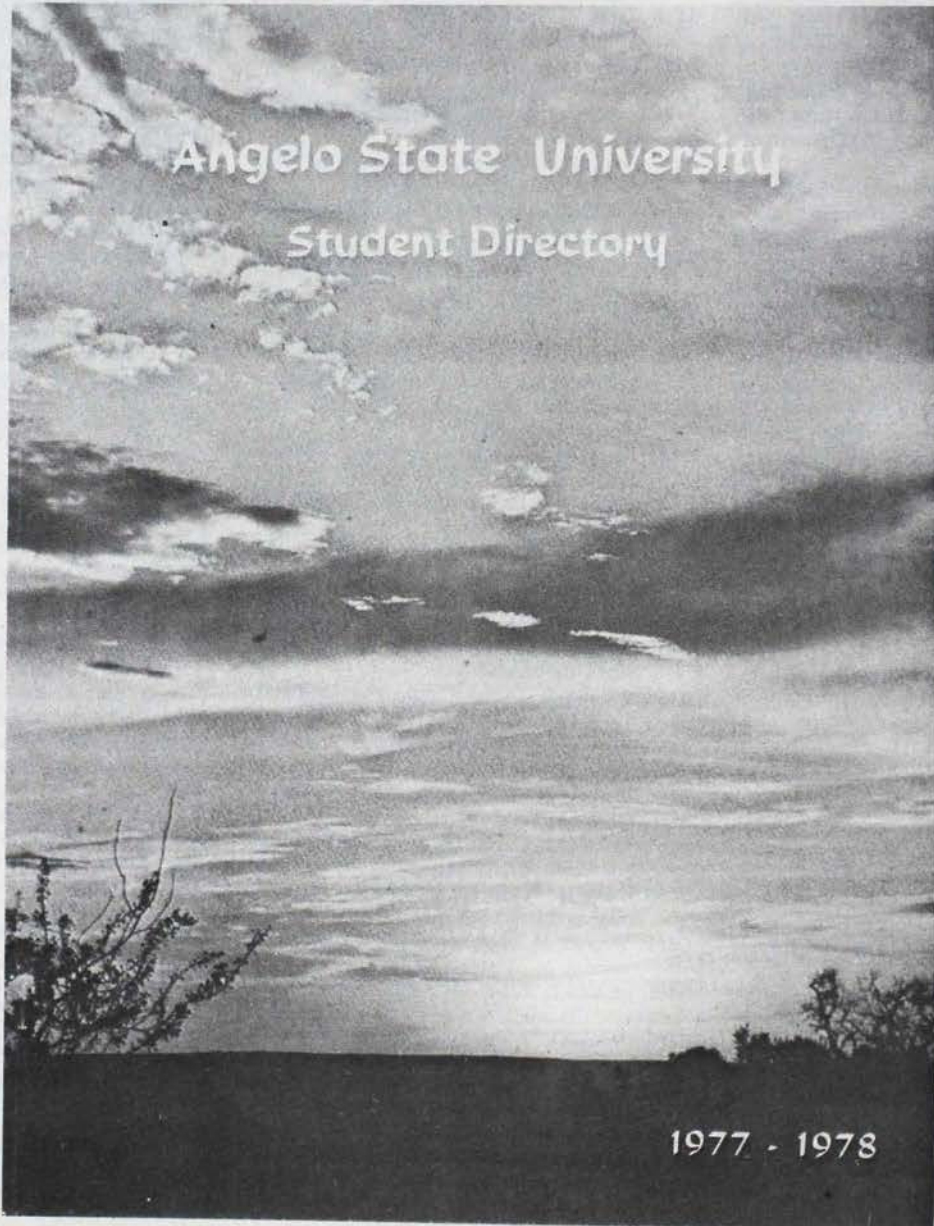
9500 Eldean B. Reinke, *Eta Pi*, Wayne State College-Nebraska

9501 James M. Moyer, *Beta Pi*, Kent State University

9502 Ronald D. Scott, *Alpha Delta*, University of Nebraska-Lincoln



# unusual fund raising at eta theta





**"In the eight years that Eta Theta Chapter has published the ASU student directory, the image of the fraternity has continued to improve. Delta Sigma Pi at Angelo State University is recognized as the organization that can take on a major task and complete it and get the job done."**

Delta Sigma Pi of Angelo State each year publishes the student directory. We applied for the exclusive rights for its publication in 1969 and since that time its publication has been the main money making project for Eta Theta Chapter. Consequently, new Brothers are initiated into the chapter each year with the fundamental idea of selling advertisements in the directory for the chapter. This is a tremendous asset in campus and business community relations which helps to keep the name of Delta Sigma Pi at the top of the organizational list.

The Angelo State student directory has a circulation of about 7,000 throughout the West Texas city of San Angelo. There is no charge for the directory to student or to business merchants. The directory consists of yellow pages, advertisements and white pages, which include names, addresses and phone numbers of all students and faculty on campus. A history of the university, dialing instructions and a title page giving credit to Delta Sigma Pi are contained within the colorful cover to make an attractive directory for Angelo State University.

Working with a guideline of deadline dates, the directory is produced and is distributed free of charge to all students and faculty early in the Fall semester. Along about April, two key positions are filled: production director and sales manager. The production manager is in charge of renewing the contracts with the Dean of student life of Angelo State. Deadline dates are cussed, discussed and agreed upon. The production director then consults several publishing firms and narrows down the choice to one that will provide not only top quality service that stu-

dents have come to expect, but will make every effort possible to meet the deadline as required by contract. The production manager is the key man in serving as the important connection between the fraternity and the publisher. The sales manager directs the efforts of the Brothers and coordinates their activities in order that the businesses of San Angelo, especially those around the campus, are approached for advertising in the directory.

Businesses are divided according to resales and geographic location. Preference is given in order that the Brothers who made last year's sale may continue dealing with the business he knows. This is important in that a Brother who has been selling for some time is able to establish a clientele of businesses that know and trust him with their advertising dollars. As this Brother nears graduation he has the opportunity to introduce a new sales man to the business in order that the same high quality service may continue to serve these businesses. In addition to consideration for repeat ads, businesses are also divided geographically. As San Angelo is a growing, progressing city, many new businesses develop each year. Therefore, the sales manager includes any new businesses that are in the same general location as a Brother's resale ads from previous years. This enables the salesman not only to continue to serve his clientele, but to meet and secure new advertisers in the same general location. As a result of this careful study of the businesses and the assignments made therein, the number of advertisers in the Angelo State student directory grows from year to year. In addition to making assignments,

the sales manager must keep a constant check on the Brothers' progress and offer assistance and guidance where needed. In serving as coordinator for the total effort, he is able to perceive problems and take corrective action.

As a general rule, the first contacts are made in pairs with an older Brother working with a less experienced salesman. Enough contacts are made in this manner to ensure the confidence of the new Brother and allow him to make sales on his own. This process is continued each Summer as a part of the continuing education of new Brothers in the ways of sales presentations and meeting the business community. These contacts have proven to be invaluable in opening doors to a successful business career to many of Eta Theta Chapter's Brothers. In addition, connections formed here help in the procedure of the small business operation of Eta Theta Chapter. Often the case has been that the business that advertises in the Angelo State student directory is the business on whom Eta Theta Chapter relies for a special project such as beer, photography, food, meeting rooms and professional tours.

Experience has taught Eta Theta Chapter a very important lesson. Sales experience within the chapter is essential. In order to distribute fairly the workload, guidelines have recently been established. A minimal amount of dollar sales is required from each member. The amount can realistically be obtained in less than five contacts. This agreement also contains alternative measures. If a Brother fails to sell



the minimum amount of advertising contracts, he or she must then face a mandatory fine in addition to regular dues. As part of the incentive pay plan, above and beyond the minimum requirement of dollar sales, the next plateau of sales will earn the member a dues-free semester. Traditionally, dues at Eta Theta Chapter have been ridiculously low and this incentive plan offers an even bigger break to the member. A week of concentrated afternoon selling will secure the yearly dues for the member. Some Brothers have proven themselves to be top salesmen by selling well in excess of the incentive goal. These Brothers are gaining valuable sales experience and are well known throughout the business community as aggressive and honest representatives of their company's product. These who establish themselves as key people in Delta Sigma Pi have proven to be those members who are sought after for the top executive positions when job opportunities become available. It is this type of prestige and important business contacts and willingness to work for the fraternity that enables these Brothers to assert themselves to their fullest. In addition, the top salesmen are those Brothers who are considered in the Spring for the key positions in the next year's publication. A successful selling program in the Summer makes available many more opportunities for the Fall and Spring semesters. As Eta Theta Chapter works hard together, they can play hard together.

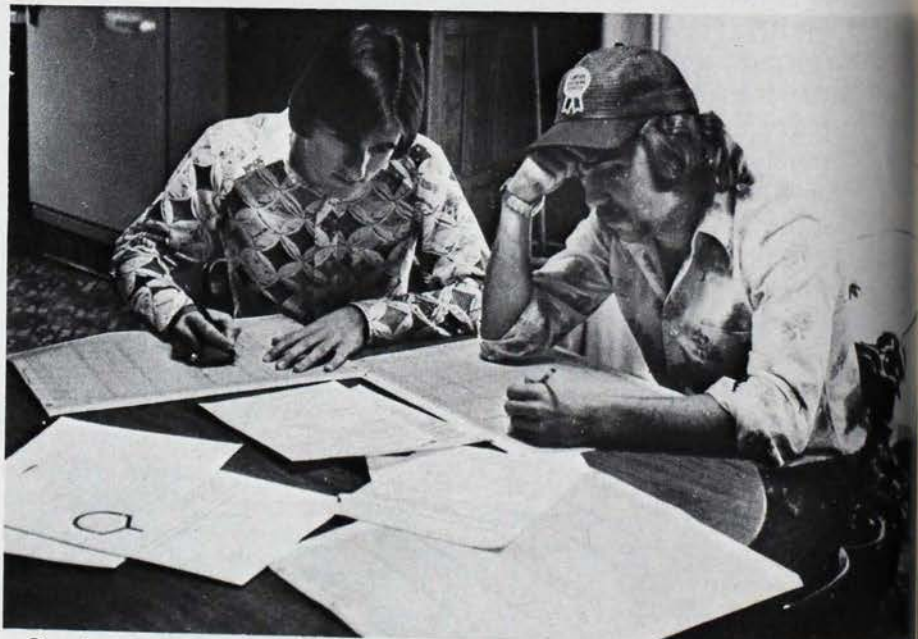
Eta Theta Chapter has realized over the years that a simple and courteous sales presentation does the job the best. Using last year's directory as an example of the quality workmanship, printing and overall attractiveness, the new ads primarily sell themselves. Ad sales begin in late Spring and continue through late Summer. Each Brother works his list of business at his convenience in order to work around his personal schedule of school and work. Eta Theta Chapter has found

personal contact to be the most effective. Simple introductions are made and the purpose of the visit is explained. The Brothers are sensitive to the fact that the businessman is usually very busy and courtesy is extended in the use of his time. The directory is shown, pointing out specifically last year's ad or competitors' ads of a similar nature. The Brother at this time can make suggestions of how to incorporate the advertiser's own unique ad presentation, using his distinct logo,

trademark or brandname. Also included is the name, address and phone number of the business. The businessman has the option of several different sizes of advertising spaces, and it is within the framework of this space that he may incorporate any design that he wishes. The salesman presents a listing and description of spaces available and discusses the price. A listing may be small or may range as large as half a full page, or inside and back covers. The salesman also points out



First come the sales of the advertisements, reinforced later when the advertiser receives a copy of the directory with his ad in it.



Chapter members worked late hours laying out rough drafts of the directory for use by the printer and publisher.



the circulation of the directory, noting it will completely cover the Angelo State community and all businesses who advertise in it. After agreement of exact ad presentation and price, a triplicate copy contract is signed by the advertiser and the salesman. Method of payment is also considered at this time. Eta Theta Chapter offers a billing system which enables the business to allocate the cost of the ad as well as a discount for prompt payment. It is with this key point that the Brother

also makes a personal unwritten commitment that ensures the highest return of the advertiser's dollar investment. Because of the courteous sales person approach, and the quality of the product offered, the ratio of successful sales is tremendously high.

After the deadline date in late Summer, no more sales contacts are made and copies of all ads contracted are brought together. At this time a layout copy of all ads is built. Special attention is given to

alphabetical advertising and ad preference placement. As the yellow pages are being built, special attention is given to minute details concerning ad quality and accuracy. The ads are placed on draft paper to ensure correct alignment and listings under the appropriate titles are written on this same page. This enables the reader to find the business in alphabetical order and then refer to the colorful more informative ad on the same page. This layout copy requires a tremendous amount of detailed work, time and effort. Several Brothers work on this at one time in order that all important checkpoints may be observed. The sales manager at this time is able to complete his checklist of businesses contacted, noting those who do not purchase ads and why, while paying special attention to those who do. This is also an important section for the treasurer who is able to cross-reference his billings and lists of accounts receivables. As the layout is completed, with the numerous checkpoints along the way, the composition in its entirety is then passed on to the publication director for the final steps. The Brother serving as the publication director takes the layout copy to the publisher for the publisher's adaptation of the copy to his specific machinery. The publisher working within the deadline dates resubmits his final work copy to the chapter for final inspection. The chapter reviews the proofs with each salesman paying particular attention to his ads for accuracy and clarity. With the final approval of the fraternity, the final copy with corrections is returned for publication. At this time the white pages, consisting of students and faculty which is provided by the administration, is submitted to the publisher for printing. A final choice for cover design is also agreed upon. The ASU directory has been highly complimented in the past for its selection of the quality and attractiveness of its covers.

The publication process begins at the end of September after the list



As the directory went to press, the chapter members had an opportunity to watch, including an explanation of the four-color process used for the directory's cover.



The student directory is proudly displayed by the publishing company as an example of the quality of their work.



of students has been received from the administration. At this time Eta Theta Chapter has a unique opportunity for a professional tour. The Brothers are encouraged to view the publication process with their directory as the final product. After spending many long hours working to build the directory, this is usually one of the most interesting tours of the semester. The publishing company is thrilled to have so much interest shown in one of their publications and thus more good will is established in another key area.

Continuing on the deadline date scheduling, the Brothers of Eta Theta Chapter work together to distribute, for one week, directories to all students and faculty of the ASU community. Special provisions are made for graduate and evening classes. The important point at this time, which is also included in the contract with the school, is that the directories are handed out free of charge to all students and faculty. Many students are surprised to learn of this and many times money has been turned down when offered to pay for a directory. The Brothers also make special efforts to deliver personally the directories to faculty and administration offices across the campus and to ensure bulk delivery to all on-campus housing projects. The remaining directories are distributed in the University Center from eight o'clock in the morning to five o'clock in the evening for one week.

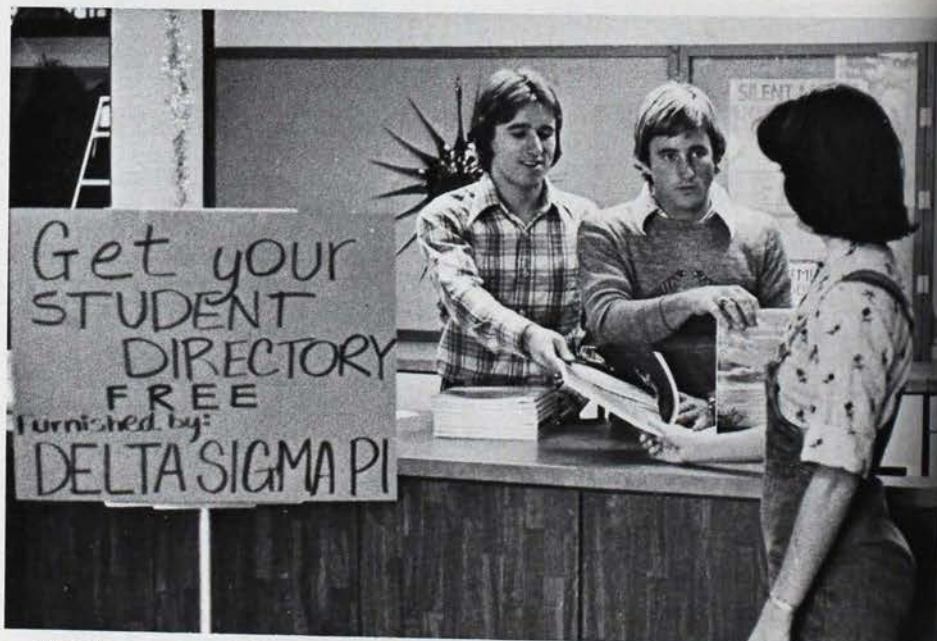
To complete the circle of advertising, each Brother is responsible for distributing a directory to the advertising client whom he serves. This simple courtesy provides just the right amount of attention and concern that the business owner needs to know that he is dealing with a professional organization. This act will ensure a resale in the early Summer. Eta Theta Chapter of San Angelo has undertaken at its own expense the printing of Delta Sigma Pi business cards. The Brother is encouraged to use these cards with his name and number on

the back to place in the directory to be given to the advertiser. This act of association of name, face and fraternity helps keep the door open for a resale.

In the eight years that Eta Theta Chapter has published the ASU student directory, the image of the fraternity has continued to improve. Delta Sigma Pi at Angelo State University is recognized as the organization that can take on a major task and complete it and get the job done. This image not only speaks well for the fraternity, but since Deltasigs also represent the ASU community, the university image as a whole is improved considerably. Delta Sigma Pi is regarded as one of the top organizations on campus and each year numerous compliments are given for a job well done. The publication of the student directory is the main money making project of the fraternity. Reduced and total overall low dues have always played an important part in the recruitment of Delta Sigma Pi. We are known as an organization which pays for itself and makes its own way and we are held in high regard for accomplishing this task. The professional contacts in the San Angelo business community are of tremendous importance to the chapter as over the years Eta Theta

Chapter has placed several Brothers in businesses who have advertised in the directory. Reduced rates and special considerations are also important parts of the business contacts and connections made possible by this publication. The Brothers of Eta Theta Chapter learn invaluable sales experience that is important in any field of business in which we enter. Making personal contacts and offering a quality product such as we do enables the Brothers to gain some of that all-important self-confidence. And lastly, working on a top quality product and doing a good job of having a successful fulfillment provides Delta Sigma Pi with an excellent recruitment incentive. Prospective pledges want to be a part of a winning team, and the successful publication made possible by hard diligent work gives them the opportunity to see teamwork at its best. Furthermore, new Brothers are being continuously introduced to the San Angelo business community.

Book learning and practical learning are often two different concepts. By being members of the Eta Theta Chapter of Delta Sigma Pi at Angelo State, we have the opportunity for participative management in the operations of a successful small business that pays its own way.



Directories go quickly once distribution begins in the University Center.



# kaleidoscope .... alumni newsmakers

## ALUMNI REPORT

AS I SIT here in my hotel room in the middle of a two-week business trip to Atlanta, yet another advantage of being a Deltasig alum comes to mind—travel contacts. As was the case with my extensive stay in Chicago last year, our Atlanta alumni Brothers have shown me the consideration and hospitality not offered in any other organization of which I am aware. They have shown me the town, taken me to dinner, invited me into their homes, and generally kept an otherwise ordinary business trip from being a lonely, distant experience. Atlanta Deltasigs truly are "a bullish bunch—getting ready for '79."

But this doesn't and shouldn't stop with me—or with the Atlanta Alumni Club. Many of you alumni travel in your work from time to time. The next time you do, take the trouble before you leave to contact a Deltasig in that area and let him or her know that you're coming. Chances are, you will get the same cordial treatment I receive. You can find names and addresses for these contacts, from our 30-plus alumni clubs across the nation, in a recent issue of *The DELTASIG* or the most current fraternity directory. If you still can't locate a contact in your target area, call me and I'll try to find one.

The point is, almost anywhere you go in your travels, you will find a Brother ready and willing to make your stay more enjoyable. As businessmen, you learn to make optimum use of opportunities as they present themselves. This is one advantage of being a Deltasig alum which you shouldn't miss.

FLY DELTASIG!

## SACRAMENTO

THE SACRAMENTO ALUMNI CLUB and Epsilon Phi Chapter of CSU-Sacramento enjoyed a great Christmas Party at the home of Grand President Bill Tatum. Food and drink were provided by the Alumni Club. Everyone had a wonderful time decorating the Christmas tree and meeting old alumni and friends.

The monthly luncheon meetings are becoming more popular now that we are holding them at North's Chuck Wagon on Howe Avenue. The monthly luncheon meetings are still held on the first Wednesday of each month at noon. Contact one of the officers for directions to the restaurant as the location may change.

Last year the Sacramento Alumni Club sponsored the first reunion in the history of Epsilon Phi Chapter. This year, 1978, Epsilon Phi Chapter is celebrating its fifteenth birthday on May 6. Plans for this year's reunion of over 200 Brothers are now being made. The location will most likely be the Sacramento Inn. Details as to cost and location will be sent out by mail. For further information, you may contact President Doug Bertsch at (916) 966-8705 or drop us a line—Sacramento Alumni Club, P. O. Box 2726, Sacramento, California 95812.

The alumni club is now planning a summer picnic, but in the meantime, the club will participate in Epsilon Phi Chapter's activities.

—JAMES BARGER

## MILWAUKEE

DURING A RECENT professional meeting at the Wisconsin Club, Brother George

Simkowski, 1975 National Deltasig of the Year, presented interesting and thought provoking ideas concerning large corporations fostering "Psychological Malnutrition" among middle and upper management executives. Brother Simkowski was well received by an enthusiastic group of 85 undergraduate and alumni members.

Current alumni club activities include an intensive campaign to reactivate the undergraduate Delta Chapter at Marquette University. Activities include information tables (manned by Milwaukee Alumni Club members and undergraduate chapter members from UW-Madison, Whitewater and LaCrosse) at the Marquette University Union and a new member smoker also at the Marquette Student Union.

The Ladies' Night Dinner Party at the Westmoor Country Club on February 19 was a resounding success.

Future events will include the all chapter Founders' Day at the Midway Motor Lodge on May 5 and our Milwaukee Alumni Club annual meeting in June.

Don't forget our monthly noon luncheons every third Monday at the Schnitzelhaus Restaurant in Milwaukee.

—RONALD L. LEVIN

## NORTHERN VIRGINIA

THE NORTHERN VIRGINIA ALUMNI ASSOCIATION is pleased to report another successful year in progress. Our monthly meetings are attracting new faces each time and the increased interest of wives and girlfriends has added a new dimension to our activities. At Christmas time we held a "dated" function, including the wives and girlfriends, which was well attended by all. At this meeting our Regional Director, Rich Schreiner, spoke to a "packed house". The tremendous success of this meeting has led us to plan more with the same format.

At Valentine's Day we held another "dated" function which was again a tremendous success. Although our year is not yet complete, we are well underway in planning our annual picnic to be held in August. This is our largest gathering of the year and the most well attended.

Our monthly dinner-meetings are held on the second Thursday of each month at the Iron Skillet Restaurant. We are always pleased to greet new Brothers at each and every meeting and hope that any Deltasig living in or traveling through the Washington Metropolitan Area will come and enjoy the festivities with us. If you are now living in the Washington, DC, area and have not yet joined us at any of our functions, you are missing an enjoyable experience. If you are moving to, or just "passing through" the area, please give us a call or come to our meetings. For further information, please contact Rich Schreiner at 971-1928 or Tom Sheely at 451-1444. We are looking forward to seeing you at our next meeting.



George R. Simkowski, speaker at the Milwaukee Alumni Club professional meeting.



## CHICAGO

**UNDERGRADUATE MEMBERS FROM** our local chapters will be joining us at our annual Undergraduate Night function next month. The Como Inn will see a very large turnout of both undergrads and alumni for this educational and fun function. The date presently scheduled is April 6. Fliers will be mailed to all club members giving full details, and we request all club members to make a special effort to attend. Let's give the future members of the Chicago Alumni Club a royal welcome. The program will be similar to last year's with at least one tour during the day and a speaker after dinner in the evening. Plan now to be with us. Early mail reservations will be appreciated.

On May 2 we will have a dinner/speaker function at The Berghoff. This should be another great function—so don't miss it. And then to end this highly successful year will be our annual Golf Outing/Dinner/Election function. Come out during the day to play golf if your schedule permits, and then in the evening join us for dinner. Election of 1978-79 club officers and directors will follow dinner. June 1 is the date, and the Midwest Country Club is the place. Please feel free to donate items for the door prize table.

Inquiries about the club may be sent to us at the following address: Chicago Alumni Club of Delta Sigma Pi, P. O. Box 11314, Chicago, Illinois 60611. Be an active Deltasisg for life—join the Chicago Alumni Club.

—JAMES L. PRESCOTT

## NORTHWEST INDIANA

**WINTER IS OVER** and Spring is around the corner. That means a lot of outdoor activities will be planned for the Northwest Indiana Alumni Club.

Recruiting new and soon to be alumni into the alumni club is being concentrated on in April. To celebrate all of our new members we have planned a picnic for our members and their families. Baseball, horse shoes and volleyball will make up most of the day's activities.

Upcoming events will be noted in our newsletters. One major event is our annual golf outing in June. A few Brothers will be trying very hard for the low gross trophy as well as the low net trophy. Everyone will be trying to shoot in the seventies, if it takes eighteen holes to do it or nine. So practice up because June will be here sooner than you think.

If you are an alumnus in the Northwest Indiana Region and wish to join us, contact us by mail at P.O. Box 1857, Gary, Indiana 46409.

—RAY N. GIACOMIN

## ATLANTA

**FOUNDERS' DAY 1977** saw a fine turnout of alumni in support of Kappa Chapter's celebration of our 70th birthday. A large contingent of older members from the '30's and early '40's were on hand to welcome and honor Kappa number 1, David I. (Red) Barron, known for his football exploits for Georgia Tech in the early 1920's. He revealed to the gathering that he was also a good baseball player in the pro ranks with the old Atlanta Crackers. It was a very inspiring evening to hear Brother Barron recount fraternal events and highlights of his years in college.

In accordance with suggestions made on a survey taken last year, our January meeting

was held to especially honor Zeta Lambda (Georgia Tech) Chapter alumni. This chapter has been inactive since 1973 and it is our intention to assist Brother Mike Mazur, District Director, to attempt to reactivate Zeta Lambda Chapter in 1978. Accordingly, we met for dinner at the Georgia Tech Student Center and attended the Georgia Tech-Memphis State basketball game at the Tech Colosseum.

Our big effort for this year will take place on February 24 at Georgia State University in cooperation with Kappa Chapter and the GSU Graduate Program under the direction of Dr. Norman Harbaugh, Faculty Advisor to Kappa Chapter. We will call this "Career Upgrade", and will feature presentations by successful Deltasisg alumni in panel sessions on their own vocational and professional responsibilities. An evening banquet will conclude a full afternoon for counseling and fellowship. Undergraduate members of chapters in Georgia, Florida, and Alabama are expected to attend and then participate in an Area Conference on chapter activities the following day.

Anyone visiting Atlanta or transferring here will find a welcome reception by Atlanta Alumni Club members. Mike Mallonee, Director of Alumni Activities, was recently here and was treated to some of our great Southern hospitality. We were glad to see him and have him consult with the Executive Committee of our Alumni Club.

—LAURIE E. BUSSE

## GREATER DETROIT

**THE GREATER DETROIT ALUMNI CLUB** concluded its Winter activities last month with our annual Bowling Party. As in past years, both the thrill of victory and the agony of defeat were evident as the "old masters" matched skills in spirited competition with the undergraduate Brothers of Gamma Rho Chapter, pledges, wives and girlfriends. The evening ended with food, refreshments and promises of better scores next year.



The Northwest Indiana Alumni Club's Monte Carlo Night was a great success at "Fast Bobbi's" Lower Level Casino.

As we move into the Spring months, we have several interesting business and social events on our calendar. A disco dance planned for April 15 and also a repeat of our highly successful "Weekend in Toronto" trip. The train excursion, scheduled for May 18-21, is expected to be even better than last year's trip. On May 26, we will utilize the excellent facilities of the Detroit Renaissance Center for new officer elections. We would also like to thank Brother Harry Bryson who will serve as chairman for our annual Golf Outing to be held on June 3.

The Greater Detroit Alumni Club would like to hear from all Deltasisg in the Detroit area. For more information on our activities or if you wish to be added to our mailing list, please contact Brother Bob Trapp, Secretary, 22301 Olmstead, Dearborn, Michigan 48124, telephone number 313-563-6940.

—LAWRENCE M. YORK

## PHOENIX-THUNDERBIRD

**THE THUNDERBIRD ALUMNI ASSOCIATION** is happy to report that our success of the past will continue through the years to come. New officers have been appointed as follows: Ralph Benson, president; Steve Granat, vice president-membership; Laurie Senko, vice president-social; and Robert Nall, secretary.

We regret to inform the Deltasisg community of the passing of our member Mr. Paul Hofmann, our former secretary, and revered Brother. He will be sorely missed and long remembered for his contributions to Delta Sigma Pi.

Congratulations to Bob Hamer, our former vice president of membership, on his appointment as District Director of Arizona. We are proud to count him as one of "our's".

Many social events are in the process of being planned for the next few months, in addition to our monthly luncheons which are held at the uptown Arizona Club on the third Tuesday of every month.

—RALPH BENSON



# alumni club directory

The following alumni clubs have met, or are meeting, the requirements for the 977-78 year.

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

**Albuquerque**  
 President: Ms. Evelyn J. Vigil  
 7 Via Cecilia, NE  
 Albuquerque, New Mexico 87109  
 Telephone: 505-821-8501

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

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

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

**Chicago**  
 President: Mr. Robert J. Van Hyfte  
 235 N. Richmond  
 Clarendon Hills, Illinois 60514  
 Telephone: 312-986-9063

**Cincinnati**  
 President: Mr. Edwin J. Karlis  
 5473 Beechmont Avenue, Apt. 306  
 Cincinnati, Ohio 45230  
 Telephone: 513-231-5215

**Cleveland-Northeastern Ohio**  
 President: Mr. Carl H. Schusterman  
 2375 S. Green Road  
 Beachwood, Ohio 44122  
 Telephone: 216-382-2956

**Dallas-Ft. Worth**  
 President: Mr. Victor C. Scammel, Jr.  
 5607 Martel  
 Dallas, Texas 75206  
 Telephone: 214-827-1716

**Detroit-Greater Detroit**  
 President: Mr. Leo A. Garcia  
 384 Eileen Drive  
 Bloomfield Hills, Michigan 48013  
 Telephone: 313-338-2673

**Gary-Northwest Indiana**  
 President: Mr. Jack N. Baba  
 7915 Harrison  
 Munster, Indiana 46321  
 Telephone: 219-836-2352

**Hartford**  
 President: Mr. Sidney F. Gale  
 271 Nut Plains Road  
 Guilford, Connecticut 06437  
 Telephone: None Listed

**Miami**  
 President: Mr. Bruce B. Morecroft  
 9045 S. W. 89th Avenue, Apt. 36  
 Miami, Florida 33143  
 Telephone: 305-667-1290

**Milwaukee**  
 President: Mr. Milton A. Kassner  
 9541 Harding Boulevard  
 Wauwatosa, Wisconsin 53226  
 Telephone: 414-774-7636

**New Orleans-Crescent City**  
 President: Mr. Frederick B. Pecora  
 2633 Augusta  
 Kenner, Louisiana 70062  
 Telephone: None Listed

**Northern Virginia**  
 President: Mr. Richard M. Osborn  
 3211 Calydon Court  
 Oxon Hill, Maryland 20022  
 Telephone: 301-248-8734

**Oklahoma City**  
 President: Mr. Daniel S. Campbell  
 4005 N. W. 29th Street  
 Oklahoma City, Oklahoma 73107  
 Telephone: 405-943-7349

**Pittsburgh**  
 President: Mr. Victor L. Scivo  
 455 Jefferson Drive  
 Pittsburgh, Pennsylvania 15228  
 Telephone: 412-343-4490

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

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

**San Francisco**  
 President: Mr. Michael J. Sheehan  
 1500 Hudson, Apt. 2  
 Redwood City, California 94061  
 Telephone: 415-364-9591

**Wheeling**  
 President: Mr. Dennis R. O'Donnell  
 1605 Warwood Avenue, Apt. 2  
 Wheeling, West Virginia 26003  
 Telephone: 304-277-3773



Members of the Topeka Alumni Club with Midwestern Regional Director Warren Simpson, right, at the club's recent reorganizational meeting.



Members of the Buffalo Alumni Club with Director of Alumni Activities Mike Mallonee, third from left, during Mike's visit to Buffalo from Oklahoma City.



# DELTA SIGMA PI INVITES YOU TO BECOME A LIFE MEMBER

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

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

## TO JOIN THIS SPECIAL GROUP—

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

Alumni - \$75.00

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

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

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

INVEST IN DELTA SIGMA PI  
AND ASSURE YOUR LIFE PARTICIPATION

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

## DELTA SIGMA PI APPLICATION FOR LIFE MEMBERSHIP

Name \_\_\_\_\_ Chapter \_\_\_\_\_  
Address \_\_\_\_\_  
City, State, and ZIP Code \_\_\_\_\_

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

- \_\_\_\_\_ Alumnus (\$75.00)
- \_\_\_\_\_ Undergraduate (20% Discount-\$60.00)
- \_\_\_\_\_ Undergraduate and CEI Discount (Total 30% Discount-\$52.50)

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