

the
deltasiq

an educational journal march 1981



H. G. "GIG" WRIGHT 1893-1980

focus:

North Central Regional Director Robert M. Drewniak is our "focus" for this issue as he retires from office. Bob resigned as regional director when his company, Western Electric, transferred him out of the region from Omaha to Atlanta. Bob has served on the Board of Directors since 1973, first as Eastern Regional Director, and then as North Central Regional Director. From 1973 to 1979 he was also a member of the National Executive Committee. To Bob, his wife Suzanne, and daughter Karon go the good wishes of the fraternity and a "thanks" for a job well done.



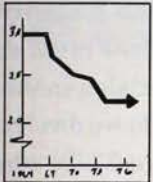
the **deltasig**®

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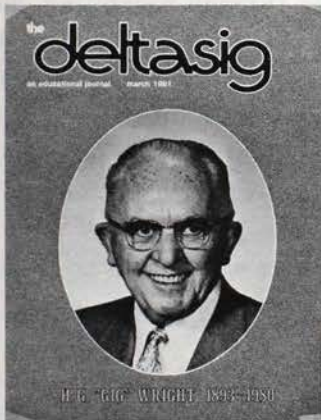
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Convention

33rd Grand Chapter Congress
August 16-20, 1981
The Grand Hotel
Mackinac Island, Michigan

Cover



Respectfully dedicated to the memory of H. G. "Gig" Wright. Related story on page 5.

Editor
Ben H. Wolfenberger

Associate Editor
Michael J. Tillar



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Member of



College Fraternity Editors Association

commentary.....



THE ANCIENT GREEKS HAD a word for it: Philios—meaning Brotherly Love. Today's Greeks have a word for it as well: Brotherhood, or fraternalism. Just as Philadelphia is the City of Brotherly Love, so is Delta Sigma Pi the Fraternity of Brotherhood, of fraternalism.

Or is it? From the time all of us were initiated, through our years in the chapter, and on into one of our 52 operating alumni clubs, we have heard and spoken of *fraternalism*. When we recruit new members at rush functions, we extol the benefits of *Brotherhood*. When you graduate you will hear about continuing the *fraternal bond* for years to come. But just what is this Brotherhood, this fraternalism, this fraternal bond of which we speak?

Researching several sources, the following synonyms or terms continue to surface when defining Brotherhood, fraternity, and fraternal: sharing, camaraderie, fellowship, same interests, Brotherly union,

mutual aid, common purposes, charitable purposes, liberty and equality, state or spirit of being Brothers. I think the last one says it all and bears repeating—*state or spirit of being Brothers*. And I think that some of us need to stand back and take a long, hard look at our state of mind or spirit, and how it affects the chapter, the alumni club, and the Brotherhood that is Delta Sigma Pi.

We are taught as Deltasigs, and as citizens, that discrimination because of race, creed, or sex has no place in our fraternity. Yet are we all as vigilant as we should be, when selecting pledges or members, in assuring that prejudice does not creep into our selection processes under the guise of freedom of choice, the right to be wrong? Is it possible that we may shackle the spirit of our own Brotherhood by denying it to others who are qualified for membership?

We are taught to respect the wishes of others, to subordinate our will to the will of the majority, and that in union there is strength. But how often do personalities intrude upon rational decision-making at chapter meetings? How many times do we dwell on the trivial, losing sight of our ultimate goal? To what extent are we willing to disrupt the orderly functions of the fraternity because of self-importance or strong personal opinions, and then refuse to accept the end result? All in the name of Brotherhood!

We are taught to help our fellow man and to treat one another as Brothers. But can we really live up to these ideals without being considerate, without smiling, without being empathetic? Will we further the aims of our fraternity through backbiting, bickering, and criticism of others? Can we really know the spirit of Brotherhood without being of service to the school, our profession, and the community?

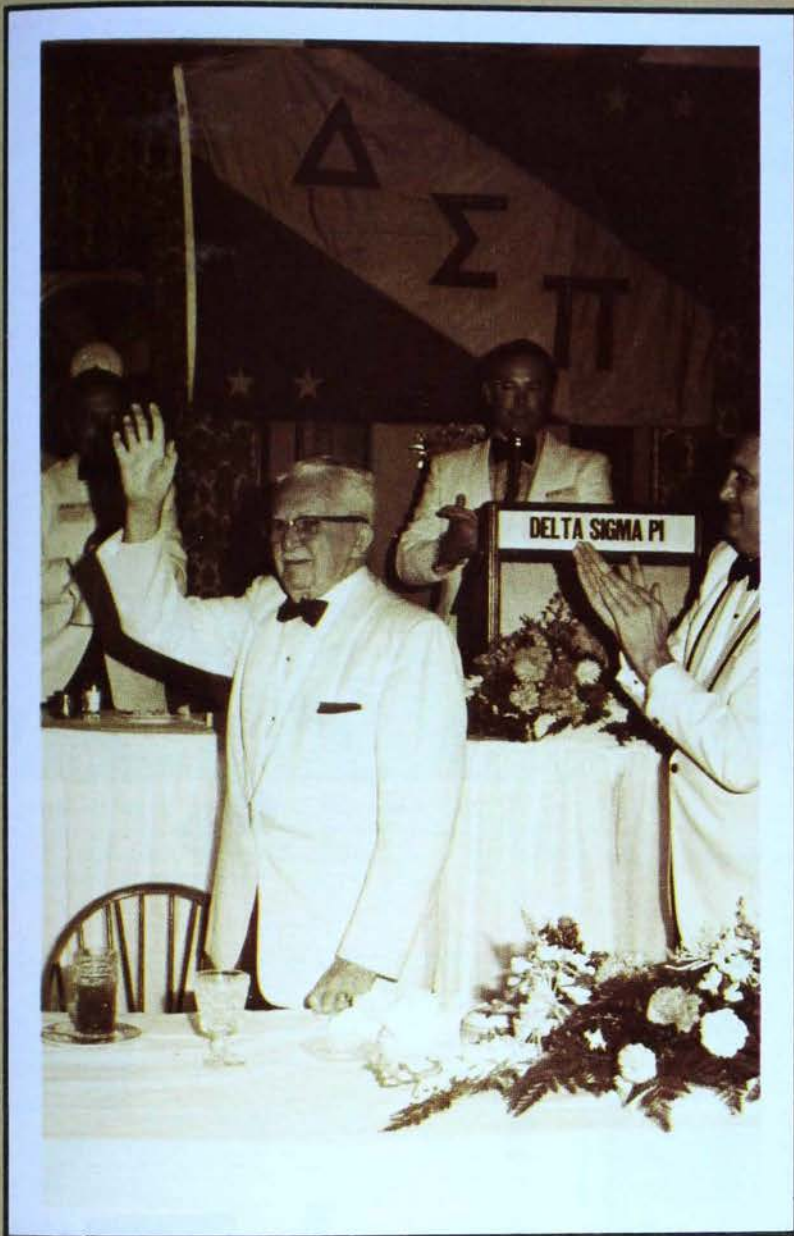
Think on these questions, Brothers—am I right or am I wrong? Do you really practice Brotherhood, or do you just belong?

At Delta Sigma Pi, we're the professionals—through the spirit of Brotherhood. □

Fraternally,

A handwritten signature in cursive script that reads "Michael R. Mallone". The signature is written in dark ink on a light background.

Michael R. Mallone
Grand President
Beta Epsilon 709
Life Member No. 5569



"Gig" attended his last national convention when the 28th Grand Chapter Congress convened in 1971 at Pocono Manor, Pennsylvania.

We Say Goodbye To H. G. "Gig" Wright

Grand President 1920-22, 1922-24
Grand Secretary-Treasurer
1924-55

We stood there on that sunny, brisk November day in the beautiful Mt. Emblem Cemetery to say farewell to a man we had known, respected, and loved. We were a small group—Daughter Barbara and her husband, Son Bob and his wife and children, and some Deltasigs representing the fraternity and our own personal feelings for the man. From an earlier, larger service at Hallowell and James Mortuary in La Grange, Illinois, we had come to this final resting place for "Gig" beside his wife, Alice. Since we were few, we felt an intimacy, and had an opportunity to participate in the service. "Love, affection, caring for family," were comments of his children. "He was a Giant of a man," said it all for his achievements as a professional and for the fraternity.

Born on December 22, 1893, H. G. "Gig" Wright died on November 18, 1980, in La Grange, Illinois, which was his home. He had served the fraternity in countless ways. He was a man of vision, a man of character, a man of ideals, and had a steadfast devotion to Delta Sigma Pi, earning him the highest respect of all who knew him.

Henry Gilbert Wright was the 156th initiate of the fraternity having been a charter member of Beta Chapter when it was installed on February 7, 1914, at Northwestern University in Chicago. With the installation of Beta Chapter, Delta Sigma Pi became a "national" with two chapters and on his initiation "Gig" began an association with Delta Sigma Pi that was to become his lifetime career. He served his chapter as treasurer and president and served the Beta Chapter House Corporation for 30 years. He was active in establishing the Chicago Alumni Club and as a student had won the Delta Sigma Pi Scholarship Key.

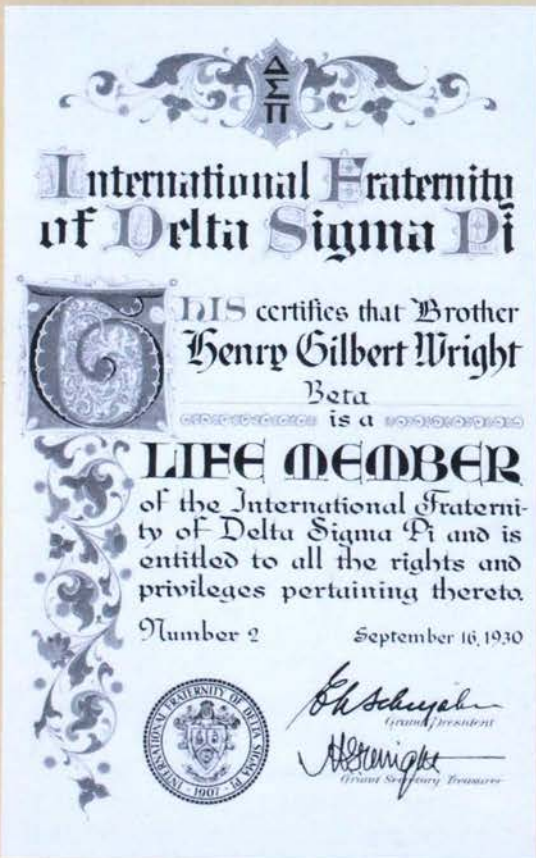
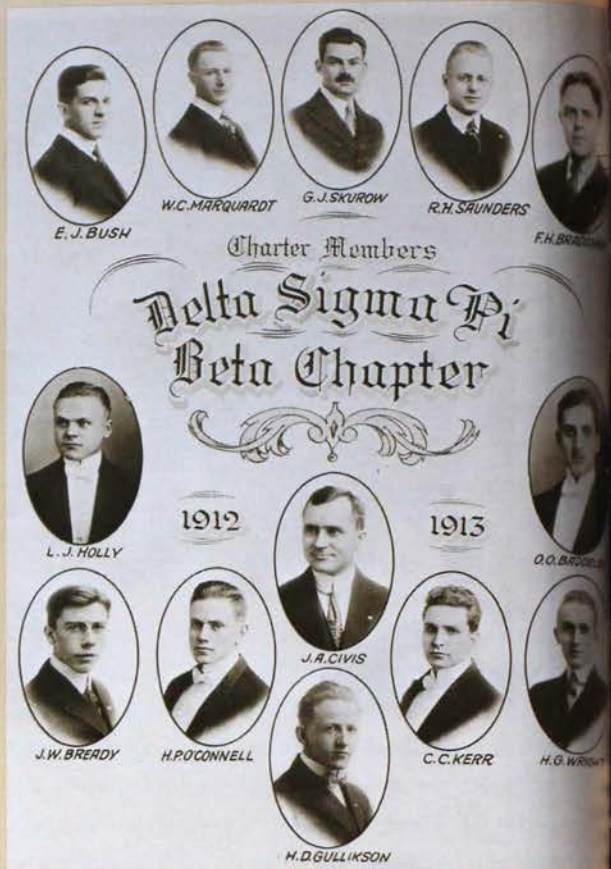
He attended his first Grand Chapter Congress in 1915 and in 1917 he was the official delegate of Beta Chapter to the convention with a total registration of six. He attended nearly every other national conven-

(continued on page 8)

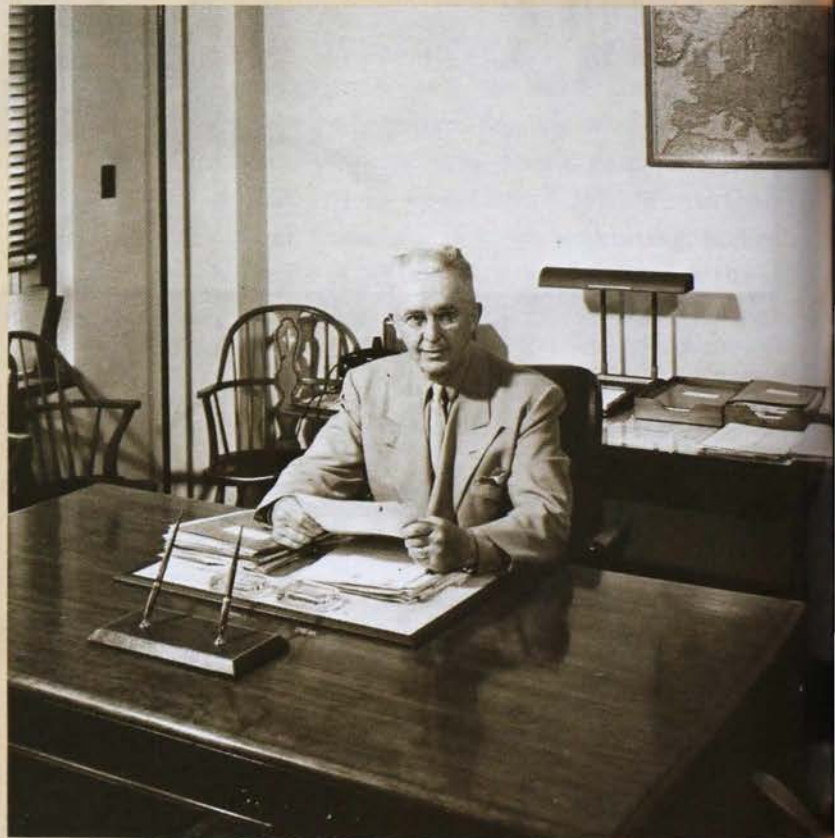


In 1955 at the 20th Grand Chapter Congress in Detroit, the fraternity recognized "Gig" for 35 years of service to the fraternity at a Testimonial Dinner where the dedication of the new Central Office in Oxford was announced and the portrait of "Gig" along with the dedication plaque were unveiled.

Among the charter members of Beta Chapter at Northwestern-Chicago was H. G. "Gig" Wright pictured at bottom right.



Life Membership Number 2 went to "Gig."



"Gig" at his desk at The Central Office when it was located at 222 West Adams Street in Chicago.



In The Central Office in Oxford was expanded, "Gig," at far left, attended dedication ceremonies in 1970 along with other Grand Presidents, from left to right, John L. McKewen, Robert G. Busse, Jr., J. Harry Feltham, M. John Ko, and Warren E. Armstrong.



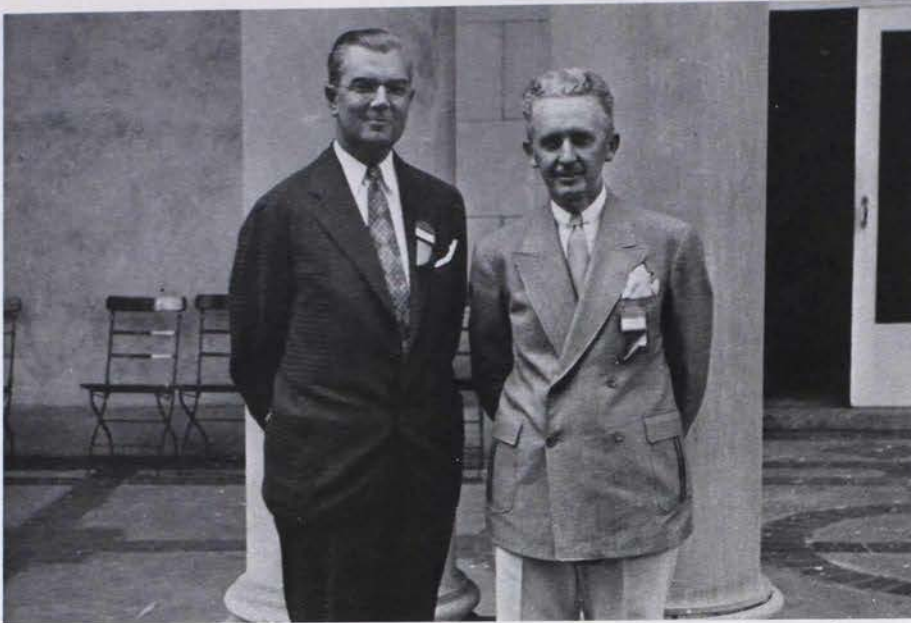
"Gig" in the early days of his service as Grand Secretary-Treasurer, at bottom right, in a photo taken at the 8th Grand Chapter Congress in 1926 in Madison, Wisconsin.



Grand President J. Harry Feltham, left, congratulates "Gig" at the 6 dedication ceremonies in Oxford.



"Gig" and his wife Alice attended their last Grand Chapter Congress together in 1967 at the 26th convention in Biloxi, Mississippi.



Grand Secretary-Treasurer H. G. Wright, right, with Grand President (1930-36) Edwin L. Schujahn at the 12th Grand Chapter Congress in 1936 in Atlanta.

tion until 1973 when poor health would not permit him to be in New Hampshire.

At the 1920 Grand Chapter Congress in New York, the delegates elected "Gig" to the office of Grand President. At that time there were three chapters—Alpha at New York, Beta at Northwestern, and Gamma at Boston University.

During this same period of time "Gig" had established his own business in Chicago and his fraternity work was a hobby. But, because of his intense interest, he devoted more and more time to Delta Sigma Pi. At the 1924 convention in New York, after he had served two terms as Grand President, he was elected Grand Secretary-Treasurer (now Executive Director) and legislation approved at the convention established The Central Office. "Gig" provided space in his own business office at 222 West Adams Street in Chicago to conduct the affairs of the fraternity which by now had grown to 35 chapters.

"Gig" had sensed the possibilities of service to men in schools of commerce and to men in business, inherent in the ideals of our fraternity, and saw that Delta Sigma Pi could be the realization of these possibilities. More and more of his time

was devoted to the development of Delta Sigma Pi. He established the standard accounting system and uniform rituals, regalia and insignia appropriate to the growing organization. New chapters were installed. The first Biennial Survey of Business Schools was published (the 27th edition will be published during the 1980-81 year).

In 1928 the Grand Council (now Board of Directors) asked "Gig" to serve the fraternity on a full time basis which meant closing his own business. For most of the remaining years of his career he devoted his entire time and effort to the fraternity and a loving effort it was. "Gig" enjoyed his work, was happy in it, and found rich compensation in the many friends he made through his nationwide contacts and in service to a growing organization bound together in Brotherhood.

He was a leader among those working for fraternities and in 1928 he was asked to represent Delta Sigma Pi as one of the founders of the Professional Interfraternity Conference (now the Professional Fraternity Association). He served the PIC for 12 years as Secretary-Treasurer and for two years as President, attending every meeting of this organization until his retirement.

At the 1930 Grand Chapter Congress in Detroit, the delegates approved the office of Grand Secretary-Treasurer as appointive by the Grand Council rather than by election, with "Gig" immediately being appointed to the position. By then there were 51 chapters and about 7,000 members. At that same convention the Life Membership program was instituted, after being proposed by "Gig," with Life Member #1 going to Grand President Edwin L. Schujahn and #2 going to "Gig" (Gig insisting that the first number go to the elected president). Today there are nearly 13,000 Life Members. The resulting National Endowment Fund has grown to nearly \$700,000.00, and has been of invaluable financial assistance to the fraternity and to individual members needing assistance to complete their education.

Under "Gig's" direction, publications continued to improve, the regional organization structure gradually evolved, services to the chapters and clubs increased, and the fraternity became the smoothly running organization as befits a business fraternity.

"Gig" instituted the Chapter Efficiency Contest (now Chapter Efficiency Index) and developed an Alumni Placement Service which helped many members find new or better positions. (The Alumni Placement Service was discontinued as personnel managers and recruiting departments developed.) He attended meetings of the American Association (now Assembly) of Collegiate Schools of Business and was recognized by the Deans as one who had an untold wealth of information about what was happening on campuses from coast to coast and border to border.

It was in these years of the early thirties that Delta Sigma Pi was put to a severe test when the Great Depression forced some chapters to suspend operations. There were times when the future looked dim but "Gig" never lost sight of the fraternity's goals and worked on new

ideas to be implemented when action could be taken. By 1936, the worst of the depression was over, but by the time of the 1939 convention in Philadelphia, Hitler was marching in Europe and the fraternity faced the war years of World War II. In 1939, there were 57 chapters and over 10,000 initiates. During the war over 4,000 Deltasigs went into service, new initiates dropped to 129 in 1944, and only 11 chapters remained on the active roster. Income to the fraternity was almost completely eliminated, and the fraternity faced possible extinction, but "Gig" never lost sight of our goals.

He envisioned the fraternity resuming activities at the end of the war. With the support of the Grand Council, he engaged in other work, preserving the resources of the fraternity and planning for the post-war rebuilding of the fraternity.

In 1945 at the end of World War II, "Gig" had been serving the fraternity for 25 years and that year was recognized as his "silver anniversary." Due to proposed growth of the fraternity an Assistant Grand Secretary-Treasurer was authorized and James D. Thomson was hired for this position, eventually to succeed "Gig" at his retirement. By 1950 the fraternity had rebounded from the war and had 60 active chapters.

In 1955, "Gig" laid aside the responsibilities he discharged so successfully for 35 years. The fraternity stood at 92 chapters and over 34,000 members, with "Gig" having helped install all but 12 of those chapters. At the 1955 Grand Chapter Congress in Detroit, "Gig" officially announced his retirement.

At a special Testimonial Banquet during that convention it was announced that the new Central Office building to be built in Oxford, Ohio, was to be dedicated to him. A bronze plaque commemorating this dedication was to be placed in the entrance foyer of the building. The special designation "Grand Secretary-Treasurer Emeritus" was approved



In 1966 "Gig" received one of the first awards of The Order of the Golden Helmet shortly after his recognition for 50 years of active, continuing participation in the fraternity was approved. Presenting the award was then Grand President M. John Marko.

by the Board for "Gig."

After his retirement, "Gig" continued his other business affairs and participated in his "club" in Chicago. He attended chapter installations and other fraternity functions whenever possible and as many Grand Chapter Congresses as he could until 1973.

Always at his side as she had been during the 35 years of his service to the fraternity was his wife Alice who preceded him in death in 1969. His children grew up amid fraternity activities. His daughter, Barbara, married a Deltasig from Chi Chapter at Johns Hopkins University, Robert L. Stipsak, and now lives in Baltimore. (They were introduced to each other at a Grand Chapter Congress by the wife of a Grand President.) His son, Robert D. Wright, attended Northwestern University in Evanston where he was initiated by Zeta Chapter. He and his family live in Western Springs, Illinois.

For so many years "Gig" carried the torch that the Founders lighted. With the help of outstanding presidents and other national officers serving on the Board through the years, "Gig" was the steadying and

continuing force behind the development of Delta Sigma Pi as a truly international fraternity known and respected as The Business Fraternity. "Gig," we thank you for all your years of loyal and loving service. To so many who knew you, you will always be "Mr. Deltasig." We salute you and we thank you. □

* * *

"Gig's" family has requested that any memorial gifts being considered be made to the International Fraternity of Delta Sigma Pi.

The National Executive Committee has designated the previously approved redesign of the entry to The Central Office grounds and building in Oxford as a lasting memorial to "Gig" since the original building was dedicated to him. Contributions may be sent to The Central Office, Delta Sigma Pi, 330 South Campus Avenue, Oxford, Ohio 45056.

* * *

Your editor gratefully acknowledges those Grand Presidents whose remarks at the 1955 Testimonial Dinner for "Gig" are recorded in the fraternity's archives for much of the background information for this article. □



Newest Chapter Is In Illinois

Iota Chi Chapter of Delta Sigma Pi, the fraternity's 193rd undergraduate chapter, was installed on the campus of Illinois State University in Normal, Illinois, on Saturday, December 13, 1980. Grand President Michael R. Mallonee headed the initiation ceremonies and was assisted by undergraduate members of Upsilon chapter at the University of Illinois, Zeta Xi Chapter at Lewis University, Epsilon Omega Chapter at Eastern Illinois University and Theta Omicron Chapter at St. Ambrose College. Also serving on the installation team were Central Regional Director Anthony Z. Fernandez, Assistant Executive Director Michael J. Tillar, Chapter Consultant Mark A. Roberts, Golden Council Member LaVerne A. Cox, and alumni members John C. Fruin and Joseph W. Trefzger.

Following morning registration activities and a luncheon, the 48 charter members of the new chapter were initiated as members of Delta Sigma Pi. The charter members of Iota Chi Chapter are: William B. Weckstein, Linda M. Shoemaker, Keith H. Mueller, Joseph R. Geyer, Michael J. Prombo, Michael A. Buric, John P. Ahern, J. Kevin Howie, John P. Rigas, Geoffrey W. Pierce, Richard A. Berns, Sylvia A. Bird, Thomas Bozek, Fred Braun,



Assistant Executive Director Mike Tillar presents letters of congratulations to Iota Chi Chapter President Bill Weckstein.



The Administration Building, Hovey Hall, at Illinois State University, home of our new Iota Chi Chapter.

Lester T. Brol, James P. Corradetti, Terri A. Cross, Margaret A. Dobosz, Rose M. Evans, Nancy A. Ferkau, Thomas E. Fleming, David A. Frazier, Richard L. Fritz, James A. Goodwin, William P. Grogan, Steven J. Cross, Christine A. Grych, Ronald A. Haddad, James P. Householder, Diane L. Jingst, Michelle A.

Karlins, Joseph L. Kowalczyk, Jr., Debbie M. Koziara, David M. Lavin, Laurie L. Meents, Jacqueline L. Peterson, Sandra J. Phillis, Charles E. Ribbe, Timothy Rico, David M. Starkston, Denise L. Tracy, Julie A. Tylka, Gregory A. Walenga, Barbara A. Wendt, Julie G. Winters-teen, David S. Zang, Naomi S. Zurek and Dr. Andrew T. Nappi.

The Installation Banquet was held on Saturday evening in the Student Union on the Illinois State campus. The Invocation was offered by Iota Chi Chapter Secretary John P. Ahern. Following the meal Regional Director Tony Fernandez, who served as Toastmaster, introduced Dr. Roger Potter who welcomed Delta Sigma Pi and Iota Chi Chapter on behalf of Illinois State University. Dean Andrew T. Nappi then presented a brief history of the College of business and added his congratulations and welcome to the new chapter. Chapter Historian Geoffrey W. Pierce presented a brief history of the formation and development of Eta Delta Gamma Fra-

ternity. This local professional fraternity had been formed for the purpose of pursuing an undergraduate chapter charter from Delta Sigma Pi.

The highlight of the evening was the presentation of the Charge and Charter by Grand President Michael R. Mallonee. During his remarks Grand President Mallonee reminded the members of the new chapter of the obligations which they had undertaken earlier in the day. He also charged them to live up to the principles of the fraternity and urged them to strive to make their chapter the best in the fraternity. He then presented the chapter charter to Iota Chi Chapter President William B. Weckstein who accepted the charter on behalf of his chapter.

Prior to concluding the banquet, the national fraternity and the members of Iota Chi Chapter expressed their appreciation to the three alumni members who had been instrumental in the formation of Eta Delta Gamma Fraternity and who had helped to make Iota Chi Chapter a reality. Grand President Mallonee presented Board of Directors Testimonials of Appreciation to LaVerne Cox, John C. Fruin and Joseph W. Trefzger in recognition of their contribution to the growth of the fraternity. The members of Iota Chi Chapter presented the three Brothers with plaques as tokens of their appreciation for all that they had done to assist the local fraternity during the petitioning process.

The history of Eta Delta Gamma Fraternity dates back to the spring of 1980 when the first organizational meetings of interested business students were held under the direction of Golden Council Member LaVerne Cox. Brother Cox, who had served on the Board of Directors of the fraternity as the North Central Regional Director, acquainted the students with the goals and purposes of Delta Sigma Pi and outlined the steps which would be required to obtain a chapter charter. Although

(continued on page 12)



Dr. Andrew T. Nappi, Dean of the College of Business at Illinois State, gives a history of the university and college during the installation banquet for Iota Chi Chapter.



Grand President Mike Mallonee recognizes, left to right, Joe Trefzger and John Fruin, members of Upsilon Chapter from Illinois-Urbana and Faculty Advisor LaVerne A. Cox, of Alpha Delta Chapter at Nebraska-Lincoln, for their efforts to establish Iota Chi Chapter at Illinois State.

these meetings were held late in the academic year, the students were able to form an executive board which acted as a steering committee. These students met during the summer months and made plans for the formation of Eta Delta Gamma Fraternity.

During the Fall of the 1980-81 academic year several recruiting functions were held and the members of Eta Delta Gamma began to offer a full schedule of professional, social and service activities. Early activities included a car wash for the benefit of the United Way Fund, a Founders' Day ice cream social and a professional speaker. The local fraternity also participated in the College of Business Information Day. In October, 1980, several representatives of Eta Delta Gamma attended the Central Regional Conference in Chicago, Illinois. As the local fraternity continued to develop its various programs and activities the individual members worked to become familiar with the basic methods of chapter management. Brothers Fruin and Trefzger administered a Pledge Education Program for the members of the local fraternity and assisted them to prepare for their initiation as members of Delta Sigma Pi.

The College of Business at Illinois State University is the home of Deltasig's newest chapter. The university was founded in August, 1857, in Normal, Illinois, and was the first public institution of higher education in the state. The university was originally founded as a teachers' college and the documents establishing the institution were drafted by President Abraham Lincoln. Today, the university offers a comprehensive range of undergraduate programs in 59 major fields of study as well as master's degrees in 32 fields and doctoral programs in eight disciplines. Illinois State University is fully accredited by several recognized accrediting agencies including the North Central Association Commission on Institutions of Higher Education.

The College of Business at Illinois State was founded in 1967. The Bachelor of Science in Accounting, the Bachelor of Science in Business Administration and the Master of Science in Business Administration were the first degrees granted. The College currently offers bachelors degrees in the Departments of Accounting, Business Education and Administrative Services, Finance and Law, Management and Marketing. Also offered are Master of Science degrees in Accounting and Business Education as well as a Master of Business Administration degree. Since its founding, the College of Business has attempted to maintain a viable relationship with business, industrial and service organizations in the Normal area.

This relationship has resulted in strong emphasis on non-credit programs for all types of organizations and special learning experiences tailored to meet the needs of small businessmen. At the present time, nearly 25 per cent of the 19,717 students at Illinois State are enrolled in the College of Business.

Iota Chi Chapter is the fraternity's 193rd chapter and Illinois State University is now the eleventh university in the state of Illinois to become "home" for a chapter of Delta Sigma Pi. We feel sure that Deltasigs throughout the country will want to join us in extending a warm welcome and fraternal greetings to Iota Chi Chapter and Illinois State University—the newest members of the Deltasig family. □



Grand President Mike Mallonee presented the Charge and Charter to Iota Chi Chapter president, center, assisted by Central Regional Director Tony Fernandez, right.



Seated at the head table during the Iota Chi Chapter Installation Banquet were, left to right, Historian Geoff Pierce, Secretary John Ahern, Faculty Advisor LaVerne Cox, Roger Potter, and Grand President Mike Mallonee.

Theta Omega Returns To St. Edward's

In ceremonies on Sunday, November 23, 1980, Theta Omega Chapter returned to the campus of St. Edward's University in Austin, Texas, after an absence of five years. The charter had originally been granted in 1972, but the chapter had operated only until 1975.

New members initiated during the reactivation ceremonies were Willie Alexander, Michael Lewis Brock, Walter Robert Burnett, Cecilia W. Chen, Sandra Lynn Crisman, Henderson Baird Green, David Lynn Koempel, Ronald David Lipke, Gordon Mathias Markley, Diana Marquez, Gracie Montalvo, Jamie Eric Pike, Laurinda Denise Robinson, Mark Anthony Villarreal and Sheri Lynn Williamson.

Work toward the reactivation had actually begun in the fall of 1979 when newly elected Southwestern Regional Director Vic Tabor expressed an interest in returning the chapter to the active roster in the region. Dr. Hugh Law from Delta Xi Chapter at East Tennessee State and on the faculty at St. Edward's indicated his interest and willingness to help with the reactivation.

Members of Beta Kappa Chapter at Texas-Austin who are "next door" neighbors to St. Edward's were contacted and responded with an enthusiastic "yes" when asked to assist with the reactivation.

E. Dan McCue of Beta Kappa Chapter, and assisted by Richard E. Ramirez, and Richard and Robert Eason worked with the original group of students after they met with Hugh Law in the spring of 1980. Some initial recruiting was done and preliminary programs set. During the fall of 1980 activities

continued culminating in the reactivation ceremonies on November 23.

Attending the ceremonies in addition to undergraduates from Beta Kappa Chapter and the Houston Alumni Club were Grand President Mike Mallonee, Executive Director Ben Wolfenberger, Southwestern Regional Director Vic Tabor and District Director Dennis James.

At the banquet following initiation ceremonies, President Mallonee in welcoming the new members, returned the Theta Omega Chapter Charter to the chapter. Executive Director Ben Wolfenberger then presented the Scholarship Key Scroll, the official gavel and other archival property of the chapter. Regional Director Vic Tabor extended his greetings and following that, President Mallonee presented Testimonials of Appreciation from the fraternity to Dan McCue, Rick Ramirez, and Richard and Robert Eason for their assistance to the chapter.

St. Edward's College was formally organized and received a charter from the State of Texas in 1885. In 1925 a new charter was drawn which changed the title of the college to St. Edward's University. The years from 1946 to the present have been years of growth and development in all areas of campus activity—accreditation, the constant expansion and strengthening of the curriculum, the construction of 10 major buildings since 1950, and the amalgamation of Maryhill College and St. Edward's as one coeducational university.

The Center for Business Administration consists of the director and the instructors who provide a concentration in business education in the specific areas of accounting, general business, finance, management, administrative services and marketing. In addition to the full time day schedules, the Center provides an evening program which allows part-time students in the Austin area to pursue a degree. □



Southwestern Regional Director Vic Tabor, center, holds a discussion on operations and activities with the new initiates of Theta Omega Chapter at St. Edward's.

Planning For The Future— Life Membership

by Michael M. Johnson
Director of Alumni Activities
Member, Committee on Life Memberships

For many Brothers, this March DELTASIG means the end of another school year is just two months away. For others it means only 45 more days of overtime before April 15. For still others it means both. This issue of the magazine always finds a large portion of our fraternity making plans of one kind or another for the future. If I may, I would like to suggest one part of that plan which you may have put off before now . . . Life Membership. If you are graduating this spring, you should be a Life Member when you get that diploma. As surely as that diploma will tell your future employers of your academic skills, your Life Membership will tell your

Brothers of your commitment to your fraternity and at the same time it will allow you to maintain contact with one of the outstanding groups of businessmen in the world.

If you're not a May graduate, you should still plan on joining the Life Membership ranks now by making your down payment. By making small monthly payments you can be ready for graduation and the world beyond your college or university.

If you have long since left your alma mater and are reading this article, you have probably already joined the Life Membership program, but the chances are that one of your closest friends and Brothers has not. Why not express that

friendship by sharing this copy of the magazine with them and encouraging them to join you as a Life Member?

Remember, many of us joined this organization so we wouldn't have to "go it alone." Life Membership is our guarantee that we won't lose touch with our 100,000 Brothers across the nation and around the world. It is also one way we have of expressing our appreciation for our fraternal experiences. Don't put off until tomorrow what you can do today. Become a Life Member now and enjoy the benefits due you as a member of THE Professional Business Fraternity, Delta Sigma Pi. □

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

DELTA SIGMA PI APPLICATION FOR LIFE MEMBERSHIP

Name _____ Chapter and Number _____

Address _____

City, State and ZIP Code _____

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

_____ Alumnus (\$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 \$10.00 or more will be made until the balance is paid in full. Each time a payment is received at The Central Office, a statement for the remaining balance will automatically be sent to me. I will keep The Central Office apprised at all times of my current address.

Regional Conferences In Review

Record Attendance in Rochester

A total of 115 Brothers, pledges and guests were in attendance at the Eastern Regional Conference, October 31-November 1, 1980, at the Hilton Inn in Rochester, New York, and represented the following: Alpha, Alpha Kappa, Delta Psi, Gam-



President Jim Metz of Epsilon Lambda Chapter at Rochester Tech accepts a recognition for hosting the 1980 Eastern Regional Conference.

ma Upsilon, Epsilon Lambda, Zeta Psi, Zeta Omicron, Theta Iota, and Theta Upsilon Chapters; Boston-Bay State, Buffalo, Hartford, Metropolitan New York City and Rochester Alumni Clubs; and the Sigma Mu Beta Fraternity, our expansion colony at the State University of New York-Binghamton, Binghamton, New York.

A Friday night registration was followed by a mixer sponsored by the members of Epsilon Lambda Chapter, the host for this year's conference. This proved to be an excellent opportunity for the Brothers to demonstrate their fraternal spirit.

Saturday morning registration was concluded. Our opening session included comments by the Regional Director and greetings were extended by Grand President Michael R. Mallonee.

Immediately following the opening portion of our conference, the President of Sigma Mu Beta Fraternity at SUNY-Binghamton presented our Grand President with a copy of his fraternity's petition for a chapter charter in Delta Sigma Pi. After the acceptance of the petition, district Director Steven D. Kuptsis presented Director of Alumni Activities Michael M. Johnson with materials and funds necessary to charter the Metropolitan New York City Alumni Club.

The opening workshop was conducted by our Chapter Consultant Mark Roberts who displayed and moderated two fraternity slide presentations. The first was our new recruiting slide show and the second pertained to The Central Office and surrounding area. Both presentations were very well received.

Immediately following the aforementioned portions of our conference, the first seminars were conducted concurrently in separate facilities. Under the guidance of District Director Christine M. Kerwick, the topics of professional programs and community service were explored in detail. District Director Thomas A. Camiolo reviewed the various tools and techniques used in membership recruiting and District Director Steven D. Kuptsis addressed the important subject of planning and officer transition.

After a brief but enjoyable pool side luncheon, the Brothers, pledges and guests participated in another series of seminars. Mark Roberts conducted an interesting and informative seminar directed toward fund raising ideas which brought to light many successful projects currently being used by the chapters. District Director David A. Brumbaugh covered the subject of pledge education and Grand Presi-

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Zeta Psi Chapter at SUNY-Albany received the Regional Life Membership Award at the Eastern Regional Conference.



Regional Director Dick Parnitzke, right, presented the travel trophy to Theta Iota Chapter at Connecticut at the Eastern Regional Conference.

dent Mallonee convened an open forum which was designed to address a multitude of subjects.

It is also significant to note that our Director of Alumni Activities Michael M. Johnson moderated an important and productive alumni seminar for the members of the five alumni clubs in attendance.

After the completion of the scheduled seminars, the Brothers refreshed themselves with a banquet which included an after dinner speech by our Grand President. Awards and presentations were made after dinner. These included presentation of Chapter Efficiency Index Certificates to Zeta Psi, Theta Iota and Theta Upsilon Chapters for having achieved 100,000 points during the 1979-80 academic year. Plaques were given to Theta Iota chapter for having the most Brothers traveling the greatest distance to our conference, Zeta Psi Chapter for having the greatest number of new complete life members during the 1979-80 academic year and to Epsilon Lambda Chapter and the Rochester Alumni Club for having been the hosts for this outstanding conference. Plaques of appreciation were presented to District Directors Thomas A. Camiolo, Sheldon A. Paul, Christine M. Kerwick, Steven D. Kuptsis and Past District Director Daniel N. Ford.

Following the awards, a Yellow Dog initiation was conducted. Seventy-five men and women were

initiated at this conference which is another record number. Recreation and fraternalism were the main criteria for the entire evening.

Of the 115 Brothers, pledges and guests in attendance, 34 took advantage of the opportunity to complete the Regional Conference Evaluation Form. Results of the evaluation indicate a very high degree of satisfaction with this year's conference.

It is appropriate to note that without the outstanding support and assistance provided by Grand President Michael R. Mallonee, Director of Alumni Activities Michael M. Johnson, Executive Director Ben H. Wolfenberger, Chapter Consultant Mark A. Roberts, District Directors Thomas A. Camiolo, David A. Brumbaugh, Christine M. Kerwick and Steven D. Kuptsis and the host chapter, Epsilon Lambda, the tremendous success we achieved at this year's conference would certainly not have become a reality.—RICHARD J. PARNITZKE, EASTERN REGIONAL DIRECTOR □

South Central In Tennessee

On November 14-15, 1980, approximately 50 members of the South Central Region, representing five chapters and two alumni clubs, converged on The Hyatt Regency in Knoxville, Tennessee. The Regional Director, Sharon Hundley, was

assisted by the host chapter, Alpha Zeta-University of Tennessee, District Director Richard Schreiner, Past Grand President Bill Tatum, Director of Alumni Activities Mickey Johnson, Executive Director Ben Wolfenberger, and Past Eastern and Mideastern Regional Director Mel Brown.

Educational seminars were conducted throughout Saturday with the Regional Banquet serving as the highlight of the conference. Bill Tatum presented the banquet address, stressing the need for unity within the chapters and national fraternity. Zeta Upsilon, Virginia Tech, won the attendance award at the conference, arriving with a strong delegation. The conference banquet ended with a birthday celebration for Ben Wolfenberger.—SHARON D. HUNDLEY, SOUTH CENTRAL REGIONAL DIRECTOR □

Jacksonville Hosts

Southeastern

The 1980 Southeastern Regional Conference was attended by 179 members, pledges and guests at the beautiful Jacksonville Hilton Hotel on the banks of the Saint Johns River in Jacksonville, Florida. The chapters and alumni clubs represented included Kappa, Pi, Beta Eta, Beta Omega, Gamma Lambda, Delta Iota, Epsilon Rho, Epsilon Chi, Zeta Phi, Eta Kappa, Eta Upsilon, Theta



Chapter Consultant Mark Roberts conducted one of the educational seminars at the Eastern Regional Conference.



Members of Alpha Gamma Chapter at Penn State hosted the Mideastern Regional Conference.

Mu, Theta Sigma, Theta Phi, Iota Mu, Atlanta, Boca Raton, Columbus Southeastern, Jacksonville and Tampa Bay.

The events of the conference were kicked off on Friday evening with the National Officers Reception which allowed each participant the opportunity to meet Grand President Mike Mallonee, Assistant Executive Director Mike Tillar, Undergraduate of the Year-1980 Marilyn Doskey, Southeastern Regional Director Mike Mazur and the District Directors of the Southeastern Region. The "Wild West Round-up Party" gave everyone a chance to don their Western apparel and demonstrate their "two-step" and other dance steps. The Yellow Dog Initiation was conducted throughout the evening with the addition of nearly 140 new Yellow Dogs to the pack!

On Saturday morning, Southeastern Regional Director Mike Mazur conducted the Opening Ritual, introduced the participants and gave a brief "State of the Region" address. Four concurrent seminar sessions for all participants were held throughout the day. These sessions included "The Future of Our Fraternity—Effective Recruiting" moderated by District Directors Diane Clayton and Bill Donaldson, "Keeping It All Together Through Chapter Management" moderated by Undergraduate of the Year-1980 Marilyn Doskey and

Southeastern Regional Undergraduate of the Year-1980 Elaine Norton. In addition, a presentation on life Memberships was given by Megan Poucher, Regional Coordinator for Life Memberships.

The events of the Southeastern Regional Conference culminated with the Regional Conference Banquet on Saturday evening. After a sumptuous meal, our Keynote Speaker, Grand President Mike Mallonee, inspired and enlightened all present. A special event of the weekend, the birthday of Assistant Executive Director Mike Tillar, was celebrated with the presentation of several special "gifts" to Brother Tillar.

The conference awards which included the Attendance Trophy, the 1980 Life Membership Award and the Howard B. Johnson Award were all presented to Zeta Phi Chapter (Florida Atlantic University). The winner of the drawing for the Pearl and Ruby Badge was Brother Jim Shoemaker of the Jacksonville Alumni Club.

In his closing remarks, Southeastern Regional Director Mike Mazur mentioned that the attendance at this event was 50% greater than the conference of 1978 and thanked the members of Beta Eta Chapter and the Jacksonville Alumni Club for all of their help. The final event of the conference was a surprise slide presentation on

Mackinac Island, Michigan, the site of the 33rd Grand Chapter Congress.

On Sunday morning, goodbyes were exchanged and vows were made by the participants of the Southeastern Regional Conference-80 to meet again in full force on Mackinac Island in 1981!—**MICHAEL J. MAZUR, SOUTHEASTERN REGIONAL DIRECTOR** □

Converging On

Cincinnati

Two Hundred Twenty-Four Brothers converged on Kings Island Inn in Cincinnati, Ohio, for the 1980 East Central Regional Conference. The conference began with a get-acquainted party on Friday evening, sponsored by Alpha Theta Chapter at the University of Cincinnati. Beermug initiation was also held during the evening.

The educational seminars began on Saturday morning with a welcome from the host chapter, Theta Lambda-Xavier. In attendance were Grand President Mike Mallonee, Director of Alumni Activities Mickey Johnson, and Executive Director Ben Wolfenberger.

The regional awards banquet was highlighted by Grand President Mallonee's address and the presentation of the following awards: Outstanding Chapter, Zeta Theta

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Grand President Mike Mallonee, the conference chairman from Alpha Gamma Chapter at Penn State, Past Mideastern Regional Director Harry McMahon, and Chapter Consultant Mark Roberts were, left to right, among those attending the Mideastern Regional Conference.



Zeta Upsilon Chapter at Virginia Tech received the attendance trophy from Regional Director Sharon Hundley at the South Central Regional Conference.



Past Eastern and Mideastern Regional Director Mel Brown and his wife, Ruth, were honored guests at the South Central Regional Conference.



Director of Alumni Activities Mickey Johnson spoke at the South Central Regional Conference.



George Simowski, Deltasig of the Year-1975, was keynote speaker at the Central Regional Conference Banquet.



At the Central Regional Conference Grand President Mike Mallonee presented a Board of Directors Testimonial of Appreciation to Central Regional Director Tony Fernandez for his work on the national Committee on Alumni Activities.



Registration at the South Central Regional Conference.



At the Southeastern Regional Conference banquet were, left to right, Assistant Executive Director Mike Tillar, Regional Undergraduate of the Year Elaine Norton and Regional Director Mike Mazur.



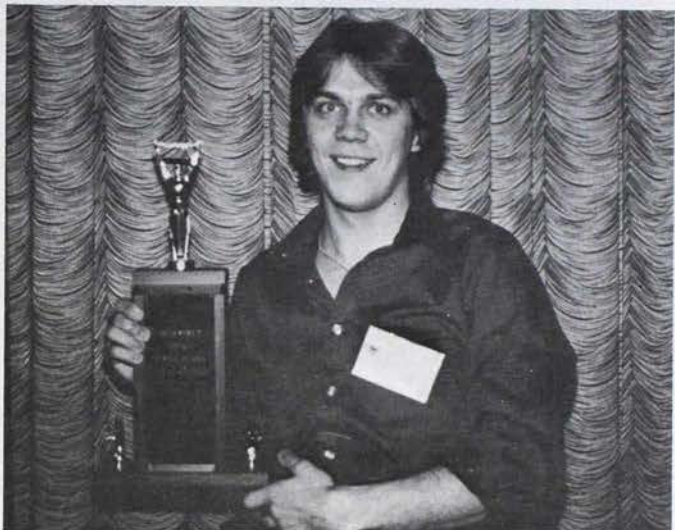
Brother Edmund Whaley, F.S.C. was the winner of the pearl and ruby badge at the Southern Regional Conference. Regional Director Frank Busch makes the presentation.



Registration at the Southern Regional Conference.



The 1980 Regional Life Membership Award was presented to President Steve Anderson of Theta Phi Chapter at South Florida by national Committee on Life Memberships member Megan Poucher during the Southeastern Regional Conference.



President Frank Zubricki of Gamma Pi Chapter at Loyola-Chicago accepted the attendance trophy at the Central Regional Conference.



Cincinnati Alumni Club members, left to right, Matt Marck, Mike Stoehr and Tom Butz model fraternity baseball caps at the East Central Regional Conference.



At the East Central Regional Conference former Chapter Consultant Mike Walsh received a special recognition from the National Executive Committee from Grand President Mike Mallonee and Executive Director Ben Wolfenberger for his outstanding work while a member of The Central Office staff.

Chapter, Western Kentucky; Most Improved Chapter, Theta Lambda, Xavier; Best Brother, Jeff Nelson, West Liberty State; Best District Director, Bob Smith, Western Kentucky-Evansville; CEI Honor Roll Certificates, Nu, Ohio State; Alpha Theta, Cincinnati; Alpha Omicron, Ohio; Alpha Pi, Indiana; Beta Pi, Kent State; Delta Omega, West Liberty State; Epsilon Xi, Ball State; Theta Lambda, Xavier; Theta Pi, Bowling Green; Iota Lambda, Indiana-Purdue; and Zeta Theta, Western Kentucky.

Following the banquet was a party sponsored by the Cincinnati Alumni Club. Most of the Brothers present also participated in Yellow Dog Initiation.

A farewell banquet was held on Sunday at noon with the drawing for the pearl and ruby badges being at the conclusion. Additional raffle prizes were donated by Theta Kappa Chapter, Akron; Theta Lambda Chapter, Xavier; Iota Lambda Chapter, Indiana-Purdue; and the Cincinnati Alumni club. The winners of the pearl and ruby badges were Joe Daugherty, Kent State, and Eugene Conrad, Akron.

A special expression of thanks must go to Grand President Mallonee, Director of Alumni Activities Johnson, Executive Director Ben Wolfenberger, Alpha Theta Chapter, Theta Lambda Chapter, the Cincinnati Alumni Club and all

of those who not only attended, but enthusiastically participated to make the weekend of October 17-19 one of the best ever.—JEFFREY L. PHILIPPI, EAST CENTRAL REGIONAL DIRECTOR □

Central Convenes in Chicago

It had been over 18 years since the Central Regional Conference was held in Chicago. The decision to return to the Second City was obviously a good one since it turned the Brothers out in record numbers . . . 187 fully registered and nearly 230 for the banquet.

Every chapter but one was represented by a delegation including a visiting delegation from the Eta Delta Gamma petitioning group at Illinois State University at Normal.

The formal workshops/seminars were conducted by panels moderated by the five District Directors in the region, including Jom Ferschinger, Leo Garcia, Alan Pacer, William Stroud, and Stephen Wlodarski. Jim Prescott, President of the Chicago Alumni Club and secretary/treasurer of the conference, led the seminar on funding and financing, and Tim Gover, Golden Council Member and Chapter Advisor, moderated the panel on professionalism. The panel moderators were assisted by various

chapter presidents and alumni. The input, the exchange of ideas, and the questions and comments were lively throughout the day.

Grand President Michael Mallonee gave his "State of the Fraternity" address at the Saturday luncheon. Brother Ben Wolfenberger gave a presentation on Central Office services and a slide/tour of the Oxford facility. Later at the Saturday evening banquet, Brother George Simkowski, 1975 Deltasig of the year, gave a "rouser" of a speech that dealt with the theme of the meeting: "Achievement through



District Director Steve Ludwig speaks at the Des Moines Conference for the North Central Region.



Southern Regional Director Frank Busch, center, with the District Directors for the region.

Robert S. Study, right, received the Order of the Golden Helmet Award from Grand President Mike Mallonee at the Central Regional Conference.



District Director Dan Harrington was a seminar moderator at the North Central Regional Conference.



Director of Alumni Activities Mickey Johnson addressed major issues and activities of the fraternity nationally at the North Central Regional Conference.

Teamwork," and the motto: "Number 1—Go For It!"

The Sunday morning "Open Forum" dealt with at least eight or 10 topics not on the agenda and proved to be a valuable format for exchange of ideas. The commentary was positive.

The farewell luncheon featured awards, presentations and prizes. The Delta Rho Chapter won the mileage trophy, while the Gamma Pi Chapter won the attendance trophy. Brother Mark Bentlage won the pearl and ruby badge, the raffle prize, and about 30 other Brothers took home door prizes.

The bottom line: "A great regional conference that fired up the Brothers to reach the heights of Deltasig ideals."—ANTHONY Z. FERNANDEZ, CENTRAL REGIONAL DIRECTOR □

Balloons In Albuquerque

The Intermountain Regional Conference was held October 3-5, 1980, in Albuquerque, New Mexico. The conference was a tremendous success with over 170 undergraduates and alumni members in attendance. After registration on Friday evening, the conference activities commenced with libations at the renowned Arizona Margarita Party. Saturday was devoted to meetings,

various national officers, chapter representatives and guest speakers, followed by the Yellow Dog Initiation and a night on the town. Sunday morning a chartered bus transported the conference attendees to the lift-off area for the internationally famous Albuquerque Hot Air Balloon Races, followed by a closing session and luncheon.

Special thanks to go Rita Muniz, Conference Chairman, Dave Hahn, and Gamma Iota Chapter and the Albuquerque Alumni Club for all of their outstanding work in arranging for and conducting the conference; to Mickey Johnson, Theresa Jeszka and Mike Tillar for helping make the conference a success; to the Gamma Phi, Gamma Psi, Gamma Omega, Epsilon Upsilon and Zeta Kappa Chapters for conducting excellent seminars on various aspects of chapter operations and to the members of the Alpha Rho, Alpha Nu, Epsilon Eta and Zeta Omega chapters and the Dever, Phoenix and Tucson Alumni clubs who attended the conference.

The conference was indicative of the renewed spirit of enthusiasm and dedication which has been exhibited by the members of Delta Sigma Pi in the Intermountain Region and was a marvelous start of what is proving to be an exceptionally good year for the region.—WILLIAM R. LEONARD, INTERMOUNTAIN REGIONAL DIRECTOR □

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Attendees enjoyed the closing luncheon at the Truman Sports Complex at the Midwestern Regional Conference.



North Central Regional Director Bob Drewniak displays the award he received for having the number one region in the Chapter Efficiency Index while all chapter presidents in the region gather 'round at the North Central Regional Conference. Every chapter but one was an Honor Roll Chapter and the presidents display their certificates.



At the North Central Regional Conference Executive Director Ben Wolfenberger presented the award for the number one region in the Chapter Efficiency Index to Regional Director Bob Drewniak.



Beta Kappa Chapter at Texas-Austin presented an outstanding workshop on Professionalism at the Southwestern Regional Conference.



Delta Eta Chapter at Lamar received its Honor Roll Chapter Certificate at the Southwestern Regional Conference.



President Sam Galucci of Iota Pi Chapter at San Diego State accepts the Travel Trophy from Western Regional Director Skip Loomis.



Western Regional Director Skip Loomis presents the Historian's Award to President Tony Perez of Eta Chi Chapter at Cal Poly-Pomona.

New Frontier In Sacramento

THE WESTERN DELTASIGS' NEW FRONTIER was the theme of our Western Regional Conference held at the Sacramento Woodlake Inn on October 24-26. One of our most successful meetings ever got underway with an Early Bird Party on Friday night.

The Saturday morning session opened with a history of the region by our R. Nelson Mitchell, former Western Regional Director, followed by Past Grand President Bill Tatum's slide presentation on recruiting. After a buffet lunch which featured Brother Theresa Jeszka's description of her activities on the Board of Directors as Undergraduate of the Year-1979, we broke into four groups to participate in "round robin" seminars on pledge education, fund raising, social activities and chapter operations, and professional activities. Past Grand President Tom Mocella chaired the latter session, to the delight of all of in attendance.

Concurrently, Director of Alumni Activities Mickey Johnson conducted a session for alumni, and Assistant Executive Director Mike Tillar chaired a session for District Directors.

The banquet that evening featured a talk by Brother Tatum on the state of the fraternity. This was followed by a Casino Royale conducted by Epsilon Phi Chapter, Cal State-Sacramento, and a Yellow Dog Initiation under the direction of District Director Leon Garman.

Sunday brunch included a presentation by Mike Tillar on The Central Office operations, and awards and acknowledgements were made by Regional Director Skip Loomis. Iota Pi, San Diego State, received the Attendance Award and the Historian's Award went to Eta Chi, Cal Poly-Pomona.

Some 125 Deltasigs and their guests were in attendance, including seven future Brothers from Sigma Lambda Omega Fraternity, our colony at Cal Poly-San Luis Obispo.

Thanks go to the host chapter, Epsilon Phi, and particular thanks to Brothers Janet Tulley and Cindy Nester for their outstanding work in handling registration so smoothly.

Will see you all in Mackinac.—
JOE S. LOOMIS, WESTERN REGIONAL DIRECTOR □

Photo Credits

Eastern Regional Conference—Lawrence H. Woods

North Central Regional Conference—Mike Ketter

South Central, Southern, Midwestern, Southwestern, and Western Regional Conferences—William W. Tatum, Jr.



"Wild West Roundup" was the theme of the social function at the Southeastern Regional Conference.



Past Western Regional Director R. Nelson Mitchell presented a history of the Western Region at the conference.



Educational seminars were the focus of the South Central Regional Conference.

the chapters speak

FROM THE UNDERGRADUATE OF THE YEAR

I had the privilege of attending my first Grand Chapter Congress almost two years ago in Atlanta, Georgia. I had been recently selected as the 1979 Undergraduate of the Year and the Grand Chapter Congress marked the beginning of my two-year term on the Board of Directors.

I arrived in Atlanta a few days early to attend the meetings of the Board of Directors and the National Executive Committee, therefore, I was present when the delegates and other members arrived and registered for the Congress. I remember the excitement which prevailed during registration.

This excitement remained with us for the entire Grand Chapter Congress. It was the excitement of meeting other Deltasigs from across the country, and exchanging ideas concerning Delta Sigma Pi, the business world, and university life. It was the excitement of nominating and electing the fraternity's national officers; those individuals who would lead our fraternity during the biennium until our next Grand Chapter Congress. It was the excitement of discussing important legislation, attending educational seminars, and listening to informative speakers. It was the excitement of taking part in so many of our fraternity's traditions, such as the Grand President's reception, the initiation of our national honorary member and, of course, Yellow Dog Initiation.

Having attended the Atlanta Grand Chapter Congress, I can understand why so many Brothers keep returning, Congress after Congress.

Our 33rd Grand Chapter Congress is to be held August 16-20, 1981, at

The Grand Hotel on Mackinac Island, Michigan. As a member of the National Executive Committee, I have been involved in the planning of the Congress, and this will definitely be the fraternity's best Congress ever!

Brothers, don't miss the excitement of the Grand Chapter Congress! Make a commitment to attend, to send a delegation from your chapter, so that when the Congress is over you can return to your chapter with renewed enthusiasm and dedication to Delta Sigma Pi.

Looking forward to seeing you at Mackinac Island!—THERESA M. JESZKA, UNDERGRADUATE OF THE YEAR-1979 □

Eastern Region

BABSON GAMMA UPSILON

GAMMA UPSILON CHAPTER of Babson College continued its total domination of fraternity football at Babson as we rolled to a phenomenal 26th year of undefeated play. Only our devotion to professional activities receives as much attention as our passion for football victories each year at Babson. This fact can be attested to by the continuing chant of "26, 26, 26 . . ." heard on campus from the opening day of classes on September 8 until it became a reality with our final victory over Alpha Kappa Psi on November 16.

On Sunday, October 26, the first test came against a greatly improved Zeta Beta Tau team. Although down 14-6 at the half, the Brothers showed typical Deltasig determination in scoring 28 unanswered points behind the leadership of Tri-captain and Quarterback Dave Koopman. The impenetrable defense was led by a fired-up Gobind Sahney, who sacked the opposing quarterback early in the half to turn back the Zeta Beta Tau momentum. Final score, 34-14.

Next, on November 2, came an undefeated Theta Chi team, expected to be our stiffest competition. We scored on the first drive of the game and, although Theta Chi answered this on their first drive, the stage was set for our imminent victory. This one ended with a fitting "26-13" score and assured us of the championship. Tri-captain Dave Lamere, with a late-game, 102-yard interception return for his second touchdown of the game, was awarded the game ball, and our annual "Animal Award" went to Noseguard Chris Harrington for his consistent, hard-nosed football.

The champions were crowned on November 16 as we romped to a lopsided 46-15 victory. Alpha Kappa Psi was the tragic victim of an attack which saw six different Brothers score. This time Tri-captain Jim Belli was the hero, leading the backfield with his crunching blocks and commanding the defensive corps with stellar plays. Needless to say, the Brotherhood had quite a celebration afterwards, with Alumni Brother Nayber Rossicki leading us in many a victory song.

And so, as the pages of the calendar turn toward another season, the calls of "27, 27, 27 . . ." are awaiting their turn to enter the pages of Gamma Upsilon Chapter history.

—EDWARD M. SHEEHY

CONNECTICUT THETA IOTA

THETA IOTA CHAPTER at the University of Connecticut held its fall initiation on November 16. Seventeen pledges were inducted at that time, making our chapter 53 Brothers strong. Regional Director Dick Parnitzke and a fantastic alumni attendance helped make this event the success it was.

The chapter was very active last semester with many outstanding professional speakers, tours and social events. One event which sticks in our minds was the Eastern Regional Conference. Theta Iota Chapter was honored to receive the travel award and would personally like to thank Dick, Epsilon Lambda Chapter, and all the national officers present for making it such a great time.

The Brothers of Theta Iota Chapter are proud to announce their selection for Undergraduate of the Year—President Michael T. Maguire. He is well deserving and is an excellent candidate for regional and national competition. Mike, along with Pat Stavola, Graeme Brown and Diane Rossi, was nominated for Who's Who in American Colleges and Universities for their outstanding work for the University of Connecticut.

—DANIEL R. KOPPEL

ROCHESTER TECH EPSILON LAMBDA

EPSILON LAMBDA CHAPTER at Rochester Institute of Technology initiated nine new Brothers from the fall pledge class. Our chapter has just completed a desk blotter on which we published advertisements from local establishments. As a financial project, the blotter proved to be a great success. Other ongoing financial projects include a book co-op, which we sponsor at the beginning of each quarter. We also sponsor a variety of theme parties for fund raisers.

The Brothers recently sponsored Herbert Mosse, who discussed resume writing and interview techniques. This professional event, which was open to the entire student body, proved to be a great success with a large turnout.

The annual party held for the Hillside Children's Home was again a success. Rochester's Channel 10 showed the event on the six and

11 o'clock news. The Brothers are also planning an Easter party for the Hillside children.

The fraternity's intra-Greek basketball team started off the season with a victory. The team played extremely well, taking the overtime victory by one point. We are looking forward to a strong softball team later this spring.

The chapter would like to congratulate all the graduating seniors and wish them success. Have a nice summer, Brothers of Delta Sigma Pi!

—LAWRENCE H. WOODS

SIENA THETA UPSILON

SEVEN BROTHERS from Theta Upsilon Chapter attended the Regional Conference in Rochester during our first semester this year. President, and delegate, Christine Palmer and Senior Vice President Judy Garcia were

accompanied by Brothers Charlie Faas, John Halstead, Fran Bidell, Ann Wiss and Tracy Novogrodsky. Their trip was just one of the many events we had this past semester. We also had a pizza social with our Zeta Psi Brothers of Albany State. Brothers and pledges met at DeMarco's Casa Italia in Watervliet for a night of pizza, beer and singing in that order!

Our professional events during the fall included various speakers from the local business community. Topics such as "Marketing in Today's Economy" and "Audit and Control Procedures" were presented by these businessmen. Our social committee organized a Founders' Day Birthday on the Siena campus November 16. The Sunday lunch was attended by many Brothers and pledges in celebration. Also congratulations went out to Brother John Halstead as he was elected Theta Upsilon's Undergraduate of the Year.

Last semester we initiated 12 brand new

Brothers. On November 23 our neophytes completed their pledging with Regional Director Richard Parnitzke looking on. Also in attendance were Christine Kerwick and Steve Kuptsis, District Directors. And finally, we started off the new semester in January by celebrating our tenth birthday as a chapter of Delta Sigma Pi. Ten formative years in the world's largest business fraternity, and it's just the beginning!

—STEVE CORNELL

SUNY-ALBANY ZETA PSI

THE BROTHERS OF Zeta Psi Chapter once again enjoyed their annual ski weekend in the Adirondacks. The weekend included "roughing it" at the State University of New York at Albany's Camp Dippikill, and skiing at Gore Mountain.

Career Day was held on February 25. The annual event continues to experience growth and success with over 50 firms participating.

Zeta Psi Chapter was very proud to participate in the initiation of Delta Sigma Pi's new chapter at the State University of New York at Binghamton. We were honored to have Brother Robert Maxant and Brother Caryn Marcus act as senior warden and junior warden respectively. We wholeheartedly wish our new Brothers at SUNY-Binghamton success in their fraternal endeavors.

—GERALD J. JANIS, JR.

SUFFOLK DELTA PSI

DELTA PSI CHAPTER is growing at Suffolk. Our fall recruiting campaign yielded eight new Brothers, exceeding our nearest competing fraternity by far. Our new members include the president of the Suffolk chapter of the American Marketing Association, John Anatone, Jr., Suffolk's star flag football hero, Butch Tamulonis, Suffolk's new travel consultant, Todd Menard, our chapter's new spiritual leader, Mark Szytko, SGA Representative Joseph Harrington, our hockey team candidate, Mike Hines, Maryland's next Senator Frank Novak, and our chapter's expert in all areas of woodworking, John Lewis. These Brothers are our hope for the chapter's future and we expect much enthusiasm and diligence from them. Yes, this was a good semester at Suffolk.

We also had a faculty initiate this semester. Professor Daniel Sankowsky was our latest faculty member to be initiated. At this rate, the entire faculty will be Brothers by the end of next year.

Finances have been holding their own this semester. With two parties and one raffle, income has exceeded \$1200. Expenditures have been held down to a minimum, in the hope of saving money to make this year's Rose Dance the nicest yet.

This semester, Delta Psi Chapter was honored by the visits of both Regional Director Dick Parnitzke and Chapter Consultant Mark Roberts. Each had his own helpful comments about our chapter, and we thank them both for all their help.

A Joyous Easter to all from the Delta Psi Chapter at Suffolk University.



University administrators and chapter officers gather at the annual dinner dance of Chi Chapter at Johns Hopkins.



Pledges of Iota Tau Chapter at Robert Morris presented the chapter with a miniature house on which future pledges could build.

Mideastern Region

DUQUESNE THETA RHO

THE BROTHERS OF Theta Rho Chapter have had a very productive and rewarding semester. The highlight of the semester was our 10th Anniversary Banquet. All Theta Rho Chapter alumni were invited and also representatives of the University and the School of Business; Lambda and Iota Tau Chapters helped us celebrate. Regional Director C. Lee Myers was also there. The banquet was held on September 19 in the Student Union and total attendance was approximately 125 people. Everyone had a good time dancing and reminiscing about the Fraternity.

Theta Rho Chapter collected over \$2000 for the annual Duquesne University Dance Marathon. Brother Charlie Meizoso and Lisa Goniys danced for 52 hours to help fight Muscular Dystrophy. Our total was the second highest in the whole school and it also enabled us to win the professional division for the second year in a row.

The Brothers also entered three booths in Duquesne's Carnival. We raised over \$500 in three nights.

We are very proud of our newly acquired wing on the 16th floor of Towers Dormitory. The wing looks very impressive with a dragon painted on one wall and his tail extending the whole way around the wing. Naturally, the name of our Fraternity occupies one wall.

The Brothers entered Duquesne's Annual Phonathon. This event tries to raise money for the school. Theta Rho Chapter placed first among all fraternities.

We have many more events planned and we are looking forward to obtaining 100,000 Chapter Efficiency Index Points.

—AARON T. HACHERL

JOHNS HOPKINS CHI

CHI CHAPTER AT Johns Hopkins University is pleased to welcome four new Brothers. These new members are Jan von Lindenber, Mike Guzick, Jeff Crooks, and Dr. Peter B. Petersen. Dr. Petersen is our newest faculty member and is currently Director of the Division of Administration and Business.

The active chapter would also like to thank all of the Brothers and their guests who made our two fund-raising events a success. The Dinner Dance and the Annual Crab Feast and Bull Roast had the best attendance in years which helped to ensure the financial success of our Scholarship Fund.

This year's professional program is also off to a good start. In October, Mr. William Foster, a consumer advocate with the Maryland State Board of Licensing of Consumer Credit, spoke on the advantages and disadvantages of credit cards and how to shop around for lower interest loans. November's professional meeting was a talk by Mr. Darryl Tuckey, an environmental engineer from Bethlehem Steel Company. His discussion was on "Steel at the Crossroads."

Chi Chapter has always striven to develop an interesting and educational professional program in past years and this year is no

different. A lot of time and effort have gone into obtaining quality speakers and arranging industrial tours. We invite all Brothers, together with their guests, to come out and support this program.

—CHARLES T. CARTER, JR.

PITTSBURGH LAMBDA

LAMBDA CHAPTER AT the University of Pittsburgh has been very busy with activities this past fall term. The speakers for the professional meetings included an entrepreneur in finance, a researcher within a traditional corporate structure, and an auditor. The final activity for the term was the formal initiation of 21 undergraduates. Afterwards, the Lambda Chapter Brothers welcomed their new Brothers at a buffet in Dean Gow's Conference Room.

Prospective pledges for the spring term have been contacted. A recruiting smoker will be held the latter part of March. The smoker gives everyone the opportunity to both renew old acquaintances and make new friends.

Lambda Chapter again this year helped WQED-Channel 13 with the "Great Auction." It was not only a service project, but a great social gathering. Lambda Chapter Brothers have done this project for two years and intend to help again.

The chapter's attention is now turned to surveying for the outstanding Business Instructor of the Year. This award will be among the awards presented at our annual Spring Banquet.

As the school year rapidly passes, the Brothers are actively pursuing their activities so they will be both educational and enjoyable. With hard work and determination, we are looking forward to a successful year.

—DOROTHY H. RIGATTI

ROBERT MORRIS IOTA TAU

IOTA TAU CHAPTER celebrated Founders' Day on Friday, November 7, 1980, with a dinner in the school's Monticello Room followed by a party at the Hilton Hotel, Moon Township. Immediately following dinner the fall 1980 pledge class presented the Brothers with a cake of congratulations.

On December 12, 1980, Iota Tau Chapter officially recognized 12 new members as Fraternal Brothers. The induction ceremony began with dinner in Jefferson Center on the RMC Moon campus. After dinner the actual initiation Ritual was observed by Jack Ashbaugh, Lambda Chapter; Don McCormick, president of the alumni club; and the Brothers of Iota Tau Chapter. Induction concluded with a party and the presentation of a pledge project from the new members to the fraternity. In addition, each new Brother and his respective Big Brother exchanged gifts. Accompanying the pledge project was the following story which all the pledges helped to write: "Our theme for this project is: Where better can a Brother be than with his family? With this model house that we are giving you, we want to become a part of your family. This house represents the unity among the Brothers of which we recently became a part. To make each pledge class feel like part of the family, we ask that they add

to or make something for the model house. When they add their part to the house, they can be recognized for it and can join us in our family."

The Brothers would again like to congratulate the new members and welcome them to Delta Sigma Pi. We are truly looking forward to having you as a part of our Brotherhood and feel very proud of the tremendous initiative you have already displayed.

Barbara DiYanni, current senior vice president of Iota Tau Chapter, has been nominated Undergraduate of the Year. In the past Barb has served as president and historian, and in 1978 was selected Pledge of the Year. Aside from her involvement in Delta Sigma Pi, in 1979 and 1980 Barb was RMC Fall Carnival Chairman, a member of the Patriot Yearbook Staff, and a Freshman Orientation Advisor. Also, in 1979, she received the "Who's Who Among American Colleges and Universities" award. An accounting major with a 3.70 grade point average, Barbara hopes to acquire a challenging position with a major accounting firm upon her graduation this May.

—CONNIE ZANGUIS

RUTGERS BETA RHO

ON NOVEMBER 21, 1980, Beta Rho Chapter was honored with the presence of George L. Yeager, senior vice president of US Fire Insurance Company. As a senior underwriter for the company, he presented an interesting discussion and overview on insurance and its functions.

Since insurance is so vital to all of us, we found that this discussion was informative and worthwhile. The facts related to our needs and interests as policyholders. Insurance was defined as "exchanging an unknown risk for a known cost." In an age when everyone is so concerned with the value of a dollar, we were able to see just how our "premium" works for us.

As was evidenced by the active participation of our Brothers, everyone enjoyed the informal question and answer period.

We have all heard people say, "I don't believe in insurance. What can it do for me?" Hazards, encompassing loss of income and loss of property, are major risks that we may



Dean Zoffer, Dean of the Graduate Business Program at Pittsburgh, addresses a recruiting function of Lambda Chapter.

face at some time in our lives. Insurance can help us to meet the pressing needs and financial losses that arise unexpectedly.

Most of us agreed that no one likes to pay insurance premiums. But let's face it! Where would we be without the protection? I'm inclined to agree that the advantages far outweigh the disadvantages.

In this instance, Mr. Yeager made insurance interesting for us. His presentation enhanced not only our professional lives, but also our personal lives as well.

—LYDIA ZATORSKI

SHEPHERD EPSILON KAPPA

EPSILON KAPPA CHAPTER at Shepherd College has just celebrated the chapter's 20th Anniversary with Delta Sigma Pi, on February 18. We are proud to have been a part of the Brotherhood for 20 years. This semester, our chapter founder, Charles F. Printz, has announced his retirement as Chairman of the Division of Business Administration. The chapter wishes to thank Mr. Printz for starting us off and keeping the spirit of Epsilon Kappa Chapter going throughout the years. Without his time, effort and concern we would not be what we are today.

Our professional program continues to be a great success, with thanks to Jody Mayes, as we have had interesting tours to the Pentagon, Comsat, F.B.I., Fairchild, Avex

On the social aspect, we have had our first Christmas farewell party for our graduating seniors. We are also planning a spring banquet for later this month to welcome our pledges into our Brotherhood.

The chapter continues to work hard at nu-

merous fund raisers in looking forward to seeing everyone on Mackinac.

—BRAD BATES

South Central Region

JAMES MADISON IOTA KAPPA

THE BROTHERS OF the Iota Kappa Chapter returned from Christmas break refreshed and ready to partake in the many events planned for the spring semester.

The rush functions took first priority, since many of the Brothers are scheduled to graduate in May. Brother James Saunders, business manager of the school newspaper, aided in publicizing the two smokers. Two additional rush parties contributed to this semester's promising crop of new pledges.

Hard work soon increased sales of the James Madison University Dukes spirit towels, which were the chapter's main money making project for the year. The towels, dyed in school colors and emblazoned with the school's name, were designed to promote school spirit, but they also promoted for the Brothers some valuable hands-on experience in bartering and budgeting. Income from the towels was supplemented by a profitable car wash, a bike raffle, and several Monday night hot dog sales in the campus dormitories.

Because of previous successes with tours of local firms, tours of Gamby Distributing Company, Inc., and R. R. Donnelly and Sons Co., were planned. The Brothers profited much from their behind-the-scenes glimpse at these two familiar Harrisonburg firms. Also enlightening to the chapter's many accounting majors was a speaker from the local

accounting firm of A. M. Pullen.

To ensure that the semester was not all work and no play, the Brothers re-formed two of their traditional bowling teams, and were delighted to observe that they performed as well as they had in the past. The Brothers also ventured a road trip to the Zeta Upsilon Chapter at Virginia Polytechnical Institute and State University, which was heralded as a successful way to break up the mid-winter monotony.

Despite the profitable winter season, the Brothers are looking forward to spring and anticipate initiating many pledges into a vital and active Brotherhood.

—LAUREN L. GALLOWAY

NORTH CAROLINA-CHAPEL HILL ALPHA LAMBDA

ALPHA LAMBDA CHAPTER has been very busy planning speaker meetings and other activities, as well as working with our new advisor, Dr. Barry Roberts, a law professor in the School of Business Administration. During the fall semester, we entertained three very interesting and informative speakers. Our first speaker was Chal Randall, the Director of Management Training for Burlington Industries, who spoke on job seeking interviews and management training in the textile industry. Later in the semester, we welcomed Dennis Durden, the vice president of R. J. Reynolds Industries, who spoke on current business issues. Our third speaker was Bert Cook, the vice president of the Glendale Division of Kellwood, Incorporated, who addressed the issue of management practices at Kellwood specifically, and the textile industry in general.

In addition to these speakers, our chapter organized many activities to familiarize our 25 pledges with the fraternity. We reserved blocks of seats at most of our home football games, had a few informal parties, took a trip to the beach in early November, and went out to dinner "en masse" at a local restaurant. Also, some of our members attended the South Central Regional Conference and later, on November 21, we received 25 new Brothers into our chapter at our initiation ceremony. We are especially excited about our new Brothers as they promise to be enthusiastic and hard working additions to our fraternity.

—DEBORAH L. MACDONALD

TENNESSEE ALPHA ZETA

ALPHA ZETA CHAPTER at the University of Tennessee-Knoxville is in the middle of a very large fund raising operation. All of the fund raising activities will be used to send a delegation to the 33rd Grand Chapter Congress on Mackinac Island. These fund raisers include a T-shirt sale along with a dinner for two to be awarded at a raffle.

Other activities for this quarter included tours of MaGee-Tyson Airport and the Rohm and Haas Company. Several different and interesting speakers were also brought to campus. These speakers included a group of female business leaders and a number of breakfasts with the Deans. Also speaking to the Brothers were numerous members of our Alpha Zeta Alumni.

To be held later in the quarter will be election of new officers and the arrangement for



Chapter towel sales for James Madison University keep Brotherhood close for members of Iota Kappa Chapter.

our role in the College of Business Administration's business week to be held in the spring. Congratulations go out to all our Brothers now on the Advisory Council to the Deans, and to those five that hold offices. Also Alpha Zeta Chapter would like to wish our merger of Mary Beth Smith and Tom Harrison the best of luck.

—MARC G. FORMAN

VIRGINIA TECH ZETA UPSILON

WINTER QUARTER FOR the Zeta Upsilon Chapter started off in fantastic fashion with a New Year's trip to Atlanta, Georgia, and the Peach Bowl. It was a great time that the Brothers will never forget. Also highlighting winter quarter was our Rose Dance. We use this event to honor our ever-supporting alumni. This year, as always, our alumni made the dance a great success.

Our professional program was also going full blast under the direction of Vice President for Professional Activities Paul Kaiser. We had a very informative speaker from Leggett Department Stores and a tour of White Motor Company. We also co-sponsored a very successful Career Workshop with the Virginia Tech Placement Office.

We had several fund raising projects that were profitable, including dormitory hot dog sales, selling coupon books, and showing movies. We would like to thank our Chapter Consultant Mark Roberts for his many fine ideas on the topic of fund raising.

Our intramural teams certainly deserve mention, especially our men's and co-rec basketball teams. Look out alumni—we're ready for our annual game at "Spring Blast."

Our social program, under the new direction of Brother Sandra Fox, was as strong as ever. The Brothers and faculty alike enjoyed our happy hours at the house, the pledge party and our very successful "faculty-undergrad" party at Dr. Moore's house.

Finally, the Brothers would like to congratulate our new members. You did a great job as pledges and you will certainly strengthen our Brotherhood. The Brothers also extend a special "Good Luck" to our new pledges.

Southeastern Region

FLORIDA ATLANTIC ZETA PHI

THE ZETA PHI Chapter at Boca Raton, Florida, has just completed another successful and prosperous quarter. Nine outstanding students were initiated into our chapter: Al Alfieri, Steve Bickart, Cindy Joy, Paul O'Brien, Carol Racicot, Brad Rattigan, Shawn Stark, Felicia Stewart, and Robin Still. We have also initiated a Faculty Brother, Fred Harold, Assistant Professor of Computer Systems.

Professional events, under the direction of Brother Gary Bal, have played a major role in our chapter's activities. The most significant professional event was "Career Day," which featured representatives from top firms throughout Florida. The students of the College of Business received much valuable career information from these firms.

One of the highlights of the quarter was the Southeastern Regional Conference at Jacksonville. We are very proud to announce

that the Zeta Phi Chapter won both the Attendance Award and the Howard B. Johnson Award.

Our chapter's social activities consisted of a Life Membership Party, the Boca Raton Alumni Club's Halloween Party, our annual Founders' Day Picnic, and a Country and Western Party sponsored by the fall pledge class. The undergraduate and alumni Brothers closed the quarter by celebrating the Zeta Phi Chapter's birthday with a banquet at the Hidden Harbor Restaurant in Pompano Beach. We were very pleased that Michael Mazur, the Southeastern Regional Director, was able to attend our banquet.

The Brothers of the Zeta Phi Chapter wish all Deltasigs a successful term, and we are looking forward to seeing all of you at the Grand Chapter Congress this summer!

—SUZETTE L. DE MUNN

GEORGIA SOUTHERN EPSILON CHI

THE EPSILON CHI CHAPTER began winter quarter by having Mike Mescon, from Georgia State University, speak on "Motivation in Management." He gave us an insight into how better to run our chapter and how better to organize our own personal activities.

Our tours this quarter included WTOC-Channel 11 in Savannah, and Cooper-Weiss Company.

For our fund raising project this quarter, we sold tea crates to the students on campus. We also had a movie which all the students at Georgia Southern enjoyed. The pledges worked off part of their dues by having two car washes and a weinie roast.

At the end of the quarter, we invited Bob Busse as the speaker at our initiation ban-

quet. For next quarter we are looking forward to initiating several pledges.

—CLAY WATSON

SOUTH FLORIDA THETA PHI

THETA PHI CHAPTER at the University of South Florida conducted an informative professional program this past November, entitled "Business Profile '80 Seminar on Productivity and Human Resources." The seminar addressed itself to the subject of productivity and human resources, and touched upon many topics including the ways in which economists and business persons define and measure productivity, investment in human resources and current trends in product quality and performance in production. The eight hour seminar was chaired by Miss Cheryl Mosley and co-chaired by Mr. William Roberts and included two in-depth panel discussions by prominent area business persons, a luncheon in the University Ballroom, and a talk on "Workers' Attitudes Toward Productivity" by the keynote speaker of the event, Mr. Ronald Clarke, who is the Associate Director of the Survey Research Center of the U. S. Chamber of Commerce in Washington, DC. The seminar was concluded by means of an open forum with Mr. Clarke and members of the audience. The entire seminar was a rewarding and educational experience that will long be remembered by the many who attended!

—JOSEPH T. WINK

TAMPA EPSILON RHO

THE EPSILON RHO CHAPTER at the University of Tampa had many good things planned for the spring semester, such as



From left to right Ronald Clarke receives a token of appreciation for participation in "Business Profile '80" from Theta Phi Chapter members William Roberts and Cheryl Mosley at South Florida.

Bingo night in the school Rathskeller, professional activities and tours, and selling sodas for Gasparilla Day. This is a day when the whole city of Tampa is more or less closed down while the city is invaded by Pirates; any of you who are from Tampa know what a crazy day this is.

Epsilon Rho Chapter sent seven members to our Regional Conference in Jacksonville. Besides having a great time, we all learned a great deal that will help us run our chapter more effectively. As of now, because of a strong pledge class last fall, we have 41 Brothers with two Brothers, Gail Tucker and Brian Lockier, graduating last December. With a new and enthusiastic executive council this semester looks to be a very successful one.

—MIKE SOUTHARD

East Central Region

CINCINNATI ALPHA THETA

ALPHA THETA CHAPTER of the University of Cincinnati once again launched a most successful formal rush function on January 14 with the traditional "Meet the Chapter Night" and went on to achieve the goals set forth in the fall of obtaining a quota of 24 new members. We're very proud of our new initiates and know they will contribute greatly to fraternity operations.

One aim for this year has been to bring about an interesting and comprehensive professional activities program. Mickey Fogel, our vice president for professional activities, hopes to diversify the regular routine with speakers, tours and films, each highlighting a different field of study. Of most interest to our chapter was the speech made by Mr. John Hodge, vice president of International Operations of Baldwin International. He believes the most promising future for U. S. corporations lies in international expansion.

The Junior Achievement group that our chapter advises is making bulletin boards and made Christmas wreaths to sell during the holidays. Six very dedicated chapter

members are involved with this project, which tries to teach area high school students the fundamentals of good business practices. This is the fourth year that our chapter has advised a JA group.

Other outstanding quarterly events included the reactivation and formal initiation ceremony of the Epsilon Tau Chapter at the University of Dayton on January 10. Mary Beth Kreimer, Alpha Theta Chapter's Public Relations Chairman, was chosen to participate in the Ritual Team at the formal initiation ceremony. Hearty congratulations go to our Brothers at the University of Dayton!

Our social calendar has also kept our spirits high with a wine and cheese party on January 16 to serve as a pledge-member "ice-breaker." February 13 found us at the "Queen of Hearts Dance," a campus-wide social with valentines and good friends to celebrate Valentine's Day.

It's been a very busy quarter indeed, but a very prosperous one. We at Alpha Theta Chapter wish all of you a successful year!

—CHRIS DAVIS

DAYTON EPSILON TAU

THE EPSILON TAU CHAPTER was established at the University of Dayton, in Dayton, Ohio, in 1963. In the early 70's, with 182 initiates, our chapter became inactive. We are currently in the process of being reactivated. On October 9, 1980, pledging began for 29 students of the School of Business Administration, under the close observation of our District Director, Kurt Boveington, and Regional Director Jeff Philippi. With the assistance of Kurt and Jeff, as well as many area alumni, we intend to achieve the goals of Delta Sigma Pi.

Our District Director was accompanied by pledges Mary Ann Simmons and Cora Robinson at the East Central Regional Conference this past October.

Recently, our officers were elected. Serving as president is Mike Krohn, senior vice president is Judi Ballenger, vice president for pledge education is Donna Fournier, vice president for professional activities is Jim

Ebert, chancellor is Mark Pyle, treasurer is John Kilian, secretary is Alice Leonard, CEI Chairman is Mike Carroll, and historian is Janet Halleran.

Several programs and activities have already been held, while many more are planned. There have been two professional speakers. The first was a representative of the University of Dayton's Co-op Department, and the second speaker was a District Manager of Warner and Swasey, who spoke on professionalism and success. We have taken a tour of Winters Bank and plan to schedule tours of NCR and The Central Office this semester.

On November 7, a Founders' Day party was held. Several Epsilon Tau Chapter members and area alumni attended, as well as the neophytes and our Regional and District Directors. A Christmas party was held December 5 and everyone's spirits were up.

On November 1 a car wash was held. Other fund raisers are being established.

The initiation of the reactivating pledge class was slated for January 10, 1981. The ceremony took place at 12:00 at Miriam Hall and a dinner/dance followed at 5:30 P.M. at Sweetwater Restaurant.

The purpose of Delta Sigma Pi has already become a very important ideal to our existence, as are several personal goals: goals of growth, growth in numbers, in individuals and as the Epsilon Tau Chapter of Delta Sigma Pi.

—JANET HALLERAN

INDIANA ALPHA PI

ALPHA PI CHAPTER started the spring semester off with a bang by throwing a party for our fantastic faculty initiate, Dick Judy. Professor Judy left us this semester to go to Washington, DC, where he is now serving the country as a Lt. Colonel in the army. We have missed him a lot as he was very active and helpful in the fraternity.

Alpha Pi Chapter is now gearing up for our second annual Bike-a-Thon to raise money for the Monroe County Red Cross. This year's plans are being carried out early in hopes of a good turnout and a successful event.

Speaking of success, our spring rush program went very well under the direction of Dave Neumann, senior vice president. The Alpha Pi Chapter is now looking forward to initiating the spring pledge class led by Rick Yeates, vice president for pledge education.

Rick is also the Alpha Pi Chapter's Undergraduate of the Year nominee and has already proved his academic achievement and leadership by receiving the Delta Sigma Pi Scholarship awarded at our Rose Dance in December. Some less serious awards were given at the Rose Dance, too, including the "Dirtiest Mouth Award" to Suzy Baurley. Suzy was also crowned Rose Queen and President John Gray was crowned Rose King. A big thanks go to Cande Schroer for organizing the dance and to all the members and alumni who attended.

The Alpha Pi Chapter hopes to see more alumni at the Little 500 this April and invites other chapters to come join the fun.

—NIKKI BARDONNER



Members of Alpha Theta Chapter at Cincinnati challenged the pledges to 10 mini-contests with the members winning in all of them.

INDIANA NORTHWEST THETA PSI

CONGRATULATIONS ARE IN order for Brother Emily Shipman whose successful pledge education program ended with the initiation of 19 new members last semester. Sue Jebens was honored as the Outstanding Pledge at the initiation banquet held at the Pine Island Banquet Hall. At the banquet, donations were made to Tradewinds Rehabilitation Center and the Lake County Association for the Retarded from proceeds that the pledges received from their raffle. Brother Alice Phipps was then elected vice president for pledge education for our spring semester while Marie Wozniak acquired the title of CEI chairman when Brother Michelle Wilk graduated in December. Brother Dennis Bollhorst kept his vice president for professional activities position and put on a fine professional program. "Lectures in Professional Excellence" included such topics as "Advertising Accounts: How to Get Them and How to Keep Them," given by Mr. Michael Kapnas who heads his own ad agency here in Northwest Indiana; and "Current Accounting Trends" by Inland Steel Accounting Supervisor Terry Farmer. The city controller for the city of Hammond, Ed Zdrojeski, spoke on "Managing a City Controller's Office." Other topics were "Jobs for the Business Student" and "Women in Business." Dennis also arranged a tour for March which Brothers from Fort Wayne's Iota Lambda Chapter were invited to attend. The all-day excursion consisted of tours of some major Chicago businesses such as the Chicago Tribune. Later that night everyone congregated at Tiberon Trails Clubhouse for a party; this included our good friends from DePaul's Alpha Omega Chapter.

Early February was the date set for Theta Psi Chapter's annual blood drive. Chairman of the blood drive was Marcia Peterson and the blood that was collected from students at Indiana University Northwest was donated to the Red Cross.

Other activities that everyone looked forward to were the Christmas and New Year parties, the annual Pledge-Brother Bowling Tournament and the Ten Year Anniversary Banquet heralding Theta Psi Chapter's founding.

—KAREN A. KVASNICA

INDIANA-PURDUE IOTA LAMBDA

IOTA LAMBDA CHAPTER at Indiana-Purdue University at Fort Wayne has completed several inventories for merchants in our area. One of our more unique profit-oriented projects will be washing airplanes. We are sponsoring many fund raising activities this semester so that as many members as possible may attend the Grand Chapter Congress at the least expense possible.

This past semester we had several parties; these included a Rush Party, a Founders' Day Party, and a cocktail hour at the initiation banquet.

At our initiation banquet we were honored by the presence of Dr. George Bullion, chairman of the Division of Business, Dr. Edward Leonard, a faculty member, and John Henik, our District Director. Our Regional Director, Jeff Philippi, attended the initiation of our new members.

We have had two consecutive 100,000 CEI years and we are looking forward to a third.

—TOM STUERSEL

OHIO STATE NU

THE NU CHAPTER at the Ohio State University had an extremely active winter quarter. The highlight of this quarter was our recent initiation of 20 members. The Nu Chapter and alumni are proud to announce and congratulate these outstanding new members. We are counting on them to help the chapter grow and achieve much success.

Our professional program, headed by Cindy Casto, occupied everyone's spare time. The tours of the Hyatt Hotel and the Natonwide building offered our members a chance to thoroughly visit the two newest additions to the growing city of Columbus. Jim Rice, the chief auditor of the State of Ohio, presented the Nu Chapter with an informative speech on the role and duties that a state auditor performs.

The election of officers has always been and will continue to be an exciting time among the Deltasigs. The officers elected in late February and early March are becoming familiar with their new positions and have begun making steady progress and accomplishments. We wish them the best of luck.

The Rose Formal committee is busy at work planning the annual Rose Formal Dance. The financing for this dance has been raised through successful fund raising projects which started back in September. It will be held on the first Saturday in May. Everyone is eagerly looking forward to this celebration, a time when the entire chapter, alumni, guests and faculty create an even stronger alliance and Brotherhood within the fraternity.

—CELESTE J. BAVARIA

WEST LIBERTY STATE DELTA OMEGA

DELTA OMEGA CHAPTER at West Liberty State College held its formal banquet in November. Former Faculty Deltasig Dr. Kenneth Hamilton was awarded a plaque for his professionalism as a teacher and as an individual. The Brothers of the chapter also elected and made a presentation to faculty member George Polak as the teacher of the semester.



Marc Miller of Theta Psi Chapter at Northwest Indiana handled the award presentations at the chapter's initiation banquet.



Pledges of Alpha Pi Chapter at Indiana sponsored a social event for the chapter entitled "Nuclear Cowboy."

A professional tour of the stock brokers, Bache, Halsey, Stuart, Inc., acquainted the Brothers of the chapter with the procedures of the stock brokers, and stock market. The tour was interesting and helpful in learning how stock brokers operate.

Pledging is currently underway. Interested students will be invited to a "Meet the Fraternity Night." A slide show will tell about the fraternity and its officers. The students will meet with the Deltasigs and faculty members. Then the officers will speak about the pledging process and what the fraternity has to offer. The following week we will have a social event for the pledges. A volleyball game will be followed by a party. This way the Deltasigs will have an opportunity to become better acquainted with the pledges.

Delta Omega Chapter has participated in several community and charitable projects. Walkers for the Crop Walk were sponsored to walk for world hunger. Also, a donation was

made to the Children's Hospital Fund of Pittsburgh, Pennsylvania.

—FRANK B. DAY

WESTERN KENTUCKY ZETA THETA

ZETA THETA CHAPTER is in full swing with a complete schedule of tours and speakers planned for the spring semester. Membership is up from past years. We plan to initiate several members on April 25.

The spring semester is an eventful one. We will be holding our fourth Annual Recognition Banquet on March 31 here on Western's campus. This year's recipient of the Delta Sigma Pi Award for Outstanding Business and Professional Competence is Mr. Charles Stewart. Also this semester we will be holding our Spring Formal on April 11 in Nashville. We hope to see a lot of alumni there!

The members of the Zeta Theta Chapter would like to thank all of the alumni mem-

bers who have helped the fraternity this year. We would also like to congratulate all graduating Brothers and wish them good luck as they start their new careers.

—NANCY J. MILLER

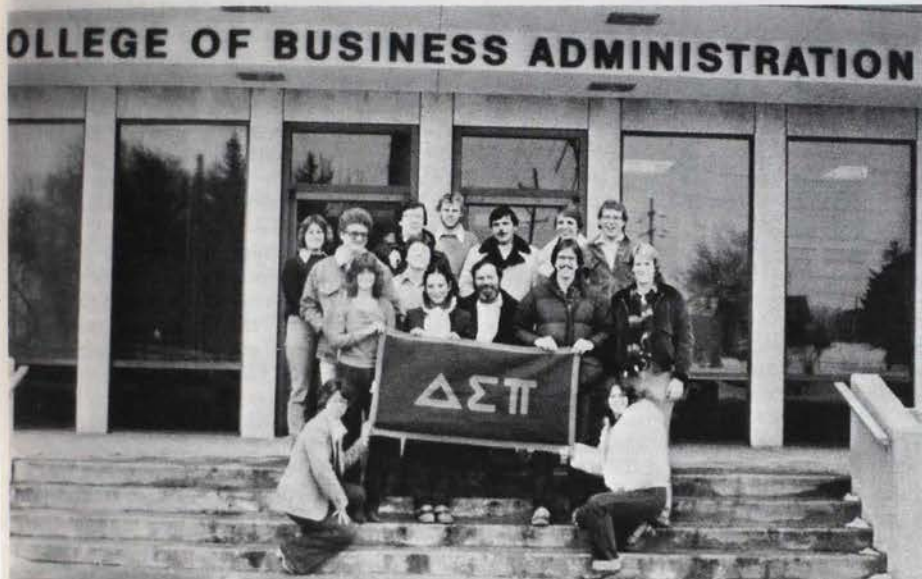
XAVIER-CINCINNATI THETA LAMBDA

THETA LAMBDA CHAPTER at Xavier University in Cincinnati, Ohio, initiated five new members into the fraternity at the end of the fall semester. The initiation took place on Sunday, December 7, and was followed by the initiation banquet at Quality Inn in Norwood, Ohio. The chapter is sure these new people will make a great contribution towards promoting the spirit of fraternalism and Brotherhood in our chapter.

The professional activity for the pledge class this semester was a tour of The Central Office in Oxford, Ohio. Since we are so close to Oxford, this was no problem. For those who were able to attend, the tour was very informative and gave us a greater sense of what Delta Sigma Pi is all about. We would like to thank the staff of The Central Office for the gracious welcome they gave us.

With the Grand Chapter Congress at Mackinac Island, Michigan, quickly approaching, Theta Lambda Chapter is developing as many money making projects as possible to send as many delegates as we can. We are considering bake sales, washing an airplane, and other things. Hopefully, by August we will have earned enough to send at least half of the chapter.

—AMY A. POYNTER



Members of Beta Pi Chapter at Kent State pose beneath one of three signs that they acquired and donated for identification purposes for College of Business Administration.



After a hard night's work on "goody bags," a chapter fund-raiser, members of Alpha Omicron Chapter at Ohio pause to relax.

Central Region

DETROIT GAMMA RHO

FALL 1980 AT the University of Detroit started out slowly for Gamma Rho Chapter because of the reduced enrollment due to hard economic times in our state. We did not, however, let this deter our efforts to try and top our 1979 pledge registration drive.

Every year Gamma Rho Chapter increases its number of activities: 1980 was no exception. Our biggest affair of the year, of course, was our celebration of the fraternity's 30th Anniversary. At our Dinner-Dance, the Brothers and their guests enjoyed themselves tremendously.

Our hayride left everyone itching from the hay fight, but warm and glowing, as often happens when you enjoy good time with good friends.

We closed the year with two Christmas parties, one for the adults on December 13 and the other for our children on December 14; both were overwhelming successes.

—S. WARD YOUNG

FERRIS STATE DELTA RHO

THE BROTHERS OF Delta Rho Chapter have had a winter of hard work with the satisfaction of success. While we already have an upbeat program, an extra effort to improve our professional program was made. A tour to Grand Rapids, Michigan, highlighted the quarter with Brothers visiting Littleton Advertising Agency and an established manufacturing operation.

Community activities have been stressed, also. During the Holiday season, Delta Rho Chapter worked with the United Way in their fund drive to help the Big Rapids community by raising almost \$300 for charity. A Christmas party was held for local senior citizens to add some Christmas cheer.

Along with work comes time to enjoy the fruits of success. The Brothers and their dates enjoyed our annual Christmas Dance with partying lasting until the early hours of the morning.

When work and fun can be combined, the results are extremely productive. Delta Rho Chapter's fifth Florida Trip to Daytona Beach had another great year. An unbeatable price combined with the unified effort of promotion made the trip worthwhile for all. Brothers and Ferris State students traveled to Daytona February 20 to March 1 for a fun week over spring break. We already look forward to trip number six.

Planning and preparation for two major spring events are continuing. Our Roseball and the annual Career Day appear to be ready for spring.

Thinking ahead and careful planning have been the key to meeting our goals. Along with the support of our advisors, Mr. Thomas Turcotte, Mr. Earle Steiner and Dr. Richard Wiedmayer, and the unity of our Brotherhood, we continue to maintain the image we desire. The image of success, the desire to help, and a progressive program help us maintain the image of Delta Sigma Pi.

—MARK E. LIVANEC

ILLINOIS STATE

IOTA CHI

ILLINOIS STATE UNIVERSITY, Eta Delta Gamma petitioning group, was represented by a group of determined professionals who worked hard on our charter petition. Our chapter was installed on December 13, 1980.

Our first and founding pledge group consisted of 28 people. A rush was held on October 22 in order to form our second pledge group. A total of 27 rushees were pledged.

On September 25, we were visited by Mike Tillar, Assistant Executive Director, and Tony Fernandez, Central Regional Director. Both encouraged the chapter to push for excellence while making a first rate chapter that will benefit the university and the community.

The first pledge group conducted a car wash on October 18 that was very successful. A total of \$170 was raised, with the proceeds being donated to the United Way Fund.

On November 3, a Career Day was held in order to bring together the local business community and the College of Business. The event was held so that both the business community and the College of Business could exchange their respective viewpoints, ideas, and expectations.

To celebrate Founders' Day, we rented a local ice cream parlor and ate all the ice cream that we wanted. We felt that the ice cream parlor was an appropriate setting since the idea of Delta Sigma Pi was conceived in an ice cream parlor.

We, at Illinois State University, are very proud to be a part of Delta Sigma Pi.

—MICHAEL J. PROMBO

LOYOLA-CHICAGO

GAMMA PI

GAMMA PI CHAPTER at Loyola University had a very successful fall semester. On November 21 we welcomed 15 new members into our chapter, bringing the total membership to 60 Brothers. We would like to say congratulations and good luck to our December graduates: Bill Ahmer, Dean Bozzano and Mike Long.

Our chapter participated in many activities this semester, such as the Hayride held on October 17 that we, along with the school, sponsored. This included a square dance, food and drink and, of course, a hayride. Everyone enjoyed themselves. Then in November the pledges held the annual Toga and Formal Dinner Parties for the Brothers. Both these parties are always a big success with dancing and singing.

Professional activities included films and four speakers. But the main event this semester was our Regional Conference held the weekend of October 24-26. Our chapter, along with Alpha Omega Chapter at DePaul University, was very proud to be a hosting chapter at the conference. We had a party on Saturday night with music and refreshments for everyone who attended. It turned out to be quite a successful meeting.

With the end of the first semester we were busy planning activities for next semester. Elections for new officers was on December 21, two skiing trips were planned, one over Christmas break, and the other over spring break. We also had a bowling night and a sleigh ride planned.

In closing, the other members and I would like to express our gratitude and appreciation to a Brother who has contributed greatly to our success, Frank Zubricki. Frank has been president of our chapter for the last two years and in that time our membership doubled. He has been a great leader and friend to all of us. I know that when he grad-

uates this June his loss will be felt by all of us but, more importantly, what he leaves behind will stay with us always. Frank has taught us the true meaning of Brotherhood and with that Gamma Pi Chapter can truly call itself a family. So we would just like to say thank you and we will miss you.

—MARTY PERKINS

MARQUETTE DELTA

DELTA CHAPTER AT Marquette University has been having an extremely successful year so far. The chapter has been working hard to obtain 100,000 CEI points for the first time since its reactivation in 1978.

Last semester brought 11 new members into our chapter. Their enthusiasm has already projected some of them to key positions within the chapter. Sandy Poppe was the pledge class secretary and is now serving as our service chairman, organizing our work for a telethon and a Run For Life. Jim Russ was so spirited in his pledge class that he has been spreading that spirit to the new pledges by working on the pledge education committee this semester. Laura Ferrone has taken on the responsibility of fund raising chairman and has been busy working on sponsoring movies and selling donuts to raise funds for the August convention.

Many of our seniors are having difficulty overcoming the infamous "Senior Slide," but they are still remaining faithful to the chapter to make sure that the transition after graduation will be smooth. In the meantime, though, everyone has been having fun with this semester's social activities such as a ski weekend, tobogganing, and ice-skating and we are all looking forward to horseback riding and our end of the year dinner party at President Barb Rausch's house. Wishing all chapters well.

—KITTY KEVIN



Members of Iota Chi Chapter at Illinois State held a car wash for United Way while still a colony seeking a chapter charter from the fraternity.

NORTHERN ILLINOIS

ETA MU

ETA MU CHAPTER finished off its fall semester by initiating 16 new Brothers, bringing our total active chapter to 39 members. As pledges, the new Brothers successfully completed their five projects which included a hayride, a report on a fund raiser, a picture project in the school newspaper, a professional speaker, and a community project in which they cleaned the streets of DeKalb.

Plans for this semester's rush are already well underway. We planned three coffee hours to meet the prospective pledges, followed by a formal pledge-member party. The pledges of spring, 1981, will be led by our new vice president for pledge education, Tony G. Prisco, and his assistant, Bill Huchthausen.

On November 18 some of the Brothers went to the Founders' Day celebration in Chicago where they heard Bill Tatum speak. The following day he came to Eta Mu Chapter to speak to us.

As a fund raiser during fall semester, each Brother and each pledge sold 30 candy bars at one dollar a piece. Also during fall semester, we began a new community project with the Career Planning and Placement Office. Our Brothers volunteered their services in helping with the campus interviewing program. We intend to continue this project again this semester, and hope to get everyone in the chapter involved in it.

Finals week came to a close with a combination Christmas party and Senior Send-off party at which we congratulated our two graduating Brothers, Gretchen German and Bill Patt.

Other plans for the chapter included an ice skating party over the semester break, and several professional speakers. Arrangements have also been made for a visit to the Miller Brewery. For our spring fund raising project we are programming a computer dating service for the campus. We have also scheduled an alumni panel, of four recent alumni, to speak at the coffee hours about their careers and how Delta Sigma Pi has helped them in the business world.

Our final plans for the semester include the annual Rose Dance on Saturday, April 11. It will be held at the brand new Hilton Inn in Lisle, Illinois. Our newly elected Rose of Deltasig will be announced at the dance. This should be a great way to celebrate our chapter's founding (April 28) and wrap up the semester.

—JANET CAPPECK

ST. AMBROSE THETA OMICRON

THE BEST WAY to describe what has been happening in the Theta Omicron Chapter this past semester is "change." We started off with a fund raiser which was the traditional "Woodsie," which is a party for the whole school and sponsored by Delta Sigma Pi. Next came our rush week and "meet the chapter" night. We had three "meet the chapter" events for the prospectives—one social, one professional, and one introductory, which proved to be very successful. Our pledge program was also changed to try and include more Brotherhood and to be more selective, resulting in the best initiation we've had in years.

Professionally, our chapter sponsored a "Career Day" for the school and we also had a speaker and a tour of an administration building. We plan on a trip to Chicago or St. Louis in the spring.

For charity, we teamed up with a service fraternity and sponsored a canned goods drive and we plan to serve a dinner at a retirement home soon.

On the regional level, a few of our Brothers traveled to Chicago to our Regional Conference for the weekend. Also, a member from our chapter was asked to participate in the Ritual at the installation of the Iota Chi Chapter at Illinois State University, along with Grand President Mike Mallonee and Brothers from other area chapters.

Finally, we had our share of social events, including social "smokers," a football game and chili dinner, a toga party, the Founders' Day Party, a Christmas Party, and many other get-togethers.

Our chapter has set a goal of 100,000 CEI

points this year, and with the events planned, we believe we will be able to achieve them and have the highest CEI total in Theta Omicron Chapter's history.

Theta Omicron Chapter wishes all of our Brothers in respective chapters the best of luck in their endeavors, and we are proud to be a participant in the best professional fraternity that exists.

SOUTHERN ILLINOIS-EDWARDSVILLE ETA SIGMA

ETA SIGMA CHAPTER at Southern Illinois University at Edwardsville sends you its greetings. Since our last writing, we have been very busy working to reach 100,000 CEI points again. Our chapter grows stronger in number and Brotherhood each quarter.

The rush program is being revamped to attract even more prospects since one third of the Brothers graduated last December, including this correspondent. New officers have been elected to fill vacancies and we are confident that our chapter will continue to be professional.

Our professional event last December featured Brother Pat Folley who gave us a very enjoyable talk on his job with the Brown Group Company.

Brother Mark Bentlage has been nominated and selected as our Undergraduate of the Year. Our best wishes go to this fine Brother.

As a final note, Brothers Judy Kelley, Mark Becker, Janet Butts, and David Votrain have become Life Members.

Hope to see you all at Roseball!

—MARK D. BECKER

WISCONSIN-LACROSSE ETA RHO

ETA RHO CHAPTER at the University of Wisconsin-LaCrosse enjoyed numerous successes these past months.

The Brothers of the chapter celebrated Halloween with the Sisters of Phi Gamma Nu and a party. Costumes ranged from babies to Hershey kisses.

On November 1, 1980, the Brothers traveled to Whitewater to participate in a football game with the Brothers of Theta Xi Chapter and a night on the town. Eta Rho Chapter trounced Theta Xi Chapter 42-7. The trip was enjoyed by all and, for many, this was the first time they were able to experience a different chapter.

The new pledges cleaned Riverside Park, on the west bank of the Mississippi River, on November 2 for their community project.

On November 7, 13 new members were initiated into Eta Rho Chapter, followed by a banquet and dance on November 8.

The money making project used by the pledges was such a success that the Brothers decided to continue it throughout the year. Through the food service on campus, P.F.M., the Brothers work at functions held by students and faculty on campus. Duties include serving beverages and any food that is provided, and also helping with the clean-up. This activity brings in \$300-\$400 a month.

The spring semester looks like a busy one for Eta Rho Chapter. In January, formal rushes, as well as regular meetings, were held, and on February 5, 1981, prospective



The officers of Eta Rho Chapter at Wisconsin-LaCrosse.

members were pinned. A Valentine's Day celebration was planned for February 14. On February 20 & 21 the Brothers traveled to Minneapolis, Minnesota, to tour a business facility and watch a Badger hockey game. On February 24-25 an Interview Workshop was held to inform students on how to prepare a resume and how to prepare for job interviews.

—CARL G. HICKS

Southern Region

CHRISTIAN BROTHERS

EPSILON PSI

EPSILON PSI CHAPTER at Christian Brothers College can again be proud of their October barn dance. The number of attendees far surpassed last year's total and the band was excellent. The Brothers of Epsilon Psi Chapter are ready to start a new semester under the strength of their officers and our newest Brothers. Our fall pledge class is full of new ideas and enthusiasm and I join with the other Brothers in congratulating Susan Amisano, Donna Beck, Joe Donnelly, Steve Dunavant, Denise Garibaldi, Chuck Hogan, Mark Moody, Casey Osteen, Prentis Pickens, Jim Reber, and Victor Rodriguez upon their initiation into Delta Sigma Pi. November brought not only new Brothers but also new officers: president, Philip Dees; senior vice president, Judy Kitta; vice president for pledge education, Janet Suber; vice president for professional activities, Marybeth Herring; advisor, Rusty Newman; secretary, Sally Dameron; treasurer, David Sterling; CEI chairman, Philip Babin; chancellor, Bill Maher; historian, LeAnn Holley; and Chapter Advisor, Brother Alfred Maroni. Under their leadership we hope to make Epsilon Psi Chapter a 100,000 point chapter! With all this talk of new plans, new Brothers, and a new semester, it seems hard to believe that we will also see several of our Brothers graduate this year. For their past leadership and support we wish the best of luck to Marianne Ready, Dan Barrett, John Cage, Venita Elmore, Gregg Haywood, Debbie Jacobs, Bryon Jones, Sharon Kehoe, Larry Mariano, Ramon Marus, Kathy Russell, Claire Stewart, and Phillip Zaricor.

This year, Epsilon Psi Chapter decided to expand the feeling of Brotherhood we felt in our chapter to include neighboring chapters. As a result we had a joint initiation ceremony with Gamma Zeta Chapter at Memphis State University. This allowed us to make new friendships and share our feeling of fraternity. We encourage other chapters to look outside themselves and experience this unity for themselves.

—MARYBETH HERRING

LOUISIANA STATE-BATON ROUGE

BETA ZETA

A VERY SUCCESSFUL fall semester has left Beta Zeta Chapter proudly sending seven graduates into the business world and initiating 28 new members.

To facilitate the transition of officers, the fall semester officers each collected information and personal records of their duties to benefit the spring semester officers. Through use of interviews, a pledge advisory board, and a professional committee, our recruiting,

pledge, and professional programs respectively have improved noticeably. These systems have greatly increased individual participation and enthusiasm, and chapter efficiency has been increasing steadily.

Over the well-deserved Christmas Holidays, Senior Vice President John Brydels got a head start for spring recruiting by mailing letters to prospective newcomers and updating the slide presentation. Vice President for Professional Activities Liz Olinde used her vacation time to make connections with our professional speakers. Mike Miccio, vice president for pledge education, spent his holidays studying the pledge program.

At spring registration, we continued selling our popular T-shirts to students in the College of Business. This is an excellent way to promote the fraternity as well as to make money.

President Dea Harman's goals are to make it known that Delta Sigma Pi means business and to get us to the Grand Chapter Congress at Mackinac Island. Beta Zeta Chapter hopes to see all our Brothers there!

—JILL M. ARRIGO

LOUISIANA TECH

BETA PSI

THE BETA PSI Chapter at Louisiana Tech University is having a very exciting and prosperous year.

The annual Halloween party was a big success with the members presenting candy-filled pumpkins to the children at Ruston State School.

The Brothers of the chapter celebrated Founders' Day with a party at James Lake in Ruston. During the celebration the members got together and threw Gary Littlefield, the president, into the lake to follow the tradition.

Winter quarter began with a back-to-school party at James Lake. Everyone had a

lot of catching-up to do after the Thanksgiving break.

At our recent initiation 15 members were initiated into the chapter. Later that night there was a party for every one to get better acquainted with the new members.

In January the Beta Psi Chapter had a "Meet the Chapter" function. This was a good opportunity for others to meet us and see what Deltasig is all about.

The 1980-81 officers would like to thank everyone for their cooperation and understanding with the renovating of the business building.

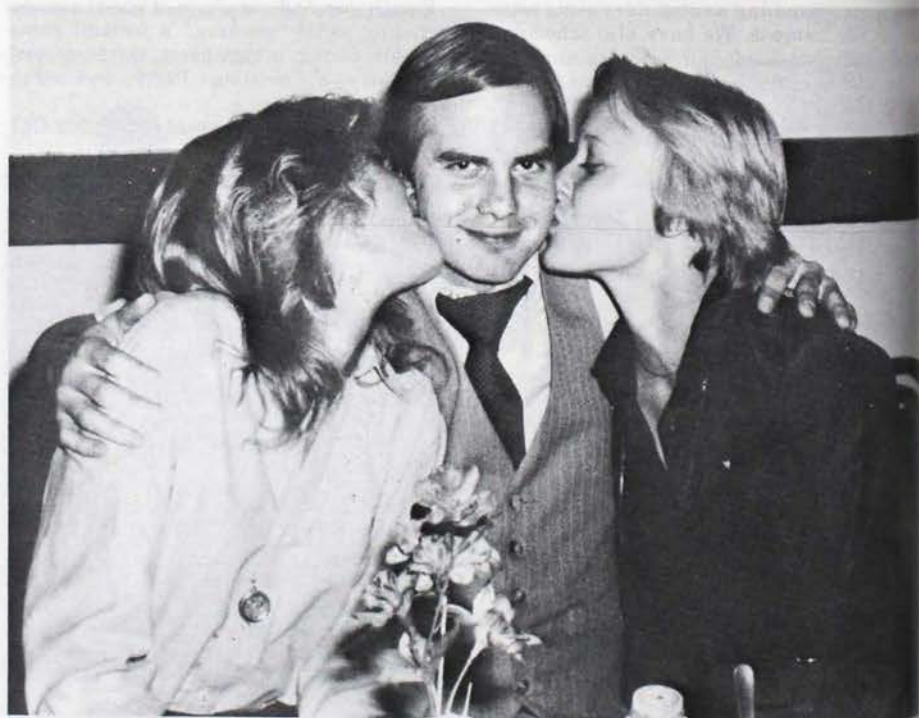
—SHERRY CARTER AND MARK KNUTSON

LOYOLA-NEW ORLEANS

DELTA NU

THE DELTA NU Chapter at Loyola University in New Orleans is happy to have completed another successful fall semester. We began this semester with a great deal of excitement when we were able to co-host the Southern Regional Conference. Thanks to our Regional Director, Frank Busch, we felt that this year's conference was a grand success and one that we were proud to be part of. However, the highlight of the conference came when we heard a stimulating speech from our Undergraduate of the Year-1980, Marilyn Doskey. Without a doubt this year's Regional Conference proved to be a most rewarding experience.

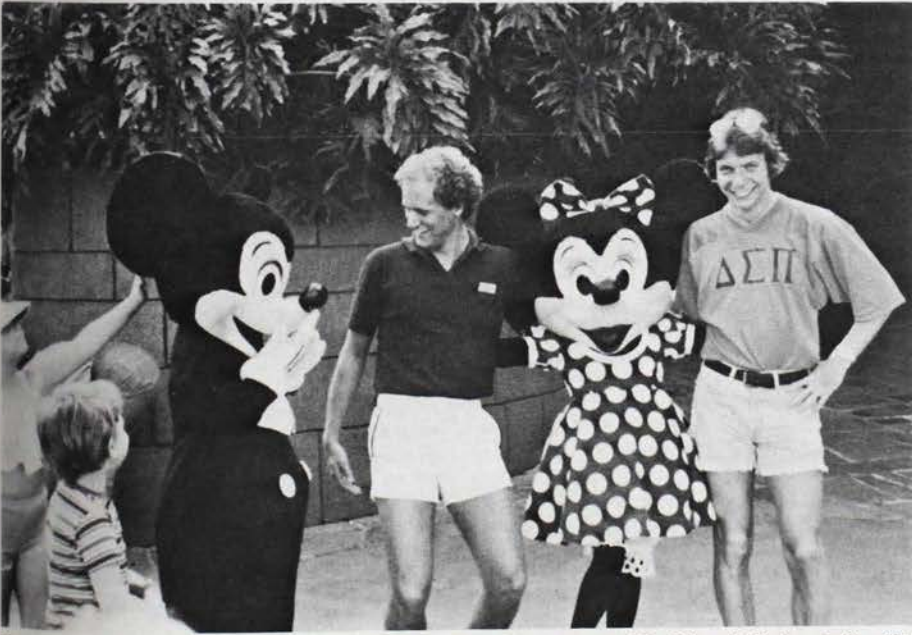
The professional program this semester also proved to be most educational and continued to uphold the high standards we have come to expect. Our professional luncheon banquets have helped us gain special recognition within the academic community. Thanks to our vice president for professional activities, Glenn Van Deusen, and the College of Business Administration, we were able to co-host a special banquet that featured L. Hill Bonin, vice president of the



Advantages of being a Big Brother are shown by Bill Sturdivant of Gamma Zeta Chapter at Memphis State.



Members of Alpha Delta Chapter at Nebraska-Lincoln toured Procter & Gamble and the Federal Reserve Bank in Kansas City.



Doug Barclay and Craig Taylor of Theta Tau Chapter at St. Cloud State visit with "friends" during the annual trip to Florida.

Gulf Oil Corporation and Director of Washington Operations.

We are pleased to announce the addition of 19 new members to our chapter. Our rush and pledge education programs were very successful thanks to an outstanding effort from our senior vice president, Sara Reidy, and our vice president for pledge education, Janet Baulos. In the short time since initiation our new Brothers have become very active in our chapter's affairs. In fact, three new Brothers were just recently elected as chapter officers.

Although fall semester proved very successful, we anticipate the spring semester will be even better. We are looking forward to another unifying and prosperous semester.

—TRICIA S. MASSIMO

**MEMPHIS STATE
GAMMA ZETA**

GAMMA ZETA CHAPTER was really on top of things at the end of the fall semester—on top of a forty foot hydraulic lift, that is! As a service project, the Brothers mounted the lift to dust the thousand pound, fifteen foot plastic and steel "Blue Chip" mobile that hangs in the center of the Fogelman College of Business and Economics. The mobile, which was designed by Janie Poody, is representative of blue chip business investments, gold standards, and the greenback dollar. The Brothers were also on hand to assist with the recent dedication of the building by serving as ushers and tour guides.

A week before they were initiated, the 14 pledges called a "surprise" breakfast meeting. Cindy Janis cooked breakfast for everyone at her home, and even the biggest grouch finally admitted that it was fun! Dr. Peeples, our advisor, was delighted by the event. The pledges raffled a TV, with a haircut and movie tickets as consolation prizes, to raise money for the fantastic party they gave the Brothers.

Plans are in the making for the celebration of Gamma Zeta Chapter's birthday on April 9. This is a special event to all of us so we hope to have a truly spectacular party!

This semester has been a rewarding one for Gamma Zeta Chapter. Changes have been made and new committees have been formed to successfully enhance the growth and Brotherhood of the fraternity. We hope that this growth will continue throughout the rest of the semester.

—RONDA PRATER

**MISSISSIPPI STATE
GAMMA DELTA**

GAMMA DELTA CHAPTER at Mississippi State University had the pleasure of initiating 20 of the very finest pledges on November 30 for the fall semester. The pledge class hosted a Western hoedown for their social project, including lessons in square dancing, which was thoroughly enjoyed by everyone. As their fund raising project they raffled a "Night on the Town," which included dinner and a movie for two. They were definitely a dynamic group of pledges with a strong bond of Brotherhood among themselves and also with their Big Brothers.

At our third professional dinner for the semester we were honored to have Mr. Dwight Dyess, from a local bank, as our guest speaker. He spoke on professions in banking

with special emphasis on the advantages and disadvantages of working for a small "country" bank.

For Founders' Day the chapter held a reception for the faculty of the business school. A cake, decorated with Delta Sigma Pi's coat of arms, was served with coffee and tea.

As we wrapped up the fall semester on a "mountain top," we wished other chapters a successful spring semester.

NICHOLLS STATE ETA IOTA

ETA IOTA CHAPTER initiated 11 fine new Brothers. We all went to Grand Isle, Louisiana, on a professional tour and saw several interesting sights. When we returned to school for the spring semester we stuffed bookmarks in books to interest business students in Delta Sigma Pi.

The Brothers of the chapter celebrated Founders' Day with a gathering at which we read about the Four Founders and had cake and punch. The members showed much interest in hearing of the origin of the fraternity.

Our recruiting parties were set for January 28, 1981, and February 5, 1981. We all looked forward to a large turnout. As the warm days of May come we have planned a softball tournament which should be a big enjoyment.

We are counting on a great semester this spring, with everyone working together to achieve 100,000 points in the Chapter Efficiency Index.

—DAWN HARP

SOUTHERN MISSISSIPPI GAMMA TAU

GAMMA TAU CHAPTER at the University of Southern Mississippi celebrated the 30th birthday of our chapter on December 9, 1980. Founders of Gamma Tau Chapter were Dr. Joseph A. Greene, presently serving as Dean of the College of Business Administration; and the late Mr. W. B. Harlan. Brothers of the chapter presented Dr. Greene with a small token of our appreciation for his constant support in our activities. Also commended for his leadership was our out-going President Jimmy Carpenter.

Brothers of the chapter ended the year 1980 with the election of new officers for this semester. New officers are as follows: president, Susan Bates; senior vice president, Ray Baylis; vice president for pledge education, Donna Hamel; vice president for professional activities, Janet L. Smith; vice president for finance, Gail Cooper; secretary, James F. Pendergrass; treasurer, Miriam Chavez; CEI chairman, Mike Robbins; chancellor, David Nourse; and historian, Benita L. Morgan.

Recruitment activities began very early this semester. After they had been fulfilled, Brothers of the chapter launched head-on into our schedule of professional activities. It is our goal to make Gamma Tau Chapter's 31st year its best year ever.

—BETTY J. THOMAS

North Central Region

DRAKE ALPHA IOTA

THE ALPHA IOTA Chapter at Drake University began the spring semester refreshed

and boisterous after a well deserved break. At our "Welcome Back Party," many members took this opportunity to swap and exchange stories regarding their recent holiday proceedings. Also in January, our chapter initiated 10 very deserving individuals who successfully completed the pledgeship criteria. After the ceremonies, our new Brothers were "properly treated" in a celebration at a local restaurant.

The Alpha Iota Brothers wish the best of luck to Bill Weber who resigned as chancellor in order to accept a graduate fellowship. Also, we are happy to report that Brother Vasanth Soloman, a Drake Business Professor, is making an extraordinary recovery after his involvement in a serious car accident.

In intramurals, our chapter basketball team has experienced considerable success under the auspices of Dennis Epping. At the North Central Region Basketball Tourney, our team enjoyed participating with the other Deltasig chapters for the championship.

Professionally, our chapter has been exposed to a number of diverse speakers and trips, thanks to the efforts of Dan Fitzgerald. Currently, plans are being finalized for a major "international" trip to Toronto, Canada. Many expeditious Brothers plan to embark this month to investigate such establishments as the Toronto Stock Exchange and the Molson Brewery.

The Alpha Iota Deltasigs are looking forward to a continued busy schedule. In April, many members will take to the field to work the Drake Relays followed by our upcoming spring formal. Until then, "Bonne chance a vous."

—JAMES P. RUSSEL

IOWA EPSILON

EPSILON CHAPTER at the University of Iowa has been busy with many activities. We started off the new year with various recruiting activities. These included our annual Smoker, Progressive Dinner, and other activities so the pledges could get to know the chapter. As a result of these activities our chapter gained 15 new pledges. The pledges were then turned over to Brad Carlson who met with them at least once a week in order for them to learn about the national fraternity and local chapter. We are looking forward to the spring banquet and celebrating with new Brothers.

Other activities this semester included intramural basketball, which helped prepare us for the North Central Regional Basketball Tournament. Epsilon Chapter was the host of the Annual North Central Regional Basketball Tournament held the weekend of February 13-14 at Iowa City, Iowa. Friday night was spent dancing the night away with the band, "Friends," along with various other activities. Then on Saturday all attendees showed their great athletic abilities. A special thanks to the eight chapters and alumni clubs in the region that participated to make it a very memorable weekend.

Professional activities have included various speakers from the community and surrounding businesses. We are looking forward to a trip to St. Louis later on in the semester.

The semester has been running very smoothly and even more activities are being planned for the rest of the semester as we look forward to closing out the year with 100,000 points in the Chapter Efficiency Index. The Brothers of Epsilon Chapter wish all Deltasigs the best of luck in all activities for the remainder of the year.

—LYNNETTE C. BUNN

MINNESOTA-MINNEAPOLIS ALPHA EPSILON

ALPHA EPSILON CHAPTER at the University of Minnesota started off winter quarter with its largest membership ever. With over 40 Brothers, we have had a very busy and productive winter quarter.

For the second year in a row, our tax service has proven to be an excellent learning experience, as well as a good fund raiser. Our revenue chairman, Brother Gary Code, worked very hard to make this project as successful as it was.

Winter rush, led by Brother Brian Kinder, began with tables set up during the day with information, two informational meetings, a rush party, and a professional dinner for all new prospectives. As a result, we have a fine pledge class, and can only benefit from their admission into the fraternity. The results of their revenue project, collecting Sears credit card applications, was put into a fund with the proceeds being used to help our chapter send a delegation to the Grand Chapter Congress.

A hayride at the J & R Ranch near Hudson, Wisconsin, and a skiing trip to Spirit Mountain in Duluth, Minnesota, were two of our many activities which helped us to maintain our high level of unity and Brotherhood with in the chapter. The North Central Regional Basketball Tournament, held in February and sponsored by Epsilon Chapter at the University of Iowa, was enthusiastically enjoyed by all our members who attended.

Alpha Epsilon Chapter welcomes our new chapter advisor, Brother Joel Erlandson. He is an alumnus of the Alpha Epsilon Chapter, and comes to us with much experience and many good suggestions on how to make our chapter an even more productive and rewarding one.

—MICHELLE M. HOFFMANN

NEBRASKA-LINCOLN ALPHA DELTA

ALPHA DELTA CHAPTER at the University of Nebraska-Lincoln brought the fall semester to a close and had a chance to look back at a very productive term. The unified efforts of the officers and members have given the chapter a good start on the way to its fourth consecutive year as an Honor Roll Chapter.

Initiation activities were held the first week in November with the addition of 16 new members, bringing the number of undergraduate members to 54. Congratulations are to be extended to Joyce Robb, senior vice president, and Sharon Kruse, vice president for pledge education, for bringing in such a strong group of people. Following initiation, members gathered at Lee's Chicken to bring the week's activities to a successful completion.

The chapter's main theme this past semester was stressing the professional pro-

gram of the fraternity. Highlighting activities was a tour of Procter & Gamble and the Federal Reserve Bank in Kansas City. Locally, members visited the Lincoln Goodyear Plant and Merrill Lynch. Forest Johnson of the Nebraska Tax Research Council, Phil Bates of Cablevision and Jim Anderson of Merrill Lynch, provided talks at regular meetings. The first professional dinner included a discussion by Dr. Don Clifton of Selection Research. At the fall awards banquet Larry Frahm of Valentino's was the guest speaker. Plans for a student protege program and a service project for the members of the College of Business Administration were finalized. The protege program will give members of the chapter a chance to work with a local businessman who holds a position similar to one the student desires. The college service project will consist of helping underclassmen with preregistration for classes each term. For a couple of days each semester, members will turn adviser, assisting students majoring in business to determine what classes they should take.

Goals for the spring semester include continuing the growth in the chapter and the professional program. Plans are underway for speakers, tours, and a trip to Iowa City for the North Central Regional Basketball Tournament. Heading up the semester's activities are president, Mary Halsey; senior vice president, Nancy McGregor; vice president for professional activities, Lisa Mainquist; vice president for pledge education, Dan Vrana; secretary, Cindy Janssen; treasurer, Mark Manning; chancellor, Jack Clarke; historian, Helen Paustian; and Chapter Efficiency Index chairman, John Tawzer. Best of luck to these new officers and all other chapters in reaching their goals in 1981.

—HELEN MARJORIE PAUSTIAN

ST. CLOUD STATE THETA TAU

THE BROTHERS OF Theta Tau Chapter at St. Cloud State University basked in the Florida sun as a result of their efforts in organizing their Eighth Annual Daytona

Beach Spring Break Trip. Under the direction of Brother Tony Steinkopf, the Florida Trip Committee chairman, 20 Brothers, as well as 280 bus and 48 flight passengers, left a cold Minnesota on February 26 for seven sunny days in Florida. Sun, sandy beaches and volleyball tournaments, along with side trips to Disney World, Cypress Gardens and Sea World, proved to be a memorable way of spending Spring Break. The trip provided the Brothers with a chance to use the business skills they have acquired, and has helped our chapter develop a close sense of Brotherhood.

On March 28, Theta Tau Chapter will be holding our Rose Dance. As always, much time and planning by the Brothers have been going into this year's Rose Dance. A renewed sense of Brotherhood between undergraduates and alumni becomes evident with each Rose Dance. We are looking forward to seeing our alumni and expect a large turnout because "once a Deltasig, always a Deltasig."

Our chapter is also involved with many community events. We awarded three scholarships this past quarter in the name of Doug Jirik, a deceased member of our chapter. We collected food for the Tri-County Assistance Program, an agency that helps out those in need. We also visited with the elderly at the St. Benedict's Center, a retirement home. Through our work with the community, we have developed a sense of pride and unity within our chapter and encourage other chapters to do the same.

—RICHARD D. THOMAS

Midwestern Region

CENTRAL MISSOURI STATE IOTA OMICRON

IOTA OMICRON CHAPTER at Central Missouri State University initiated 16 new members on December 13, 1980. To strengthen the Brotherhood among the new and the old members a retreat was held the first weekend after Christmas break. It was a huge success and generated lots of enthusiasm for a new recruiting period to start. Re-

cruitment brought a large number of interested students from which a good pledge class was chosen. Formal pinning was held on January 28, 1981.

A major service project held during January was the chapter's participation in the Central Missouri State University Foundation Phonathon. Delta Sigma Pi formed several teams and manned the phones for one evening, raising a substantial amount of money for the foundation.

Mr. V. C. Cameron of John E. Moats & Associates spoke to the chapter on motivation. He had spoken to the chapter in the previous year and was eagerly welcomed back. The chapter also heard James Spainhower talk on the role of government in today's business world. These, as well as several other evenings, proved to be interesting and full of useful information.

Valentine's Day was special for the Iota Omicron Chapter since the annual Rose Formal Dance was held on that Saturday. Members traveled to Kansas City to the Grande Royale Hotel for the dinner and dance. Our past queen and now alum Sherri Milton crowned the 1981 queen. The senior girls of the chapter were honored and the evening was a memorable event for every one that attended.

—DANITA K. GUILFORD

MISSOURI-COLUMBIA

ALPHA BETA

ALPHA BETA CHAPTER of the University of Missouri at Columbia returned from the Christmas holidays to face a full schedule of activities planned for the winter semester. The first few days were spent hearing the tales of the Deltasigs who watched the Missouri Tigers play the Purdue Boilermakers in the Liberty Bowl at Memphis. However, Alpha Beta Chapter soon settled down to business under the leadership of our new president, Mike Gill.

Some of the activities planned for the winter semester included updating our alumni list, planning our March Rose Dance, and formulating the plans for our professional trip. The cities for our trip have been narrowed down to Chicago, Dallas, or Denver. Alpha Beta Chapter is also striving to attain 100,000 CEI points. If we succeed, it would be for our 40th consecutive year.

The fall semester proved to be rewarding for the Alpha Beta Chapter. With the conclusion of the fall selections for the School of Business and Public Administration Student Council, we placed four new members out of the eight elected onto the council. We now have seven Deltasigs on the 21 member council.

We also had a fine array of speakers for the fall semester. Greg Diekemper, alumnus of Alpha Beta Chapter, informed us of some of his interviewing techniques and different aspects of public accounting. Greg is employed by Touche-Ross, a Big-8 accounting firm in St. Louis. Next, we had Jim Finkenkiller of Ernst & Whinney who discussed computer fraud. Randal Whitelaw, from the First National Bank in St. Louis, explained the different careers available in banking. Richard Stockwell, a representative of McDonnell-Douglas, revealed to us the complexities of contract administration. A lobbyist for the Missouri Manufactured Housing In-



Tracy Truster ponders her next move as David Voegtli watches at the Alpha Beta Backgammon Tourney at Missouri-Columbia.

stitute (mobile homes), Bill Gaines lectured on the many procedures that must be followed to pass a bill through the Missouri legislature. He also explained his role in the above procedure.

One of Alpha Beta Chapter's fund raisers last semester was a backgammon tourney held at a local drinking establishment. It was a successful tournament as we had approximately 94 participants, due to the hard work of John Holland and John Wright, chairmen of the event.

Our December professional trip to St. Louis was a success. In addition to touring the 8th District Federal Reserve Bank and the offices of A. G. Edwards, stockbrokers, we also explored the financial departments of the Anheuser-Busch corporation (and visited their Hospitality Room!).

One of the unifying aspects of our chapter is that we know how to have fun together. Throughout the year, parties have been given to mark any occasion. One of the most unusual was the Halloween Party given by the pledges for the members. The costumes ranged from the Fruit of the Loom Gang, to Dracula himself. Needless to say, everyone had a great time.

The past year was a successful one for us in Columbia, Missouri. Best wishes for continued success to all other Brothers of Delta Sigma Pi.

—ANNE GARDNER

NORTHEAST MISSOURI STATE IOTA NU

MEMBERS OF THE Northeast Missouri State University chapter of Delta Sigma Pi visited the Central Missouri State University chapter of Delta Sigma Pi the weekend of October 18, 1980. They watched the football game between the two schools and participated in social activities. A good time was had by all.

Delta Sigma Pi sponsored Brother Jackie Flesher as a homecoming candidate. After interviews and screening she made it to the last five runners-up.

Thirteen pledges and a faculty member, Mary Giovannini, were initiated into the Iota Nu Chapter November 8, 1980.

A new investment committee has been set up. This committee's purpose is to investigate the different possibilities in which to allocate funds derived from concession stand sales. The investment committee also set up a project with Sears. The project included having junior and senior students fill out credit card applications, then Sears reimbursed Delta Sigma Pi a nominal fee for each application returned to them.

Iota Nu Chapter is very excited about the progress we have made both campus wide and within the fraternity. This semester Delta Sigma Pi has been involved in a campus wide Tele-Alumni project. The project was to call alumni and ask them to pledge money to the school. Delta Sigma Pi won the Tele-Alumni by raising \$2445. Brother John Nollen was the top caller.

Within the fraternity, Iota Nu Chapter won the Outstanding Chapter Attendance Award at the Regional Conference for the second time in a row, and as of November 15, 1980, we ranked first in the nation in CEI points.

—KAY CAMPBELL

OKLAHOMA BETA EPSILON

BETA EPSILON CHAPTER at the University of Oklahoma is thrilled to have approximately 30 new members who were initiated at the end of the fall semester. We are sure these new Brothers will contribute much to the growth and prosperity of our chapter.

Professional programs for the fall semester included interesting speakers such as Gabe Zablanick, President of Lil' Giant Pump Company, and Dr. Jack Kasulis, Graduate Programs Director of the College of Business Administration. Both of these speakers, as well as others during the semester, gave most interesting and informative talks.

Our chapter's fund raising project for the fall semester was to man booths at which students could sign up for a Sears and/or John A. Brown credit card. There was no charge to students for signing the applications, but the chapter was reimbursed a percentage for total applications turned in.

Lisa Rains was honored at the annual Rose Formal Dance held in Oklahoma City on February 14. Beta Chi Chapter of the University of Tulsa, and Gamma Epsilon Chapter of Oklahoma State University were also in attendance.

Looking to another successful semester, Beta Epsilon Chapter wishes all Deltasigs a rewarding and successful year.

—RITA TOLLE

OKLAHOMA STATE GAMMA EPSILON

Gamma Epsilon Chapter wrapped up a successful semester with the high points being an extended tour to Dallas of selected industries, and the initiation of 29 enthusiastic new members.

The Dallas tour was very educational and enlightening, as well as entertaining. After exploring the employment opportunities of the tour sites, Mostek, a leader in electronic technology, Texas Instruments, and Sanger Harris department store, many members were more decided as to what career choice or field they wished to pursue, and what the spe-

cific jobs and responsibilities might consist of. Thanks also to Gamma Epsilon Chapter's alumni who put us up for the two nights; the tour was very much a success and plans were made for organizing another tour this semester.

Formal fall initiation added 29 energetic new Brothers to our chapter who have added much input already, one as an officer, and the others as committee chairpersons and enthusiastic members. Upcoming plans for the chapter include the instigation of an annual money-making project, and the design of a Delta Sigma Pi chapter T-shirt for all members in order to promote interest and chapter recognition.

—BETH MILLER

Southwestern Region

HOUSTON ETA PSI

THE ETA PSI CHAPTER in Houston has been very busy this semester. We started the semester by working registration as a community project. Our rush program was a big success and the new pledges appear to be a promising addition to our chapter. We had rush week and two large rush parties; we mailed out letters to accomplish this. At our first rush party we also celebrated our chapter's 11th birthday. We have already had two fund raisers and have three more planned. Our professional activities will include several speakers and a tour of a Brokerage House. We are looking forward to the annual Houston Alumni Club Softball Tournament and hope to place again this year. The spirit of Brotherhood that prevails at this function strengthens our chapter's Brotherhood. Also planned for March 28 is an Alumni-Undergraduate Bash. The chapter is giving the party for the alumni in hopes of strengthening the bond between us. Even though the semester is almost half gone, the chapter still has many goals to accomplish. We hope all of our Brothers are accomplishing their goals and wish them luck in having a very successful semester.

—MARY ANNE HAMLIN



Members of Iota Nu Chapter at Northeast Missouri State accept the award for winning the Tele-Alumni, a fund raiser for the university, for raising \$2,445.00.

NORTH TEXAS STATE DELTA EPSILON

THE NORTH TEXAS Chapter of Delta Sigma Pi initiated 18 new members into the fraternity. They include: Scott Atkins, Jackie Barrett, Shirley Blackshear, Jerry Brooks, John Brown, Lenora Casmore, Gary Cook, Greg Gossett, Lynn Griffey, Robin Kelley, Sharon Martin, Mark Masters, Randy Monden, Greg Morris, Andy Norton, Gwen Petteway, Gloria Velasquez, and Kim Young.

In the November elections, the new officers installed were Paul Hamilton, vice president for pledge education; Gloria Velasquez, CEI chairman; Pam Beene, chancellor; and Lenora Casmore, historian. Jeff Turner, Bill Waggener, Page Davis, Brenda Jackson, and Andy Norton will continue as president, senior vice president, secretary, treasurer, and vice president for professional activities, respectively.

We had approximately six professional activities planned for the spring semester. One of the activities included a tour of the Dallas-Texas Instruments plant. Mr. Mike Rice, vice president of marketing, will then speak to our group concerning Texas Instruments and the marketing atmosphere and attitudes in a company such as Texas Instruments.

SOUTHERN METHODIST BETA PHI

THE BETA PHI Chapter of Delta Sigma Pi located on the campus of Southern Methodist University had a very successful fall semester. Twelve pledges were inducted in late September. Under the guidance of Vice President for Pledge Education Steve Alexander, the pledge class performed exceptionally well on all tests and other activities. Their main project was to put on a professional program; they brought in two speakers from Procter & Gamble who discussed Advertising Trends and Career Opportunities. The pledges were initiated in early November and celebrated with a banquet at Old San Francisco Steak house, where their class president, Don Lighty, presented President Brian

Colwill with an "unexpected" but "tasteful" gift. Thanks, Don, and other new initiates for the thoughtfulness of your gift.

The fall semester concluded with the election of new officers and our first Annual Christmas Party. The new officers are Steve Alexander, president; Dennis Smith, senior vice president; Cami Coe, vice president for pledge education; Mary Ashmore, vice president for professional activities; Steve Pipes, secretary; Dave Heutel, treasurer; Doug Halverstadt, historian; Ed Easterling, chancellor; and Jeff Welborn, social chairman. Jeff wasted no time in taking over his new office because our Christmas Party took place at his new house. This was a great break before final exams started.

Currently, we are updating our mailing list, and we are asking that if you are a Beta Phi alum (and haven't been contacted lately), please send us your current address. Our address is: Delta Sigma Pi, Beta Phi Chapter, 2220 John Glenn Parkway, Mesquite, Texas 75150. We are planning an undergraduate-alumni newsletter for this spring, so we would appreciate some current information about you.

We congratulate our Brothers Greer Bogle, Ed Easterling, and Tamara Thompson for being named to "Who's Who Among Students in American Universities & Colleges."

The Brothers of the Beta Phi Chapter, now numbering over 70, wish all Deltasigs the best of luck in all activities for the remainder of the year.

—BRIAN C. COLWILL

TEXAS TECH BETA UPSILON

BETA UPSILON CHAPTER at Texas Tech University has finished a very successful fall semester and is ready to start an even better spring semester. The fall semester brought 20 great pledges and we're hoping for a great spring roundup.

Professional Vice President Bryan Thompson has really put together a great professional program. Our fall lineup included Alan McNally, Account Executive for

Merrill Lynch, Pierce, Fenner & Smith; Herb Sheriow, Planning Consultant for ARCO Oil & Gas Co.; and Don Hunt, Texas Tech Law Professor and a member of Toastmasters.

We are just as proud of our many other activities as we are of our professional program. We have participated in a few money making projects, getting Sears Credit Card Applications and working for a catering service. Social Chairman James Kurth is keeping us in very good spirits and his successor, Vink Miller, plans on continuing this trend. Our sports are also making us well known around campus. Our men's football team went as far as the playoffs in their tournament. Our co-rec football team also put in a good showing. Our co-rec basketball team has its ups and downs, but overall we had a lot of fun. President Trent Leverett and Junior Vice President Sam Louder visited our Little Brother Chapter Eta Theta at Angelo State in San Angelo for their initiation and winter formal.

We all hope your semester turns out as nice as ours has. Good Luck and have a "GREAT" spring semester.

—REBECCA LEA BUSBY

Intermountain Region

COLORADO ALPHA RHO

FALL SEMESTER, UNDER the direction of President Kent Hammerstrom, was very successful for Alpha Rho Chapter. Vice President for Professional Activities Jenny Sands invited speakers Dean William Baughn and stock broker Beverly Grater, organized an all-campus debate on Branch Banking, and coordinated tours of Storage Technology Corporation and Head Ski Corporation. Our Social Activities Chairperson Kathy Nolan deserves a big hand for planning the successful parties, Hayride, Homecoming Alumni Brunch, and Senior Bash. CEI Chairperson Kathy Kneedler filed for approximately 55,000 points for the fall semester. So far, we have the most points under the divisions of Finances and Membership.

Thirty-one pledges successfully completed Craig Holzberg's pledge requirements of three tests, one final, a signature book, one fund raiser, one community service project, and attendance at two chapter meetings, two professional activities, and the Pledge Breakfast. The pledges were even kind enough to throw a party for the deserving members. Senior Vice President Rich Sorenson coordinated a fantastic Rose Ball and Banquet held at the Hilton Harvest House on the evening of November 15. Pam Mantooth was chosen as Rose Queen, while Dave Emm was lucky enough to be elected as Rose Thorn.

The chapter is proud of our four Brothers who served as student representatives on the University Business Board: Les Culver, Vickie Rath, Pam Mantooth, and Nancy Hazelrigg. Congratulations to Marti Sweigart who is the Alpha Rho Chapter nominee for Undergraduate of the Year.

Alpha Rho Community Projects included a Halloween Party for the children at the North Boulder School for the Mentally Retarded, Christmas caroling for retirement communities and nursing homes, and caroling for our very own Business School faculty! Speaking of faculty, Daryl Winn was



Fall president Trent Leverett and spring President Kent McLeod of Beta Upsilon Chapter at Texas Tech discuss the change in administration in the chapter.

unanimously elected to continue as our Chapter Advisor!

Our new spring semester officers are: Nancy Hazelrigg, president; Brad Fisher, senior vice president; Keith Wheeler, vice president for pledge education; Ruth Kahn, vice president for professional activities; Kevin Breen, treasurer; Tammy Cooney, secretary; Kathy Knedler, CEI chairperson; Craig Anzai, historian; Geri Selnick, social activities chairperson; and Mike Murphy, chancellor.

Four Brothers graduated in December, so our spring semester membership is now 85 Brothers. Thirty Brothers will graduate in May. We wish all seniors the best of luck. Also, the Alpha Rho Chapter sends, to all our Brothers, greetings from Boulder, Colorado!

—KATHY KNEEDLER

NORTHERN ARIZONA ZETA OMEGA

THE ZETA OMEGA CHAPTER has ended the semester by initiating 15 pledges, thanks to the hard work and dedication of our vice president for pledge education, Laurie Morton, and her assistants. A few weeks before initiation, the pledges had a Beach Blanket Bingo Party for the chapter at Mormon Lake Lodge. I would honestly have to say it was a smashing success!

After initiation on November 22, our banquet was held at the Holiday Inn. Dr. Elbert served as master of ceremonies, introducing the speakers throughout the evening. Jeff Rhode gave an excellent speech on Brotherhood. The banquet was definitely a memorable evening for all with an after-party immediately following at Pinecliff.

Along with all the fantastic social activities, we have also had an equally successful professional program. We have had a speaker from W. L. Gore & Associates on lateral management, as well as a one-day seminar on "Business: Your First Years," and a tour of Best Western and the Salt River Project in Phoenix.

During December, along with getting ready for finals, we also had a delicious Christmas potluck dinner at Ned's house.

I would like to wish Laurie Morton the best of luck as she was nominated Undergraduate of the Year from our chapter. I would also like to congratulate all the newly elected officers, as well as the new members, and wish them all a great spring semester.

—DENISE DOSS

WESTERN STATE ZETA KAPPA

ZETA KAPPA CHAPTER at Western State College in Gunnison, Colorado, sends its greetings to all the chapters of Delta Sigma Pi.

Zeta Kappa Chapter sent five Brothers and one pledge to the Intermountain Regional Conference held in Albuquerque. The Brothers enjoyed socializing with the Brothers from the other chapters, and brought back some new ideas to improve our chapter and to bring the other Colorado chapters together.

The Associated Student Body (student body government) held elections the last week of November and Brothers won two seats: Dave Larsen, president; and Sandi King, club representative.

Our new officers for the 1981 school year are: president, Sandra King; senior vice president, Steve Guyer; vice president for pledge education, Denise Ehrendreich; vice president for professional activities, Lisa Byrnes; secretary, Brenda Erickson; treasurer, Dave Maher; CEI chairman, Matthew Browne; historian, Holly Bolyard; chancellor, Rob Shelton; and Chapter Advisor (for the 16th year), Dr. V. Whiting.

—JOHN M. PALM

Western Region

CAL POLY-POMONA ETA CHI

THE BROTHERS OF Eta Chi Chapter are keeping right in step with events of the winter quarter. After an excellent, but slow, start in the fall, the ball is really rolling. The most prestigious event was the political forum headlined by United States Senator Alan Cranston. This forum was a campus-wide event, with numerous local political figures present.

Over the Christmas break the Brothers were very active. They kept themselves busy with retreats, parties, and various seminars to keep the Eta Chi Brotherhood going strong. The Brotherhood of Eta Chi Chapter is a strong one and one that must be understood by each and every new Brother. There is a special feeling that all Brothers, undergraduates and alumni alike, feel.

On the lighter side of the coin, this year was our year to recelebrate the Boxer Rebellion; it was the 207th anniversary of this unrivaled event. Our Social Committee has big plans in the making for a Spring Break Colorado River Trip. Not only would this be a lot of fun, but the Brothers could really have some good understanding of fraternal life. One thing to look forward to is our annual Eta Chi and Two Fingers sponsored party; this is one event not to be missed.

Plans in the making for our community service include an Easter Egg Hunt with the Crippled Children's Society of Pomona Valley and a fund raising drive for the American Cancer Society.

All in all, this year has held some very good times and promises more in the spring, not to mention what will happen during the summer of '81.

—JEFFREY W. GRANT

CAL STATE-CHICO EPSILON THETA

EPSILON THETA CHAPTER started the spring semester off by taking a retreat to Lake Tahoe on January 31. The retreat was a full weekend which the Brothers used to discuss the goals and objectives of the chapter and to establish policies for the current semester. The chapter decided to continue the decentralization of our power structure which was initiated last semester. This enables all the Brothers to take on more responsibility and learn better leadership skills.

Our recruiting week started on February 2 with 75 candidates signing up. After our semi-annual Spaghetti Dinner concluded our recruiting week, we narrowed the 75 candidates down to 20 pledges who we feel will best represent our chapter. Vice President for Pledge Education Jim Bartley is having the pledges work on some of the chapter committees so they can learn more about the Brothers while learning about the internal structure of the fraternity. The pledges are also required to do a community involvement project which was also started last semester. This will help the pledges work as a unit while improving the chapter's relations with the community.

President Tom Birdsall, along with Vice President for Professional Activities Paul Goldberg, has set up a very fine professional program for this semester. We had a professional speaker during recruiting week, along with two speakers in February. We have planned two tours this semester, one to Macy's in San Francisco in late March, and another to Levi Strauss in April. We have also had local business people speak at most of our business meetings.

Epsilon Theta Chapter, along with other business organizations on campus, has been publishing a monthly newsletter for the School of Business. The idea was originated last semester by Past Chapter President David Luff. The purpose of the newsletter is



Dr. Discenza speaks to members of Zeta Omega Chapter at Northern Arizona during the fall banquet.

to increase communication between students, business organizations, and the School of Business. It is a well-rounded newsletter, with business organizations from all concentrations contributing.

The Brothers of the chapter will again be co-sponsors for this semester's blood drive. Last semester's blood-drive was very successful, with 9,000 units being donated. We also continued our nightly donut sales this semester. Last semester's total revenue from donut sales was around \$1,200 and the Brothers hope to double that figure this semester. The chapter's other fund raising ideas are to sell Student of Business T-shirts along with sponsoring an Advertising Seminar in April.

The Brothers are very enthusiastic about the Grand Chapter Congress being held in August. We have been conducting fund raising activities throughout the semester and depositing the money in a special trust fund to be used by the Brothers who decide to attend. We are hoping that we will raise

enough money to send all the Brothers to Michigan in August.

—THOMAS M. ENGWER

CAL STATE-FRESNO IOTA PHI

IOTA PHI CHAPTER would like to congratulate its spring officers. They are President Keith Gibson, Senior Vice President Mark Ruble, Vice President for Pledge Education Rufino Arbas, Vice President for Professional Activities Laurie Chesney, Treasurer Armando Marquez, Chancellor Marshall DenHartog, Secretary Kim Ford, Historian Joyce Urubio, Chapter Efficiency Index Chairman Paul Williams, and Inter-Business Council Representative Manuel Mattos. Iota Phi Chapter would like to thank its fall officers for a job well done.

Last semester our chapter initiated 13 new Brothers and is looking forward to initiating our second pledge class in April.

The semester break was highlighted by our first chapter retreat. It began on Friday

Night with a party where the Brothers were able to talk about their vacations and participate in a variety of activities. Saturday we had a critique of the fall semester where we tried to identify and solve problems encountered during our first semester. We had small group discussions on our professional, pledge, community service and fund raising activities. We closed Sunday by planning for the spring semester, which we believe will be FANTASTIC!!

Included in our plans was a Ski Party, several professional tours and, of course, the Western Region's Annual Picnic. We look forward to meeting our Brothers at the Grand Chapter Congress at Mackinac Island, Michigan. See you there!!

—RUFINO ARBAS AND PAUL WILLIAMS

LOYOLA-MARYMOUNT DELTA SIGMA

DELTA SIGMA CHAPTER sponsored some very interesting and profitable professional activities this semester. They included a speaker from the 7-Up Bottling Company and Jim Woo from IBM. There was a tour of Los Angeles Times, one of the KIQQ radio station and one of NBC, at which those who attended had a chance to watch the actual filming of "Blockbusters." Besides being learning experiences to the Brothers, these speakers and tours were also very enjoyable activities for the chapter.

Besides all the professional functions, our social life was also very enriching. We organized a softball game against the alumni as well as one against the Iota Upsilon Chapter. We had the traditional Halloween party where we invited all the alumni and Brothers from other chapters. We also attended the annual Vegas Night arranged by the Southern California Alumni Club and everyone had a lot of fun in all these activities.

Recruiting this semester was quite successful; we are proud to announce the initiation of five new members, Steven John, Gladys Lau, Margaret Leung, Rita Schoenfeld and Bob Sherman. We would like to take this opportunity to extend our welcome to the new Brothers and wish them all the best in the future.

—GLADYS LAU

SAN FRANCISCO STATE DELTA OMICRON

IN THE FALL, Delta Omicron Chapter sponsored the largest professional event in its history. A capacity filled auditorium of 200 people came to listen to Incumbent Congressman John Burton, Republican challenger Dennis McQuade, and Libertarian challenger Dan Dourgherty speak on the key issues: the ERA, the state of the economy, and the draft.

Tony Vella, vice president for professional activities, took over a month of hard work to put the debate together. Well over 100 organizations had tried to sponsor the debate, but all were rejected. When Brother Tony approached the candidates, they accepted our offer and thus Delta Omicron Chapter became the first organization to sponsor such a debate. We received full coverage by the news media and we were quite proud of our accomplishment.

This semester Brother Gilman Louie is leading the Delta Omicron Chapter as our



Tony Perez and Art Hess of Eta Chi Chapter at Cal Poly-Pomona confer with U.S. Senator Alan Carnson, center.



Malcolm Forbes, Jr., of FORBES Magazine, was the featured speaker at an Investment World Seminar sponsored by the Cal State-Fresno School of Business Bureau of Business Research. Attending were members of Iota Phi Chapter.

newly-elected president. He looks forward to a great semester with help from Margaret Eng, senior vice president, and Jennifer Leong, vice president for pledge education. Plans are well underway for a great spring semester.

The main highlight at the close of the fall semester was our end-of-semester dinner, which was held at the famous La Playa Restaurant. Alumni Brother Skip Shaw was quoted as saying, "It was a real gas!" The guests of honor were our two graduating seniors, Carol Chin and Lianne Wong. Congratulations and the best of luck to you in the future.

Kevin Fong did an excellent job as vice president for pledge education and his eight pledges were initiated in November. The new initiates show great enthusiasm and are all very active this semester.

Other new officers for the semester are: Bryant Fong, chancellor; Jean Anderson, secretary; Juan Martinez, CEI Chairman; Dave Campbell, historian; Holly Higgins, treasurer; Corinne Nerheim, vice president for professional activities; and Steve Rezentos, vice president of finance. All are actively organizing this semester's activities.

A special merit goes out to all those Brothers who held an office last semester. Without their patience and plannings, Delta Omicron Chapter wouldn't be the best!!

—DONALD WHITE AND MICHELINE SAVARIN

SOUTHERN CALIFORNIA

PHI

PHI CHAPTER HAS started a new project which has excited all of us. This project is a community, financial, and professional project all rolled up in one.

What is the project? We make presentations at local high schools. The presentations are to encourage high school students to

study business when they attend college. This is the community project section.

What is the financial portion? We contact corporations and solicit their sponsorship in this program, thereby, making the company's name known to the students and giving them good publicity.

We have one Brother as the contact person for his corporation. This company is one with in his major emphasis. This gives the Brother a chance to sell himself to that company,



President David Luff, left, of Epsilon Theta Chapter at Cal State-Chico, honored Robert I. Place, faculty advisor, for outstanding dedication and contributions to the chapter.

through a better means than interviewing. Each Brother who is a company contact person works with three different corporations. He sends a solicitation letter which explains the program. He then follows up with a phone call and meets with the company for a presentation.

We also have high school contact people. These people also make the presentations to the high school students.

There are various other committees involved. Each Brother in our chapter has a job to do. We are all excited about this project. If any other chapter is interested in this project, just contact Phi Chapter at USC.

—NINA DEAN



Assistant Executive Director Mike Tillar spoke with the members of Epsilon Theta Chapter at Cal State-Chico during a consultation visit.

Seventy-Fifth Anniversary Alumni Directory To Be Published

The Fraternity has responded to numerous inquiries by authorizing the preparation of a national directory of alumni to commemorate Delta Sigma Pi's 75th Anniversary. The directory will be a valuable reference volume, and it will be helpful in planning alumni activities and programs.

The Bernard C. Harris Publishing Company, Inc., of White Plains, New York, has been selected as the official publisher after a thorough review of this firm's extensive experience and success. Recognized as the oldest and largest exclusive publisher of alumni directories they have completed, over the past 17 years, alumni directories for more than 300 fraternities and universities.

This extensive project will be undertaken at virtually no cost to Delta Sigma Pi. The Harris Company has contracted to compile, publish, and market the directory, financing the operation solely through the sale of individual directory copies, and in cases where it seems appropriate, through space reservations to alumni only. The Fraternity will not benefit financial-

ly from the directory sales (purchases should not be considered as a contribution), but will derive substantial benefit from the completely updated records and other valuable information obtained.

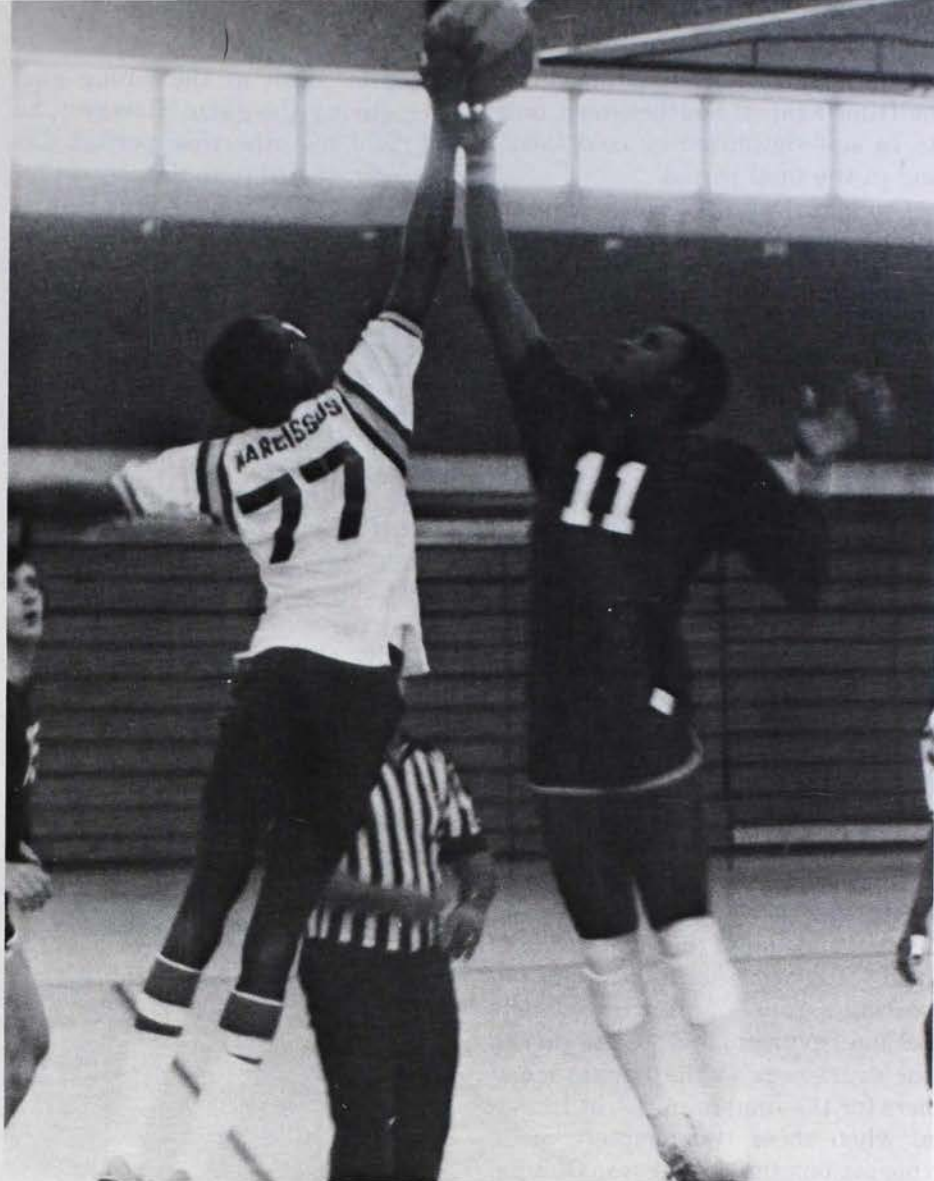
The main body of the directory will consist of an alphabetical listing of alumni, with each entry to include name, initiation year, chapter, home address, and telephone and business or professional information, including title, firm name and address, and telephone. Two complete indexes of alumni, one arranged geographically by towns within states and the other by chapter, will follow the main listings, providing ready references and cross references.

This updated material will be derived from brief questionnaires mailed to alumni and followed up by telephone for verification of the information to be included in the directory. Only enough directories to fill these pre-publication orders will be printed, and circulation will be restricted to alumni. Release of the directory is tentatively scheduled for early Fall, 1982. □

With spring right around the corner, the thoughts of many college students turn to love, warmer weather, and final exams—probably in that order. For Southern Region Chapters, it means two more things: fraternalism and basketball and, in particular, the Crescent City Alumni Club's Annual Southern Regional Basketball Tournament. The 1981 tournament, only a couple weeks away, should be wild and unpredictable, if last year's tournament is any indication. For in 1980, the event's biggest prize went to the smallest chapter.

Zeta Sigma Chapter, Southeastern Louisiana University, still struggling for regional recognition since a rebirth five years ago, took a giant step toward that goal as they raced past four opponents en route to their first tournament championship. Regional Director Frank Busch, Past Grand President Bill Tatum, and representatives of 10 chapters and four alumni clubs, including our newest, Hattiesburg, were in attendance. Also participating were Southwestern Regional Director Vic Tabor and 1980 National Undergraduate of the Year Marilyn Doskey, of our own Delta Nu Chapter and Crescent City Alumni Club.

Zeta Sigma Chapter received strong vocal support from a very spirited contingent of members and



The opening game tipoff between Dwain Celestin of Loyola-New Orleans (77) and David Isbell of Mississippi State (11) at the Southern Regional Basketball Tournament.

Crescent City Hosts Basketball

pledges, led by Faculty Advisor Dr. Belford Carver. Amazingly, they utilized only seven players in the day long event seemingly in defiance of the grueling tournament format which required them to win four games to capture the title. More incredibly, their margin of victory increased as the competition toughened. Southeastern defeated Gamma Tau Chapter—Southern Mississippi (21-20), defending champion Eta Tau Chapter—McNeese State (23-21), Epsilon Nu Chapter—New Orleans (18-13) in the semi-finals, and traditional finalist Beta Psi Chapter—Louisiana

Tech (25-20) in the championship. Anthony Scott led the champs with a 13.5 average for the four games.

Beta Psi Chapter always has a large membership on hand, and for good reason. Since they first competed six years ago the Techsters have finished in the final four each year, winning the title on three occasions. This time, they disposed of arch rival Eta Omicron Chapter—Northeast Louisiana (30-15) and, in the semi-finals, Zeta Iota Chapter—Mississippi College (20-18) to qualify for the finals.

Zeta Iota Chapter has finished second three times in six years and

appeared on their way to a fourth championship bid when they sent home in-state rival Gamma Delta Chapter—Mississippi State (24-22) in the quarter-finals. Zeta Iota Chapter was paced by Sam Lee's 16 points. Likewise, it seemed there was no stopping Epsilon Nu Chapter after a miracle half-court shot by Rick Halprin at the halftime buzzer. This proved the margin of victory for UNO as they eliminated Eta Iota Chapter—Nicholls State (17-16) in the other quarter-final. It appeared UNO would make it to the finals

(continued on page 44)

when they took a five-point lead into halftime against Southeastern, only to be self-victimized by cold shooting in the final period.

Gamma Delta Chapter gave a strong showing in the opening game as they methodically disposed of Delta Nu Chapter—Loyola (35-14). Despite their disappointing loss to Zeta Iota Chapter, State received balanced scoring from James Collins, David Isbell, and Ricky Faeber, and again was the most distant chapter attending.

Disappointment was also in store for defending champion Eta Tau Chapter as they watched a 15 point effort by Preston Williams fall short against Southeastern. This marked the seventh straight year that McNeese State has taken the long ride down I-10 to participate and they are sure to give a good accounting this year as they fight to regain the title.

In the consolation round, Nicholls State spotted Loyola a five-point halftime lead and then proceeded to hold Delta Nu Chapter scoreless in posting a 15-9 win. As the outcome became evident the teams turned the court over to the female members for the final minutes, as is usual when these two chapters meet. One serious young lady was Gamma Tau Chapter's Becky Frisby as she averaged nine points for USM. Becky marched to the free throw line 15 times during the day. Despite her aggressive effort, Northeast rode Craig Dey's tournament-high 19 points to a 29-26 victory in the other consolation. These four teams always enjoy themselves and we appreciate their fine representation.

In alumni action, Bill Tatum led Lake Charles-Bayou Country to its third consecutive alumni championship by virtue of a 35-13 conquest of Houma-Thibodaux. Despite his customary paucity of scoring, Tatum provided his team all the inspiration it needed when he calmly sank both of his free throw attempts. Bill established a new reputation for himself athletically as he did not fall

asleep or shoot at the wrong goal once during the game. However, he did spoil his otherwise perfect day by being ejected from the contest for blowing cigar smoke in Danny LaFont's face during a jump ball. Speaking of Danny, he led Houma-Thibodaux to a 24-9 thumping of host Crescent City, now a mere shell of the powerhouse it once was. Desperate for talent, the Orleanians decided to give Frank Busch a tryout. However, Frank was quickly relegated to the bench when he, apparently confused by the line scheme on the floor, drove for a layup on a side goal and was promptly whistled for out-of-bounds. Getting back to Bayou Country, the Lake Charles Club was led scoring-wise by Gus Schram and Gary Meek and is now the only team never to have lost in tournament competition.

As one can see, the benefits of such a gathering at this tournament are obvious: fraternalism, idea-sharing, recreation, entertainment, and a general sense of pride in one's chapter, region, and fraternity as a whole. We of the Crescent City Alumni Club are proud of our chapters and alumni clubs in the Southern Region and feel privileged to be able to play host to them annually in the only regional get-together other than the biennial conference.

Our 1981 tournament is scheduled for Saturday, March 21. For further information on our tournament, please contact Louis Lehr, 2323 Park Place Drive, Gretna, Louisiana 70053 or telephone (504) 392-2642. Meanwhile, as spring is here, we wish you love, sunshine, and academic success—in whatever order.—LOUIS LEHR, JR. □



Action from the championship game as Tom McGrath of Louisiana Tech (18) jumps against George Bourgeois of Southeastern Louisiana (20).



Crescent City Alumni Club members John Paternostro, Frank Holzenthal and Brian Schayot, left to right, handled the refreshment stand during the tournament.

alumni in action

ALUMNI REPORT

FOR THE NEARLY 13,000 Life Members of the fraternity who receive this magazine four times a year this issue is far and away the one everybody is waiting for. Every Deltasig knows that he or she will get the details of our 33rd Grand Chapter Congress in this issue and with this information in hand they can make their final plans for attendance at this unique national gathering of Brothers. If you haven't attended a Grand Chapter Congress and really hadn't considered this one as yet, I urge you to do so now.

Mackinac is beautiful in the summer and will be even more enjoyable in the presence of 500 or more Brothers. If you and your spouse have been planning to take a vacation but haven't decided on where to go, this is the spot. Vacations are always more enjoyable when you know someone where you are going. The suspense of whether or not you'll have a good time is quickly replaced by the need to decide which things to enjoy in the short time you have and which of your new friends to enjoy them with.

Probably the biggest question many Brothers need to answer, aside from whether or not I can afford the vacation, is "I know I'll have fun but what about my spouse who isn't a Deltasig?" The answer is, with all the programs and activities available to Brothers AND THEIR SPOUSES, the only way you could avoid having a good time would be to stay home. If you do come you're likely to find your non-Deltasig spouse marking the dates of the 34th Grand Chapter Congress on your calendar as you are leaving the 33rd Grand Chapter Congress so you can get your vacation dates scheduled when you get home.

Skip back to the article on Mackinac and as you read it again think about what a great vacation this would be for you.

Another obvious reason for wanting to get the March issue is to catch up on the progress of your chapter and the alumni clubs in your area. Alumni clubs are particularly active at this time of year because in two short months alumni ranks will swell by 1,500 newly graduated Brothers. If you are near an alumni club, but haven't joined it yet, now is the time to get involved so you can share the benefit of your experience and knowledge with our newest alumni Brothers. If you are already a participating alumni club member we hope you are enjoying the Alumni Club Crier and the information it brings monthly. If you are, be sure to let someone know!

In closing, we want to remind you that we want to know what's happening to you. If you've moved, taken a new position, merged or had a dividend, please let us know so we can pass along this news to others. Keep us up to date so we can keep you up to date.

—MICKEY JOHNSON, DIRECTOR OF ALUMNI ACTIVITIES. □

ALBUQUERQUE-ZIA

THE FIRST HALF of this fiscal year has drawn to a close and it's time for a few reflections. The Zia Alumni Club has now had a full 12 months of operation under the executive form of leadership, i.e., president, vice president, etc. The consensus around the club is that we haven't done too badly at all.

Membership (active participants, that is) continues to be our number one problem as it is with so many other alumni groups. About 50% of our paid members usually manage to show up for the monthly general meetings and it is usually the same group each month. A concerted effort is made to keep these meetings as informal and brief as possible. Only that business requiring general membership action such as National Constitution and Bylaws changes is conducted at these meetings. All other matters are handled by the Executive Board and appointed commit-

tees and status reports presented at the general meetings.

Periodically, a speaker is engaged to present some business topic of general interest to our club members. For the November meeting we were addressed by the president of AAA Collections, Inc., on the role of collectors and collection agencies in today's business environment. At the December meeting we were fortunate to have a very interesting presentation by a Certified Grapho-analyst on a relative newcomer to the world of commerce, the use of handwriting analysis in a myriad of applications. We feel this is just the beginning as more speakers are already scheduled for the spring meetings.

Since our last publication, the Zia Alumni Club has confined most of its social activities to those of the undergraduate chapter and initiation of a very large group of new members. Our big event for the spring season will be the annual outing to the Barn Dinner Theater, a local dinner theater with top notch food and entertainment. For New Year's, we greeted 1981 at the home of Brother and Mrs. Tony Catanach and their newest family member.

Publication of the Zia Newsletter has turned into one of the highpoints of each calendar quarter. It appears that we have got into the habit now with the third edition having gone out around Christmas and two more publications scheduled for March and June. We will continue our efforts to provide the widest distribution possible.

From the desk of our District Director (also a Zia member), we note that the annual Area Conference is scheduled for the weekend of February 28 at Eastern New Mexico University in Portales. Those of us who were able to make last year's conference in El Paso will certainly want to put this one on the social calendar. We should be able to top an excellent alumni attendance figure over the El Paso gathering.

Even though I've merely touched on highlights of the Zia Club activities, the events are indicative of a club that is alive and still maturing. Our major goal is still to provide a common forum for any Deltasig alumni in the area to exchange ideas, opinions, or just plain old fashioned gossip.

—GARRY R. SPENCER

BALTIMORE

ANOTHER ACTIVE CALENDAR of social and business functions is being enjoyed by the Deltasigs of the Baltimore Alumni Club. In September, we joined Chi Chapter in their annual crab feast at the Mt. Washington Club. In October, we attended Chi Chapter's wine and cheese rushing party at the Eisenhower Library on campus. In November, we sponsored a Chi Chapter birthday party to celebrate its 52nd Anniversary, with alumnus Jim Moore speaking on the topic, "The Early Days of Chi Chapter." In October, and again in December, some of our members

served on the Ritual Team for Chi Chapter initiations. The theme for our January dinner meeting was Past Presidents' Night. At our February dinner meeting, we were entertained at the Limestone Dinner Theater.

U.S. Congressman Barber B. Conable, Jr., senior Republican member of the House Ways and Means Committee, delivered the Evening College H. Melvin Brown Lecture on the Johns Hopkins campus on February 2. The lecture honored Evening College alumnus and Baltimore Alumni Club Member H. Melvin Brown (B.S. 1956) and took place thanks to the collaborative efforts of Brother Peter Peterson and T. Rowe Price, Associates, Inc. Baltimore Alumni Club members lent their support by telephoning approximately 1,200 Johns Hopkins University alumni during a one-week phonathon.

Dinner meetings are scheduled for 6:30 P.M. on the third Thursday of each school year month at the Hopkins Club on campus. The March meeting will afford us the opportunity to learn about tax shelters. The May meeting will be set aside for the election of officers. The April meeting is still being planned. For information on membership applications or changes in scheduled activities, call President Henry Sohl at (301) 789-0809 evenings. Visiting Deltasigs are always welcome.

—THOMAS O. MURN

BOCA RATON

THE BOCA RATON Alumni Club sends greetings to Deltasigs everywhere, and extends an invitation to attend any of our functions. Membership and interest in the Boca Raton Alumni Club is still growing at a phenomenal rate!

November brought about the annual Founders' Day picnic. Even though buckets of rain fell, the Deltasig spirit could not be dampened. Delegates from the Boca Raton Alumni Club joined forces with the Zeta Phi Chapter to make an outstanding showing at the Southeastern Regional Conference held in Jacksonville, Florida, which proved to be an enlightening as well as a fun filled weekend.

A series of informal meetings by the executive committee and an increased communication flow have led to a smoother functioning of the alumni club.

December 20 brought about our final business meeting for 1980, followed by a Christmas party. (Special thanks extended to Alumna Brother Diane Chadurgian).

The Boca Raton Alumni Club did not let 1980 slip away unnoticed as a New Year's Eve bash was held to usher out the old year and ring in the new one.

Future activities are to include a weekend camping trip to Disney World, a second big event by the "Dynamic Deltasigs & Company," a canoe trip on Peace River and bi-monthly cocktail party gatherings at various night clubs.

If any Brother either living in or visiting the Boca Raton area wishes more information, please contact Michael Kaman at 781-3852 or Steve Wuest at 941-2651. We'd love to have you join us.

—STEVE WUEST

CHICAGO

OVER THE PAST several years the Chicago Alumni Club has been pleased to assist many fine undergraduate chapters in their professional program in their visits to the Chicago area. With a membership of several hundred alumni in just about all professions the club is well positioned to provide excellent contacts for undergraduates in planning their Chicago professional tours. Most recently Delta Rho Chapter at Ferris State University was able to visit Brunswick Corporation with the help of Central Regional Director Tony Fernandez who is in charge of college recruiting, among other areas at Brunswick. The trip was particularly timely as it tied in with our Regional Conference which was to start that night and run for the weekend. Moreover, it was the second trip Delta Rho Chapter has made to Chicago in the past year, the prior trip being a full day starting in the morning with McDonald's Corporation in Oak Brook, assisted by Brother Richard Boylan, McDonald's senior executive vice president. The afternoon of this trip was completed with a visit to The Chicago Board of Trade, assisted by Brother Dick Brady, and a visit to an office of Merrill Lynch aided by Brother Robert Domagala. Coming all the way from Big Rapids, Michigan, we are most impressed with the efforts and ambition exhibited by Delta Rho chapter and were not surprised when the chapter won the travel trophy at the Central Regional Conference for a combination of numbers of members present traveling the greatest distance.

Also in the past year we had a visit by Psi Chapter at the University of Wisconsin at Madison. Starting with an in-depth tour and luncheon at American Hospital Supply in suburban Evanston, the Brothers then motored down to Chicago where Brother Domagala provided the group of about 25 with a guided tour of The Northern Trust Company and, assisted by others at The Northern, answered their interesting questions.

Unquestionably, the most popular time for these undergrad visits is for the Chicago Alumni Club's Annual Undergraduate Day, a full day's program of professional tours followed by a dinner with the alumni at the Como Inn in the evening. Last year's full day started with a visit to the headquarters of Sears Roebuck in the Sears Tower followed by a presentation at the Chicago Mercantile Exchange, both arranged by Brother Al Pacer. The afternoon part of the trip concluded with an option of either the Northern Trust Company or the Harris Bank as the group of assembled undergraduates from the many chapters was too large to be received at one bank. The evening program concluded with a fine dinner at the Como Inn with local alumni, with a speaker from the Chicago Chamber of Commerce as our guest. As in past Undergraduate Night Dinners, the attendance was near 100. For those interested in this year's Undergraduate Day program mark your calendars for Wednesday, April 22 for a full program coordinated by the Chicago Alumni Club. All area chapters will be notified with full details as the day approaches.

The Chicago Alumni Club looks forward to hearing from all interested alumni as well as undergrads and provides a free first year membership to those just graduating from the chapter. Thereafter the annual dues are a low \$12.50 and entitles members to receive the Chicago Alumni Club Newsletter, invitations to the monthly club meetings, and the preferred members' discount price to the events. Moreover, interested undergrads are invited to contact us for any assistance in setting up professional tours of Chicago many businesses. Those interested in membership or professional program advice are invited to call Robert Domagala (312) 444-3744 in the daytime, or James Prescott (312) 545-2535 in the evenings. Or please write to The Chicago Alumni Club of Delta Sigma Pi, Post Office Box 11314, Chicago 60611. We are looking forward to hearing from you.

—ROBERT F. DOMAGALA, JR.



Chicago Alumni Club members participated in a Channel 11 WTTW phonathon.

CINCINNATI

THE CINCINNATI ALUMNI Club began 1981 by attending the reactivation ceremonies for Epsilon Tau Chapter at the University of Dayton. We would like to congratulate Epsilon Tau Chapter on their successful reactivation and thank them for the good time we had at their banquet.

In February we had our annual ice skating party. While most of us found it a great accomplishment to skate around the ice rink a couple of times, we had a good time, despite sore feet and ankles. As you read this, we will be sponsoring our first dinner with a speaker in a number of years.

April 8 will be an important date this year for the Cincinnati Alumni Club. On that date we will be sponsoring our annual Senior Round-Up. We invite all graduating seniors and other Deltasigs from any chapter, who are planning on locating in our area. This alumni club function, a wine and cheese party, will provide any interested Deltasigs with the chance to learn about our club, meet the members and have a great time! Our membership total exceeds 40 and we would like you to help with the continued growth of *your* Cincinnati Alumni Club.

In coming months we will be electing officers for 1981-82, attending a Cincinnati Reds game and sponsoring a pool party and barbeque. If you are interested in any of our activities or want to join the Cincinnati Alumni Club, please contact Linda Becktold at 871-0880 or Tom Butz at 481-4006.

—MICHAEL T. WALSH

COLUMBUS-SOUTHEASTERN

(GEORGIA)

THE FALL OF 1980 found our organization in a rebuilding program aimed towards stimulating interest in our Fraternity among Deltasig alumni in the Columbus, Georgia, area. With the October election of officers, the club launched itself towards the promise of a more active year. New officers include Sherman Williams as president, Billy-Joe Donaldson as first vice president, Harvey Walker as second vice president, Steve Hall as third vice president, Mary Mainor as secretary and Robert Peurifoy as treasurer.

The first social gathering of the year was held at our president's house on November 8 as the Brothers and guests celebrated Founders' Day with a rousing party. Near perfect attendance of the membership proved to be a sign of the things to come as we moved towards a more successful program.

Our club sent three delegates to the Southeastern Regional Conference in Jacksonville, Florida, during November. The consensus of all the Brothers in attendance was that it was by far the most productive Regional Conference in memory.

The new year began with a membership drive in which more and more alumni heard the beckoning of the fraternity and became active in our organization. We hope that by the end of the year, we will have established contact with many more Brothers who have graduated in years past, and gathered in the new crop of Deltasigs from Columbus College's Theta Mu Chapter as well as from other area colleges.

We look forward to the summer when we plan to send at least five delegates to the

Grand Chapter Congress in Michigan. We hope to see our fellow alumni clubs well represented and wish you all well in your programs.

—RICHARD A. KELLY

DALLAS-FT. WORTH

THE DALLAS-FT. WORTH Alumni Club is pleased to report a successful year in progress. Membership is on the increase and attendance at our meetings and activities has been good. For the past several months we have attempted to contact all Deltasigs in the Dallas-Ft. Worth area through our newsletters. However, there are a number of Brothers in this area who may not appear on our list. If you have not heard from us, please let us know. We want you to join us.

At our Founders' Day celebration in November we elected a dynamic group of officers for 1981. These include: Mike Shost, president; Ron Smith, vice president; Debbie Kallus, secretary; Ron Bryant, treasurer; and Christy Bethany, historian. We also made some bylaws changes in order to conform more closely with our actual practice.

Our goals again will be an active membership and a close working relationship with the undergraduate chapters, assisting them whenever possible. Activities this year have included a Sports Night at a Dallas Mavericks basketball game and a special Valentine's Day party at a dinner-theater. All upcoming events will be noted in our monthly newsletters.

Our business meetings are held on the second Saturday of each month. For further information, please call Mike Shost at (214) 669-2905 or Ron Bryant (214) 620-0499.

We encourage all the upcoming graduates in the area as well as alumni to join us. We are looking forward to continued growth, participation, and activity.

—CHRISTY C. BETHANY

DENVER

WE CELEBRATED FOUNDERS' DAY on Friday, November 7, at the Pinehurst Country Club. Our good host was L. T. "Bud" Hall, a member in good standing of this club. The weather was perfect, the band played something for everyone, the "old timers" turned out and we had a ball! Two of our founding fathers, Harry G. Hickey-Alpha Nu 4, and John Tyrone-Alpha Nu 12, made the event. We were particularly pleased to have a Past Grand President, Warren Armstrong, up from Albuquerque who gave us the pep talk for the evening. The Alpha Nu Chapter (University of Denver) installed Gamma Iota Chapter at the University of New Mexico so it was really a homecoming for all. Carl Schneider, Beta Kappa Chapter member from Texas-Austin, made the party. He is better known as the 1977 Deltasig of the Year. It was inspiring to hear these two present the case for loyalty to Delta Sigma Pi and what the fraternity meant to them. We were particularly happy with the turnout of alumni from other chapters. Zeta Kappa Chapter from Western State in Gunnison had five members on hand. Also represented were Rider College, Southern Cal, Drake, Iowa, Creighton, Florida Tech and the University of Denver. Rany Boltwood and Myron Tollefson came in from California and Chicago for the event. We had seven 50 year

members in attendance! For you readers in the Denver area, we meet the first Thursday of each month at Bernards Restaurant in Arvada . . . our dinners are great due to the fact that Bernie is a member and treats us special. Call 388-0431 for information on the club.

—FRED JEFFRIES

GARY-NORTHWEST INDIANA

GREETINGS FROM THE Northwest Indiana Alumni Club. This winter season certainly has been a busy one for us.

On November 15 the alumni club went to see the I.U. vs. Illinois football game in Bloomington, Indiana. We spent the weekend as the guests of Alpha Pi Chapter. They certainly showed us a great time! Special thanks to Cande Schroer, one of the best social chairmen you'll ever find. I know everyone enjoyed the pajama party on Saturday night; it's something we'll not forget too soon. As for the football game, it was pretty cold, but we all managed to keep warm. Also, I am happy to report to the Brothers that Rick Reed behaved himself (most of the time) all weekend.

On December 20 we had our Christmas Party and it was held at Lynn Reicher's house. Lynn also hosted the New Year's Eve Party. The Brothers are all very grateful to Lynn for sharing her holiday spirits with us. Lynn is also the secretary of the alumni club.

January 14 was our dinner meeting with the undergraduate chapter from Indiana University Northwest. Held at the Ron-D-Voo Restaurant in Merrillville, the alumni took the opportunity to recognize all of our alumni club members and formally inducted them into the Northwest Indiana Alumni Club. I hope all the new members were not suffering too much the next day.

March 14 was the date of our annual St. Patrick's Day Party at Tiberon Trails Clubhouse in Merrillville. With Pat Pazak as the chairman of this event, it turned out to be a great evening.

On April 11 the alumni club will be attending the spring initiation banquet of Theta Psi Chapter at IUN. Because this is the ten year anniversary of the chapter, we are all looking forward to a very special reunion. We invite all Brothers across the country to attend, and share this day with us.

For anyone wishing to join the Northwest Indiana Alumni Club, dues are only \$5.00 per year. Please contact our membership chairman, Marc Miller, at 219-663-5562.

—JOHN V. HENIK

HARTFORD

THE HARTFORD ALUMNI Club has been busy in the months since being chartered. Some of our various activities have been a picnic, a dinner meeting at a local restaurant, Founders' Night, a post CPA-exam party, participation in Regional Conferences in the fall, attendance at the Theta Iota Chapter Initiation and Christmas party, and attendance at the recent installation of the chapter at SUNY-Binghamton.

One of our most successful activities was at the Hartford Civic Center at a UCONN basketball game in December. A buffet dinner, co-sponsored with the University's School of Business alumni organization, was held before the game and a hospitality suite

was open for half-time and after the game. Many Deltasig alumni got together to enjoy the game and meet with others. A large group of undergraduate members from Theta Iota Chapter was in attendance; they enjoyed themselves and got to see what alumni club activities are like.

Another activity we were proud of took place in conjunction with the Theta Iota Chapter. On December 4, Brother Dave Nobile, who is currently employed by General Electric, helped organize a professional program. At the presentation GE's Financial Management and Career Development Programs were discussed and resumes from chapter members accepted. Members of our club hope to be of assistance to the undergraduates in similar programs in the future.

We know that there are many Deltasigs in the Hartford, Connecticut, area and hope to hear from all of you. If you are interested, please contact Club President Jim Mahoney, Box 486, Cherry Lane, Durham, Connecticut 06422, telephone (203) 349-8378.

—THOMAS W. GORZKOWSKI

HOUMA-THIBODAUX

THE NEXT SEVERAL months will be busy for the Houma-Thibodaux Alumni Club. We are now in our second year of operation and are trying to establish a tradition of having at least one activity per month. We are always seeking new and active members to join us.

March will be a busy athletic month for the club. We entered teams in the Annual Southern Region Basketball Tournament in New Orleans and the Eta Iota Chapter Softball Tournament. In April we will hold our annual business meeting for the purpose of electing officers. This year we plan to hold the meeting in conjunction with the banquet to be held before the Eta Iota Chapter Rose Formal. All current and future members are urged to attend. After the meeting we will proceed to the festive dance. On May 23, we will have a College Round-Up featuring our annual crawfish boil. For June 27, we plan a Potluck Supper with some good Cajun dishes.

A newsletter will be sent to all members announcing the exact plans for all activities. If you live in our area and wish to continue your involvement in Delta Sigma Pi, join our club and stay active. For more information contact me at #9 South Belle Court, Houma, Louisiana. We would love to have you join our club.

—BARRY MELANCON

HOUSTON

THE HOUSTON AREA Alumni Club sends greetings to Deltasigs everywhere, and extends an invitation to attend any of our functions. We still hold an informal "Happy Hour Meeting" on the second Tuesday of every month at the memorable Steak-N-Ale. The meeting starts around 5:30 P.M. and afterwards we go out to dine or to attend a local sporting event.

Speaking of sporting events, March is the time for our 11th Annual Houston Softball Tournament. For details, please contact one of the Brothers listed below. Other events scheduled are a Wine and Cheese Party set for April and our annual Business Meeting set for May.

Brothers in the Houston metro-plex inter-

ested in joining the Houston Area Alumni Club can write or call Vic Tabor at 8701 S. Braeswood, Apt. 110, Houston, Texas 77031, or phone (713) 981-0760, or our current president, Brother John Malone at (713) 879-1312.

—VICTOR A. TABOR

JACKSONVILLE

THE JACKSONVILLE ALUMNI Club is in its second year of existence and is doing better all the time. We are always interested in finding new members and expanding. Currently the executive committee is working on formal organization and planning.

Our major project for the year has been to get a chapter chartered at the University of North Florida in Jacksonville. Recruiting efforts have been very successful, thanks to a lot of hard work by alumni club members. Rush parties were held at the beginning of January. Several organizational meetings have been held since then. We are anxiously waiting to be chartered.

Many activities have been planned and are going on for the alumni club. In February, we had a wonderful party at the home of Jim Davis, our vice president. As usual, he threw a gala affair. In May, there will be a picnic for the families. There will be lots of food, drink, games, and fun for all who attend.

Meetings for the Jacksonville Alumni Club are held on the second Thursday of each month at 12:30 P.M. at Strickland's Townhouse on Phillips Highway. If you have recently graduated or are new to the North Florida area, we are anxious to meet you. We would like to have all the alumni in the Jacksonville area come join our activities. If you have any questions, call Brenda Elmore at 744-6029. Best wishes to all Deltasigs!

—BRENDA L. ELMORE

LAKE CHARLES-BAYOU COUNTRY

THE BAYOU COUNTRY Alumni Club held a hayride on November 8 near Longville, Louisiana. Although the turnout was light, the riders had a great time. They met at Brother Jerry Key's store and rode up to his farm. Jerry had a flatbed truck with hay ready to go, and everyone piled onto the truck with their snacks and drinks. After a tour of the area and much noise making, everyone settled down around a bonfire at the farm and roasted hot dogs. Special thanks go to Jerry Key for having us as his guests and to Babette Veillon and Lisa Schram for organizing the trip.

On December 6, the Eta Tau Chapter held its annual Christmas Party for the undergraduate and alumni Brothers. There was plenty of food to eat and everyone had a great time.

The alumni club plans to initiate a Big Brother program with the pledges of the Eta Tau Chapter. The purpose of the program is to get the pledges and alumni Brothers closer together so that we can steer our efforts in the best possible direction. The alumni club will discuss this plan further with the undergraduate chapter, and we hope to start it sometime next semester.

Congratulations to all Brothers who graduated in December from McNeese State. Any recent graduates or past graduates who plan on staying in the Lake Charles area are encouraged to join the Bayou Country Alumni

Club. Please contact President Francis Gu-dry at 527-5221 (W) or Glenn Comeaux at 527-5221 (W) or 477-2011 (H) for further details.

—GLENN PAUL COMEAUX

LINCOLN-GREATER NEBRASKA

THE LINCOLN-GREATER NEBRASKA Alumni Club is about to wrap up its second year as a recognized alumni club of Delta Sigma Pi.

In January the alumni club had a New Year's Party at the Thomasbrook Apartments' Clubhouse in Lincoln. In February a group of alumni traveled to Iowa City, Iowa, for the Annual North Central Region Basketball Tournament. As always it was a good time and we wish to express our thanks to the sponsors of this regional event. In March, the club went to Omaha to take in a dinner theatre.

In the upcoming month of April the club will get together for an important business meeting in order to elect three Brothers to the club's Board of Directors. Any dues paying member of the club is eligible to run for a position on the Board.

The alumni club is always trying to maintain an accurate address list of Alpha Delta Chapter alumni, as well as of other Deltasigs in Lincoln. If you are not now receiving any periodic announcements from the alumni club or the undergraduate chapter here in Lincoln, please send us your name and address and we'll update our records.

The alumni club is growing and becoming more active by the month. Become a member now and join in on the good times with other Brothers and their spouses. If interested please contact: Jerry Pigsley, 5135 Huntington, Apt. 1, Lincoln, Nebraska 68504. Phone: (402) 464-9007.

—JERRY PIGSLEY

MILWAUKEE

TWO HUNDRED TWENTY-TWO members have joined or renewed their 1980-81 membership in the Milwaukee Alumni club as of the end of December with a roster about to go to press as more memberships were coming in.

We were off to a good start with Sports Night, September 29, and Professional Night, November 18. The next big event is a St. Patrick's Day Party, Westmoor Country Club, Sunday, March 15, and Founders' Day to follow on Friday, May 15, again at Midway Motor Lodge in Wauwatosa. Noon luncheons continue every third Monday, now at the Seventy-Six Club, 304 North 76th Street.

Sports Night was most enjoyable at Pabst Blue Ribbon Hall with refreshments and buffet courtesy of Pabst Brewery with speakers Ric Cobb, newly appointed assistant basketball coach at Marquette, and Jerry Fishbain, recruiting coordinator, University of Wisconsin-Madison. Both did an excellent job entertaining with their experiences with player personnel and projection of team potential.

Professional Night was held at the Wisconsin Club with Tom Collins, manager of community affairs at Joseph Schlitz Brewing, discussing "Handling of Customer Complaints." With Tom's humor, he presented some interesting cases as well as his ratings in the marketplaces for the three major Wis-

consin Breweries, Pabst, Heidelman, and Schlitz.

A summer Theater Party is in the picture for July or August, with no firm date.

We are always pleased to see Tony Fernandez, our Regional Director, at our meetings, and Jim Ferschinger taking hold as Wisconsin District Director. Jim is from Theta Xi, UW-Whitewater Chapter, and a very active member of our alumni club.

Life Members from across the country are most welcome to be added to the regular mailing list of our newsletter, issued five times per year, and receive a copy of the roster. Let us know where you are and what you are doing. Write P.O. Box 635, Hales Corners, Wisconsin 53130.

—MILTON A. KASSNER

NEW YORK-METROPOLITAN

THE NEW YORK-METROPOLITAN Alumni Club has been busy setting up operations since receiving our charter in November. Since our members are graduates of chapters throughout the country, we have thrown a few cocktail parties to help us get to know each other. Our first calendar of events promises to be interesting and rewarding.

We are proud to join the Deltasig family of alumni clubs, and we welcome all Brothers who live or work around the Big Apple! For further information contact Brother Steve Kuptsis at either 212-489-1600 Ext. 2351 (work) or 516-593-1585 (home).

—STEVEN D. KUPTSYS

NORTHERN VIRGINIA

ON OCTOBER 29, 1980, a special meeting was held at the Szechuan Inn in Fairfax, Virginia.

This special meeting was called by the president, Thomas E. Sheely, to consider proposed amendments to the National Constitution and Bylaws, and the election of new officers for fiscal year 1980-81.

At this meeting, the club was honored by the presence of Mickey Johnson, Director of Alumni Activities, and his charming wife, Fran. Because of his support of our club over the years, Brother Johnson was made an Honorary Member.

The following nominees were elected to the office indicated for the fiscal year 1980-81: Ernest J. White, president; Larry A. "Woody" Wooldridge, vice president; Barbara L. Mealis, secretary; Robert L. Smith, treasurer; John L. McCracken, member-at-large; and Francisco Martinez, member-at-large.

Upon assuming the office of president, Ernie White asked that he and the members of the Executive Committee be judged by deeds and not words.

In an effort to increase participation at our monthly meetings, he announced the following policies of the Executive Committee: 1) No business, but if essential it will be held to a minimum; 2) Spouses, dates and/or guests will be encouraged to attend all monthly meetings; 3) A different restaurant for each meeting, thus providing an adventure in dining; and 4) Solicit only entertaining, interesting and educational speaker(s) on a variety of subjects.

The following appointments were made by the president: Membership, Larry A. "Woody" Wooldridge and Francisco Martinez; Social, John L. McCracken; Life Membership, Thomas E. Sheeley; Liaison with Undergraduate Chapters and Regional, Richard L. Schreiner; Directory, Larry A. "Woody" Wooldridge; Minutes of Meetings, Barbara L. Nealis; Deltasig, Barbara L. Nealis; and Correspondence with National, Barbara L. Nealis and Ernest J. White.

The proposed amendments to the National Constitution and Bylaws were passed, but not before a spirited debate on the issues.

The tentative schedule of meetings for 1981 is as follows: January 28; February 11 or 25; March 11; April 22; May 27; and the summer picnic in early August. Additionally, subjects planned for speakers include: Political Situation in Afghanistan and Iran; The Anatomy of a Spy Trial or It Takes a Spy to Catch a Spy; Lobbying in the Nation's Capital; Duties of a U.S. Magistrate; Travel Movie to Various Parts of the World; and others suggested by the membership.

Our first professional meeting was held on December 3, 1980, at Tom Sarris' Orleans House in Arlington, Virginia. The speaker was Jim Moran from A. G. Edwards & Sons, Inc., who gave a very enlightened presentation on "Investments—From Money Market Funds to ???."

From the reaction of some 30 people present, it would appear that our formula for increasing attendance is sound. Now we ask that every member "Bring-a-Brother" to our future meetings. For those who are not on our "mailing list" or visitors to the area, please feel free to call Ernie White at (703) 683-



Fifty-year members recognized at the Denver Alumni Club were, left to right, Carl Johnson, Walt Nottingham, John Tyrone, Harry Hickey, Richard Tydings, and George Jensen.



Visiting the Denver Alumni Club were Carl Schneider, left, Deltasig of the Year-1977 and president of the Phoenix Alumni Club, and Warren Armstrong, right, Past Grand President. Center is Denver Alumni Club President Fred Jeffries.

1921 for current information about our next meeting.

Further, our Executive Committee found a wealth of ideas from reading reports from other alumni clubs in The DELTASIG under "alumni in action." We commend this source to others and encourage all clubs to continue providing these outstanding ideas for action.

—ALAN M. WINTERHALTER

PITTSBURGH

SOME PEOPLE THINK that we are a jinx to the Steelers. For the second year in a row, the Pittsburgh Alumni Club gathered in the back room of the Polish Falcons' Hall on the South Side to watch the Pittsburgh-Houston game on Thursday, December 4, after our regular business meeting. As happened last year in this important game, which has traditionally been a warmup for the playoffs, the Steelers wound up on the short end of a 6-0 score.

We cheered the "Steel Curtain" on to one of their best performances this year, but somehow our enthusiasm could not keep Bradshaw and Franco from turning the ball over to the Oilers. The officers will have to keep our track record in mind when they play next year's events; we certainly wouldn't want to make it three in a row.

As a side note, we raffled off a football autographed by the Steelers during halftime. Bernie Michalek was the lucky winner. Perhaps coincidentally, Bernie's son, Greg, pulled the winning ticket.

We continue to sponsor our monthly Businessman's Luncheons. Our most recent speakers included Mr. James Lowell of Bell Labs, who gave a presentation on one of his company's new experimental programs; and Mr. Harry Solbach, a Consultant with Blue Cross and Western Pennsylvania, who discussed rising health care costs and their impact on Blue Cross and Blue Shield.

Our December luncheon was extra special. At that meeting on December 15, we honored Bill Halboth, who was awarded the Order of the Golden Helmet for 50 years of service to the fraternity.

We're still looking for stray members who have not yet sent in their dues. Dues are \$8.00 for Life Members and should be sent to Bernie Michalek, 1066 Waldwick Drive, Pittsburgh, Pennsylvania. If you are new to or are back in the Pittsburgh area, contact president Don McCormick for details of alumni club events. Don's address is 105 Parliament Drive, Coraopolis, Pennsylvania 15108, (412) 562-4272, or 264-1889 at the office.

—TIM BABIK

SACRAMENTO

AT THE BEGINNING of this year, the following new officers were elected: president, Walter Barnes; executive vice president, Glen Gemigniani; treasurer, Christopher "Chip" Dunavent; secretary, John Maxey; and alumni/undergraduate liaisons, Ken Bode and Bruce Williams. After holding two planning meetings at a local pizza parlor the club decided to schedule fewer activities but to try to tie them closer to the local undergraduate chapters. (The first major activity this year was a Christmas party held at Brother Bill Tatum's on December 13, 1980.) In addition, we will continue to hold a month-

ly luncheon at the Old Spaghetti Factory, 1910 J Street, Sacramento. It is held on the first non-holiday Tuesday of each month between 11:30 and 1:30. Reservations are not required, so join us if you are in the area.

—WALTER BARNES

ST. LOUIS-GATEWAY

THE ST. LOUIS-GATEWAY Alumni Club was saddened to learn of the recent death of H. G. "Gig" Wright. Brother Wright's contributions to the fraternity will be long remembered.

The alumni club has been sharing much family Brotherhood over the past few months. Since most of the Brothers are married and have families, the social activities once a month have centered around a family outing. Recently we toured the famous St. Louis Arch and Expansion Museum. The wives admired a beautiful quilt display. December ushered in the rush of the Christmas season. Many parties were enjoyed during this joyous time.

Congratulations are in order for the Eta Sigma Chapter at Southern Illinois University for six new members received through initiation. A special welcome is extended to Brother Talmadge Newton, who was received as an honorary member.

The Rose Ball is always an exciting time of the year for the Brothers as we again shared this special event with the Eta Sigma Chapter and enjoyed their fellowship.

Springtime in Missouri is beautiful and Brother Lisa Hanley reports that plans are being made for some exciting and fun times for the Brothers. We are looking forward to these events and the fellowship that only Deltasigs share with one another.

—JAMES C. WINSTON

SAN ANGELO

THE SAN ANGELO Alumni club enjoyed 1980 as a year of activity. Officer elections in January began the new season. Those elected were: Randy Harbin, president; Alan Herrington, vice president; Mike Wheeler, treas-

urer; and Carl Watson, secretary. Our membership list has been updated to include a 100-mile radius from San Angelo.

The social functions for 1980 included participation in the Eta Theta Chapter Golf Tourney, Fourth of July Hoo-Hoo and sponsorship of the First Annual Alumni Golf Tourney held at scenic Riverside Golf Course. Homecoming activities centered around the NAIA nationally ranked Angelo State Rams.

New ideas and new enthusiasm for 1981 were welcomed as a year of growth for the San Angelo Alumni Club.

—CARL F. WATSON



Gary Crum, president of the Gary-Northwest Indiana Alumni Club delivered the main address at the fall banquet of Theta Psi Chapter at Indiana Northwest.



The Pittsburgh Alumni Club presented the Order of the Golden Helmet Award to Bill Halboth, center. With him, left to right, are Ted Auld, Jim Elderkin, Bill Dawson, and Sue Fried.

SHEPHERDSTOWN

SHEPHERDSTOWN ALUMNI CLUB sends Easter greetings to Deltasigs everywhere and extends an invitation to attend any of our functions. We meet the second Wednesday of every month at 7:00 P.M. at the Elks' Lodge in Frederick, Maryland.

We also wish to congratulate graduating seniors and wish those seniors with one semester to go the best of luck.

Shepherdstown Alumni club is bullish on Delta Sigma Pi. We displayed this characteristic in a most positive manner by volunteering our help, as representatives of our companies as well as Deltasig alumni, at the information table of Epsilon Kappa Chapter's membership rush. We also joined in the smoker.

The alumni club is making positive contributions in many ways. One of the most recent was to help establish a community service committee upon which three Brothers, Dana Orsini, Mickey Johnson, and Ike Kniceley, will be serving.

One of our most ambitious projects was to participate and assist Epsilon Kappa Center in carrying out their 20th Anniversary dinner-dance reunion held at Harpers Ferry, West Virginia, in February. The turnout at the 20th Anniversary was a resounding success, promoting Brotherhood to a new all-time high.

The Shepherdstown Alumni Club is an alumni club in which membership is increasing. This is a definite indication that for many Brothers alumni club membership is both beneficial and enjoyable.

Any Brother wishing to join the Shepherdstown Alumni Club may call or write: The Shepherdstown Alumni Club, Box 238, Hagerstown, Maryland, 21740, or call Brother Bob Grim (301) 655-8926.

—JOHN L. MC CRACKEN

alumni club directory

The following alumni clubs have met or are meeting the requirements for the 1980-81 year:

AKRON

President: Mr. John A. Gableman
3210 Wilson
Cuyahoga Falls, Ohio 44221
Telephone: 216 928-5199

ALBUQUERQUE-ZIA

President: Mr. Garry Spencer
508 Douglas MacArthur, N.W.
Albuquerque, New Mexico 87107
Telephone: 505 345-5354

ATLANTA

President: Mr. Ralph Grizzard, Jr.
2023 Inwood Road, N.E.
Atlanta, Georgia 30329
Telephone: 404 577-7913

BALTIMORE

President: Mr. Henry L. Sohl, Jr.
327 Ardmore Road
Linthicum, Maryland 21090
Telephone: 301 789-0809

BOCA RATON

President: Mr. Michael P. Kaman
2401 N.E. 46th Street
Lighthouse Point, Florida 33064
Telephone: 305 781-3852

BUFFALO

President: Mr. Froncell Clifton, Jr.
1084 East Delavan Avenue
Buffalo, New York 14215
Telephone: 716 896-3385

CHICAGO

President: Mr. James L. Prescott
4901 N. Marmora
Chicago, Illinois 60630
Telephone: 312 545-2535

CINCINNATI

President: Ms. Linda S. Bechtold
2101 Grandin Avenue, #707
Cincinnati, Ohio 45208
Telephone: 513 871-0880

COLUMBIA, SOUTH CAROLINA

President: Mr. Terry E. Hundley
123 Mockingbird Drive
Lexington, South Carolina 29072
Telephone: 803 356-0583

COLUMBUS-SOUTHEASTERN (Georgia)

President: Mr. Sherman Williams
803 Quail Creek Drive
Columbus, Georgia 31903
Telephone: 404 689-4168

DALLAS-FT. WORTH

President: Mr. Michael G. Shost
12363 Abrams Road, #615
Dallas, Texas 75243
Telephone: 214 669-2905

DENVER

President: Mr. Fred O. Jeffries
1320 Magnolia
Denver, Colorado 80220
Telephone: 303 388-0431

DES MOINES-CENTRAL IOWA

President: Mr. Steven B. Ludwig
P.O. Box 2298
Des Moines, Iowa 50310
Telephone: 515 274-3976

DETROIT-GREATER DETROIT

President: Mr. Henry J. Pineau
3344 Franklin Park Drive
Sterling Heights, Michigan 48078
Telephone: 313 264-5339

FT. WAYNE

President: Mr. Jeffrey L. Pickering
4219 Oakhurst Drive
Ft. Wayne, Indiana 46815
Telephone: 219 485-6271

HARTFORD

President: Mr. James M. Mahoney
Box 486 Cherry Lane
Durham, Connecticut 06422
Telephone: 203 349-8378

HATTIESBURG-HUB CITY

President: Mr. Albert E. Schamber
110 North 24th Avenue
Hattiesburg, Mississippi 39401
Telephone: 601 584-7679

HOUMA-THIBODAUX

President: Mr. Wayne M. McElroy
Route 1, Box 597-A
Thibodaux, Louisiana 70301
Telephone: 504 446-2958

HOUSTON

President: Mr. John C. Malone
11819 Bandleron
Houston, Texas 77072
Telephone: 713 879-1312

INDIANAPOLIS

President: Ms. JoAnn R. Wyman
2112 E. 11th Street
Carmel, Indiana 46032
Telephone: None Listed

JACKSONVILLE (Florida)

President: Mr. Kee J. Eng
3527 Compass Rose Drive East
Jacksonville, Florida 32216
Telephone: 904 733-1402

KANSAS CITY

President: Mr. James T. Bailey
6720 West 109th Street, Apt. B
Overland Park, Kansas 66210
Telephone: 913 341-8241

LAKE CHARLES-BAYOU COUNTRY

President: Mr. Francis M. Guidry
Route 1, Box 1302C
Lake Charles, Louisiana 70601
Telephone: 318 436-7479

LINCOLN-GREATER NEBRASKA

President: Mr. Jerry L. Pigsley
5135 Huntington, Apt. 1
Lincoln, Nebraska 68504
Telephone: 402 467-3426

LOS ANGELES-SOUTHERN CALIFORNIA

President: Mr. Steven L. Senegal
14025 Jefferson Avenue
Hawthorne, California 90250
Telephone: 213 970-0257

MILWAUKEE

President: Mr. Norbert D. Rehbolz
1732 Cottonwood Drive
Waukesha, Wisconsin 53186
Telephone: 414 549-6890

NEW ORLEANS-CRESCENT CITY

President: Mr. Frank J. Parrino
1400 High Avenue
Metairie, Louisiana 70001
Telephone: 504 456-1336

NEW YORK-METROPOLITAN

President: Mr. Steven D. Kuptsis
20 Daley Place, Apt. 106
Lynbrook, New York 11563
Telephone: 516 593-1585

NORTH JERSEY

President: Mr. Patrick S. Devery
110 Hauxhurst Avenue
Weehawken, New Jersey 07087
Telephone: 201 864-4917

NORTHERN VIRGINIA

President: Mr. Ernest J. White
424 South Washington Street
Alexandria, Virginia 22314
Telephone: 703 683-1921

PHOENIX-THUNDERBIRD

President: Mr. Carl G. Schneider
3129 South Orm Drive
Tempe, Arizona 85282
Telephone: 602 966-2296

PITTSBURGH

President: Mr. Donald A. McCormick
105 Parliament Drive
Coraopolis, Pennsylvania 15108
Telephone: 412 264-1889

ROCHESTER

President: Mr. Thomas L. Walker
5 Northfield Gate
Pittsford, New York 14586
Telephone: 716 586-4248

SACRAMENTO

President: Mr. Walter A. Barnes
9521 Bedington Way
Sacramento, California 95827
Telephone: 916 363-5863

ST. LOUIS-GATEWAY

President: Mr. Harold L. Kutter, Jr.
1907 Union Road, Apt. D
St. Louis, Missouri 63125
Telephone: 638-6715

SAN ANGELO

President: Mr. Randall C. Harbin
2703 West Harris
San Angelo, Texas 76901
Telephone: 915 653-3358

SAN FRANCISCO

President: Mr. Grant E. Brown
4589 Bianca Drive
Fremont, California 94536
Telephone: 415 794-1404

SHEPHERDSTOWN

President: Mr. Robert M. Grim, Jr.
8256 Vosges Road
Baltimore, Maryland 21207
Telephone: 301 655-8926

SUN CITY-ROADRUNNER

President: Mr. Leon J. Heidgen
17428 Jasmine Drive
Sun City, Arizona 85351
Telephone: 602 972-1408

TAMPA-TAMPA BAY

President: Mr. W. Gerard Herrero
2712 Gray Street
Tampa, Florida 33609
Telephone: 813 876-5044

TRENTON

President: Mr. Joseph D. Guider
689-G Dover Court
Somerville, New Jersey 08876
Telephone: None Listed

TUCSON-OLD PUEBLO

President: Mr. Charles E. Farrow
3277 East Grant Road
Tucson, Arizona 85716
Telephone: 602 881-5476

WASHINGTON, DC

President: Ms. Geri L. Kessler
2811 Dennis Avenue
Silver Spring, Maryland 20902
Telephone: 301 649-5877

WHEELING

President: Mr. Dennis R. O'Donnell
1007 Sarko Street
Windsor Heights, West Virginia 26075
Telephone: None Listed

merger

Jeanie L. Rushing, *Georgia Southern*, on June 1, 1980, to Curtis Gay, at Register, GA.
Julian C. Fulton, *Georgia Southern*, on June 14, 1980, to Marlene Kay Sculati, at Dublin, GA.

Marian R. Freeman, *Georgia Southern*, on July 26, 1980, to Beth Napier, at Dublin, GA.
Larry R. Isaacson, *Illinois-Urbana*, on November 29, 1980, to Lynne Levi, in Chicago, IL.

Nancy Marie Bacho, *West Liberty State*, on December 10, 1980, to Jeffrey Kenney, at Pittsburgh, PA.

Margaret L. Reinsel, on January 2, 1981, to Randall A. Dady, at Clarion, PA.

Michael B. Rivett, *Cal State-Sacramento*, on November 8, 1980, to Susan Plank, at Sacramento, CA.

Wilfrid L. Hufton, *Michigan*, on May 11, 1980, to Janet Lou Hales, at Saginaw, MI.

Scott D. Aspholm, *Iowa*, on July 5, 1980, to Brenda Abrahamson, at Boone, IA.

David Trenkamp, *Iowa*, on August 30, 1980, to Debra Ketterman, at Minneapolis, MN.

Timothy J. Douglas, *Iowa*, on August 9, 1980, to Robbie Yackley, at Hopkinton, IA.

Gary H. MacDonald, *Iowa*, on October 18, 1980, to Kim S. Knuepfer, *Iowa*, at Elmhurst, IL.

Cynthia M. Lepczyk, *Pittsburgh*, on May 3, 1980, to Robert Schmidt, at Pittsburgh, PA.

Steven J. Landau, *Illinois-Urbana*, on June 22, 1980, to Carol Lynn Schneider, at Homewood, IL.

Shelly K. Norton, *Cal State-Sacramento*, on July 26, 1980, to Nicholas J. Ponticello, at Sacramento, CA.

Maggie Ibrahim, *Cal State-Sacramento*, on August 9, 1980, to John G. Smythe, at Sacramento, CA.

Fernando Vera, *Florida Atlantic*, on August 23, 1980, to Julia T. Miller, *Florida Atlantic*, at Boca Raton, FL.

Thomas A. Harrison, *Auburn*, on December 12, 1980, to Mary Beth Smith, *Tennessee-Knoxville*, at Knoxville, TN.

bulletin board

*GRAND CHAPTER CONGRESS

An article on the convention and hotel appears in this issue of the magazine with a final article appearing in May.

*AMENDMENTS

Amendments to be considered by the Grand Chapter Congress were due at The Central Office by the deadline date of March 1, 1981. All chapters and alumni clubs were officially notified of this deadline date and will receive an advance study copy of proposed legislation.

*NOMINATIONS

Nominations for national officers from chapters and alumni clubs must be submitted by the deadline date of March 25, 1981. Chapters and clubs have been officially notified and will receive an advance study copy of the nominations made.

*ANNIVERSARIES

Beta Lambda Chapter, Auburn University, March 21, 1931-81.

Delta Eta Chapter, Lamar University, April 14, 1956-81.

NOTICE OF ADDRESS CHANGE

Please change my address as follows:

_____ street

_____ city _____ state _____ zip

Please attach address label here

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

dividends

To Brother and Mrs. Jeff L. Crooks, *Johns Hopkins*, on November 13, 1980, a daughter, Jennifer Lynn.

To Brother and Mrs. Gary B. Milne, *Cal Poly-Pomona*, on November 19, 1980, a daughter, Nicole Elizabeth.

To Brother and Mrs. Raymond D. Kim, *Loyola-Chicago*, on November 14, 1980, a son, Stanford Byron.

To Brother and Mrs. David C. LaBarge, *New Mexico State*, on September 23, 1980, a daughter, Jolene Elizabeth.

To Brother and Mrs. James E. Lange, *Michigan State*, on August 15, 1980, a daughter, Jill Leigh.

To Brother and Mrs. Dale Rouze, *Texas-Arlington*, on September 8, 1980, a son, Derek Colin.

To Brother and Mrs. Richard Hoffman, *Rochester Tech*, on December 4, 1980, a son, David Timothy.

To Brother and Mrs. Michael A. Dennison, *Pittsburgh*, on November 9, 1980, a son, Jason Michael.

To Brother and Mrs. Jeffery H. Jones, *Georgia Southern*, on October 13, 1980, a daughter, Jennifer Hope.

To Brother and Mrs. Mark Woodward, *New Mexico*, on November 28, 1980, a daughter, Melanie Kay.

To Brother and Mrs. Tony Catanach, *New Mexico*, on December 14, 1980, a son.

personal mention

Gavin A. Brown, *Denver*, formerly vice president for Realtors National Marketing Institute, has been appointed coordinator of real estate studies in the College of Business and Public Administration at Governors State University, Park Forest South, IL.

Kenneth M. Comeaux, *Columbus College*, has a new position with Lummus International Sales Corp, a cotton ginning and textile machinery company in Columbus, GA.

John R. Lockard, *Columbus College*, has been promoted to major in the U.S. Army Infantry, at Ft. Benning, GA.

Victor L. Scrivo, *Pittsburgh*, has recently been promoted to vice president of finance with the Custom Management Corporation, Kingston, PA.

Harry Jenkins, *Shepherd*, has formed a partnership with Mark Rothman in the operation of "Club Vis-A-Vis" in Martinsburg, WV.

Michael G. Hrydziusko, *Michigan State*, has been promoted to manager, financial analysis, for the Peripheral Products Group of Burroughs Corporation, in Detroit, MI.

Ivan N. Mercer, *West Liberty State*, has a new position as manager of cost and inventory accounting with NCR in Cambridge, OH.

Thomas M. Woodhams, *Nevada-Reno*, is now Deputy Director, Central Accounting and Finance Office and Deputy Finance Officer, HQ USAF Reserves, in Marietta, GA.

Wilfrid L. Hufton, *Michigan*, has been elected chairman of the Saginaw Hospitals Joint Planning Committee, consisting of five representatives from the five Saginaw area

acute general hospitals. He has also been appointed a member of the Board of Directors of the Institute of Health management, an affiliate of the St. Louis University Medical Center of St. Louis, MO.

Richard L. Baird, *Pittsburgh*, has a new position as Academic Advisor at the University of Pittsburgh, in Pittsburgh, PA.

David C. LaBarge, *New Mexico State*, has been promoted to a senior systems analyst at Los Alamos National Laboratory, in Los Alamos, NM.

John W. Reinagel, *Christian Brothers*, is now vice president and chief administrative officer of R & R General Contractors, Inc., in Memphis, TN.

James A. Lenahan, III, *Christian Brothers*, has begun a new public accounting firm, Lenahan & Co., in Memphis, TN.

Richard S. Sevier, *Christian Brothers*, has been appointed vice president of corporate banking for Commerce Union Bank in Nashville, TN.

Sylvester Hoffman, *Northwestern-Chicago*, in October, 1980, celebrated both his 85th birthday and his 50th year of law practice in Los Angeles, CA.

John Wentzell, *South Carolina*, has been named vice president and chief financial officer of Budweiser of Columbia, Inc., and its four affiliates located in Anderson, Greenville, Spartanburg, and Asheville, all in North Carolina.

Marvin L. Brown, *Shepherd*, has a new position as programmer-analyst with NASA in Washington, DC.

Michelle Mateucci is now head of the accounting section for all student organizations on the campus of the *University of New Mexico*, Albuquerque, NM.

Darlene Fosky, *New Mexico*, is now senior accountant at the Technology Center, University of New Mexico, Albuquerque, NM.

Charles Barnhart, *New Mexico*, was sworn into office on December 12, 1980, for a four year term as the city's newest municipal judge, Albuquerque, NM.

in memoriam

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

Jerry A. Bowman, *Ohio U*, 7-1-80

John H. MacDonald, *New York*, 9-25-79

Raymond J. Misunas, *New York*, 6-6-80

Roger E. Callahan, *Rider*, 5-4-80

Kenneth A. Brown, *Washington-St. Louis*, 6-26-80

Harold S. Wiegel, *Pittsburgh*

Robert A. Allmand, *Michigan-Ann Arbor*, 6-78

Carl F. White, *Michigan-Ann Arbor*

H. G. Wright, *Northwestern-Chicago*, 11-18-80

John M. Westover, *Washington-St. Louis*, 10-28-80

Bruce B. Bevans, *Oklahoma*

Robert K. O'Keefe, *Texas-Austin*

Allan Fisher, *Maryland*, 11-24-80

Robert M. Stauffer, *Johns Hopkins*

Gerald L. Richards, *Angelo State*, 12-13-80

Werner W. Gholson, *Cincinnati*, 6-12-80

Harry Gerbig, *Johns Hopkins*, 6-10-80

John R. Christy, *Penn State*, 12-30-79

Louis E. White, *Detroit*, 10-30-79

Sylvester Hoffmann, *Northwestern-Chicago*, 11-25-80

Raleigh E. Baldwin, *South Dakota*, 6-4-80

life members

12357 Gilbert E. Morgan, *Beta Omega*, University of Miami-Florida

12358 Susan Friedberg, *Eta Sigma*, Northern Arizona University

12359 Paul H. Kepple, *Alpha Epsilon*, University of Minnesota-Minneapolis

12360 Carl A. Wagner, *Eta Sigma*, Southern Illinois University-Edwardsville

12361 Theodore O. Schere, Jr., *Beta Phi*, Southern Methodist University

12362 Daniel L. Eckstein, *Delta Tau*, Indiana State University

12363 Bernie J. Coulter, *Gamma Zeta*, Memphis State University

12364 Howard W. Clark, Jr., *Kappa*, Georgia State University

12365 Thomas H. Wilde, *Gamma Upsilon*, Babson College

12366 Harold C. Grant, *Beta Mu*, Dalhousie University

12367 Gilbert C. Gerhard, *Theta*, University of Detroit

12368 J. Bradley Bates, *Upsilon*, University of Illinois-Urbana

12369 Edward D. Gray, Jr., *Alpha Zeta*, University of Tennessee-Knoxville

12370 Robert P. Murtaugh, *Delta*, Marquette University

12371 Charles J. Harrison, *Alpha Pi*, Indiana University

12372 Oliver A. Hord, Jr., *Alpha Phi*, University of Mississippi

12373 Conrad B. Howard, *Alpha Psi*, University of Chicago

12374 Mark A. Lauritsen, *Eta Pi*, Wayne State College-Nebraska

12375 Beth A. Chamberlain, *Gamma Psi*, University of Arizona

12376 Dee A. Kinney, *Alpha Pi*, Indiana University

12377 Frederick I. Krueger, *Iota Lambda*, Indiana Purdue University

12378 Heather F. L. Naigus, *Zeta Phi*, Florida Atlantic University

12379 Ann M. Wayland, *Beta Epsilon*, University of Oklahoma

12380 Diane R. Chadurgian, *Zeta Phi*, Florida Atlantic University

12381 David J. Cox, *Alpha Omicron*, Ohio University

12382 Ralph F. L. Zaun, *Psi*, University of Wisconsin-Madison

12383 Paul B. Miller, *Eta Tau*, McNeese State University

12384 Michael J. Shubin, *Epsilon Phi*, Cal State-Sacramento

12385 Sara J. Botos, *Eta Pi*, Wayne State College-Nebraska

12386 John M. Costello, *Beta Theta*, Creighton University

12387 William C. Reed, *Kappa*, Georgia State University

Siamese Twins: Productivity & Inflation

As inflation has been roaring upward out of control, productivity in the U.S. has stopped growing and is falling downward.

These opposite-facing adverse trends are closely connected.

If we can bring either one under control, we will have taken a long step toward controlling the other.

Direct policies are available that would improve productivity, help cut inflation, and increase prosperity—not at the cost of a recession.

Inflation has many causes. Some are external, such as the rising cost of imported energy. Some are internal and self-inflicted. These include huge chronic government deficits, overexpansion of the money supply, and bloated credit levels, causing demand to surge up faster than supply, and prices to rise.

Two broad approaches are available to attack inflation. *Both* are needed.

1. To balance the budget, slow down the expansion in money supply and restrain credit, thus cooling demand;

2. To expand the sources of *supply* by improving productivity.

Senator Lloyd Bentsen, D-Texas, Chairman of the Joint Economic Committee of Congress, is a strong believer in the second approach.

"You hold down the cost of living not by lengthening unemployment lines but by producing more goods and services more cheaply."

—Senator Bentsen

Even with effective steps to control inflation through balancing the budget, controlling the money supply and restraining credit we still have to *reverse the productivity downtrend*.

"Sluggish productivity growth is the most important factor contributing to our economic malaise . . . if we are to make any real headway in the fight against inflation, we must reverse dramatically our recent disastrous productivity slump."

"Had the growth in productivity been more rapid, the underlying rate of inflation would have been less rapid."

—Joint Economic Committee of Congress

Focus on Productivity

• Real improvements in living standards do not come from higher wages, but from higher productivity.

• In the period 1967-78:

Output per man-hour rose 18.2%

Real hourly earnings rose 17.4%

But in the same period,

Pay rose 113.0%

Consumer prices rose 81.5%

Unit labor cost rose 80.2%

• The upward push of wages *beyond* the 18.2% growth in productivity simply was lost in higher costs and prices, and did no good to the work force as a whole.

• Labor negotiators would be working more in the interest of their members by seeking ways to improve productivity rather than by forcing wage levels and unit labor costs higher than permitted by productivity improvements.

• Productivity and prosperity go hand in hand. Leisure, travel, education, material goods, sports, comforts, nutrition, the arts, and other advantages flow in abundance from the cornucopia of productivity. With poor productivity, life can become barren and dreary.

What has been the record of the United States, and how has this compared with that of other industrial countries?

The Record

Period	Average Annual Productivity Growth	Average Annual (CPI) Inflation Rate
1948-54	3.4%	1.7%
1955-64	3.1	1.7
1965-72	2.3	4.8
1973-76	1.0	7.7
1977-78	0.4	9.0
1979	-1.6	13.3

In 1979, the Gross National Product (GNP), which had grown for many years, *declined* 0.4% from the previous year. Total employment is falling, car sales are slumping, spendable earnings are dropping, and the workweek is shrinking. The economy is in trouble.

Other countries have done better. Americans should be deeply concerned, if not embarrassed, to read these figures:

	Average Annual % Change in Productivity		
	1950-67	1967-72	1972-77
Japan	7.4%	9.2%	3.5%
W. Germany	5.0	4.8	3.5
Italy	5.3	5.0	1.0
France	4.7	4.5	3.1
Canada	2.5	2.8	0.8
United Kingdom	2.2	3.0	1.2
United States	2.4	1.1	0.6

"Our decline in productivity, if it continues, will have serious consequences for all Americans."

Declining productivity reduces the output of goods and services and accelerates the rate of inflation. As the nation becomes poorer, confidence in our ability to cope with social problems and . . . to have access to energy supplies . . . will be seriously undermined.

Internationally, it means that we will be less able to compete in world trade."

—William S. Sneath, chairman of the board, Union Carbide Corporation

Productivity and Social Security

Social spending now amounts to \$425 billion annually, as compared with \$145 billion for defense.

Estimates of the long-term costs of the Social Security system are based on the concept that wages will, over the long period, rise faster than living costs—a condition that can only exist if productivity continues to increase. All of the benefit structure and tax rates to support the Social Security system are built on this foundation.

It is from productivity improvements that we have been able in past years to greatly enhance Social Security benefits, while also improving living standards for the active work force.

If productivity fails to improve, or continues to decline, the outlook for the viability of the Social Security system will be problematical.

Indexed benefits for the ever-growing retired segment of the population simply will not be able to be carried by an over-burdened active work force. Despite assurances to the contrary, ever-increasing taxes in the context of lower standards of living for the work force will not be accepted. The key to security is productivity.

"The failure of our political system to contain the growth of social demands within limits tolerable to the free market is the essential first cause of inflation."

—Albert T. Sommers, chief economist, The Conference Board

In the emerging service-oriented civilization, there must be fewer material goods to be shared, but the quality of life nevertheless could be enhanced through environmental and similar improvements available to all, including the elderly. If this were to develop, the Social Security system would have to be adjusted to recognize these changes. A reversal of the present adverse productivity trend could avert the need for these curtailments.

The Price of Failure: A Glimpse

If no progress is made in cooling inflation and improving productivity, then this is what we face:

- At today's inflation rates, a dollar will be worth 19 cents in only ten years, 4 cents in twenty years, and less than a penny in thirty years, as all fixed-dollar assets and obligations are destroyed.

- The explosive political, economic and social disintegration that is pent up in the following figures:

Years	Rate of Inflation (Annual)					
	10%			15%		
	10%	15%	20%	10%	15%	20%
	Cost of Items					
	Worth \$100 Now			Value of \$1		
10	259	405	619	.38	.25	.16
20	673	1,637	3,834	.15	.06	.03
30	1,745	6,621	23,738	.06	.02	.00

Changes like this do not happen in isolation. Nor do they remain on a steady trend for long. Instead, social values and political loyalties crumble and disintegrate, widespread distortion and injustice warp and twist the economy, and deep-seated structural changes take hold.

It is not pleasant to think of the outcome that would lie in store for America if this country's economy is not soon restored to health.

Overcoming the Obstacles to Productivity

There are eight factors retarding the performance of the economy. At least seven of these can be adjusted so that work and production can flow, jobs can be provided, the dollar strengthened, the trade balance improved, interest rates lowered and more stable, prosperous times created. The remaining factor will soon lose its force.

1 Getting Inflation Out of Taxation:

Grotesque, unintended but terrible injuries are being inflicted on the U.S. economy and its workforce as a result of the omission to adjust the tax system to recognize inflation.

We are in the untenable position of protecting and indexing benefits flowing out to those who do *not* produce, while at the same time allowing inflation to cripple the economy and the income of the workforce that has to provide all these benefits.

How does this arise?

- To provide employment and production, industry must have plant and equipment, and must be able to replace this as it wears out.

The money to provide these replacements is a non-taxable cost of doing business. But under our present tax laws, unfortunately, it is largely *taxed*. Depreciation allowances, the non-taxed source of this money, are based, on the original cost of these capital items, losing touch with the reality of replacement cost. The net effect is a *capital tax* at a time when capital formation is an urgent economic need both to provide employment and to improve productivity. *We are eating away at the very base of the economy.* Our plant and equipment are becoming obsolete.

"I would say to you very simply, Senator, that the tax laws favor the destruction of capital in an inflationary environment."

—Pierre A. Rinfret (in 1977, after interviews with heads of many major organizations)

"The historic cost method of depreciation caused cor-

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porate depreciation to be understated by more than \$25 billion in 1973. This increased corporate tax liability by \$12 billion, a 20% increase in corporate taxes . . . this was the single most important effect of inflation on capital formation."

—Dr. Martin Feldstein, president, National Bureau of Economic Research

All scholars of productivity agree that relief must be given in this area, either by basing depreciation allowance on replacement cost, or by similar measures, such as presently proposed in the Jones-Conable bill.

● Many other tax incentives are also available to spur productivity and stimulate capital investment. These include:

Expanded investment tax credit

Corporate tax rate reduction

Elimination of double taxation of dividends.

"The major force which could destroy capital investment is inflation. Every policy must be in the context of gradually reducing the budget deficit to remove the inflationary unbalances and the pressure that federal borrowing has on capital markets.

"Having said that, the most important thing is to cut the corporate income tax . . . I would suggest an income tax credit rising with the life of the asset . . . accelerating depreciation which results in spurring investment . . ."

—Alan Greenspan, former chairman, Council of Economic Advisers

● Ordinary workers everywhere are being driven mercilessly and helplessly into higher and higher tax brackets, while the steeply graduated income tax system ignores the reality of inflation. The result? A progressive takeover of the economy by the government with any real attempt to balance the budget coming not from badly needed curtailments of government activities, but from falling living standards of producers, and from a draining off of funds from investment in productive capital.

In 1965, only 7% of taxpayers faced marginal tax rates of 25% or higher. By 1976, one third of all taxpayers did. This proportion has expanded rapidly since then, destroying the capacity to save and invest.

At the very least, the present rates should be reduced somewhat and present tax brackets indexed, preventing further unplanned encroachment on individual incomes. Incentives for personal saving are also needed.

"Perhaps by inadvertence, we have been increasing taxes on capital investment and on incentives. It is no accident that we are now running into capital investment shortfalls and their effect on growth and standards of living of the American people.

"Indexing individual income tax rates and accelerating depreciation is clearly something we should be moving toward."

—Greenspan

Wide errors in estimating the effect on revenues to the government often result from ignoring the

stimulus to the whole economy that would flow from judicious tax cuts or the provision of tax incentives. In the 1977 hearings on incentives for economic growth before the Subcommittee on Taxation of the Senate Finance Committee, Chairman Russell B. Long, D-La., said:

"When you provide businessmen with an incentive, you can anticipate they will take advantage of it. The government makes money because it provides more production, it reduces the drain on welfare and unemployment insurance, it brings in payroll taxes by making taxpayers out of nontaxpayers. Collecting at a lower rate, you collect a lot more money."

Congressman Jack Kemp, R-N.Y., says the same thing in his "Proposition 12: Income tax rates affect economic behavior which determines the tax base." (The lower the marginal tax rate, the larger the base, and hence the more prosperous will be the economy as a whole.)

Clearly, a fundamental shift in the emphasis on taxation is urgently needed. This is within the capability of Congress to provide. It is an essential step to restore national productivity. The 10-5-3 year depreciation rule proposed in the Jones-Conable Bill is a step in the right direction. House Ways and Means Committee Chairman Al Ullman, D-Ore., is on the right track, too. Recently, he proposed shifting the burden of the tax system off the backs of the producers and placing it instead on consumers, while providing incentives to save and invest through expanded IRA limits, reinvested dividends and otherwise. The whole aim of these proposals is to "transform the U.S. from a nation of consumers to a nation of savers and investors, raise productivity, slow inflation and make U.S. business competitive again."

Broad support for this fundamental change in direction is urgently needed.

2 Innovation:

Scientific and technical research and development (R&D) lead directly to improvements in productivity. Innovations in products and processes flowing from this work tend to respond to the needs of the times—such as developing new sources of energy.

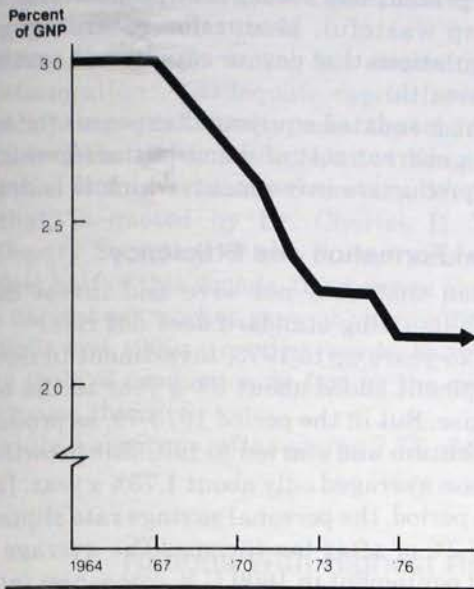
During the years from 1953 to 1964, while R&D outlays rose faster than the GNP, America's productivity increased by one-third.

R&D as % of GNP

1953	1.3%
1956	2.0
1959	2.6
1962	2.8
1964	3.0

But then the tide turned. R&D outlays began to lose their share of the GNP and along with this loss of momentum came a simultaneous slowdown in the growth of productivity.

Falling Expenditures on R & D



"A slowdown in industrial R&D has important implications for the pace of productivity . . . Without innovation, productivity growth is unlikely to occur; without productivity growth and encouragement to savings, the capital necessary to support innovation is more difficult to assemble.

"Expressed in constant dollars, R&D expenditures actually declined during the past decade . . . There was a 27% decline in the percentage of GNP channelled to industrial R&D . . . Federal funding to support basic research (a key to subsequent innovation) dropped 45% and private industry 12% (in constant dollars)."

—American Productivity Center

Not only has research and development lost its share of the GNP, and particularly its support from the government, but much of what remains is being forced into non-productive channels, according to a recent study by the National Science Foundation.

"Industry must spend huge chunks of its R&D funds to cope with government regulation. What remains after those expenditures simply isn't enough to keep U.S. industry competitive with industry in other industrialized countries. Nor is it enough to greatly improve productivity at home."

—Robert F. Dee, chairman of the board, Smith Kline Corporation

Mr. Dee further points out:

"This attitude of our government toward American industry is unique among industrialized nations in the world today. Nearly all other countries promote their businesses as national assets. West Germany and Japan are outstanding examples. As a consequence of their national policies toward industry, West Germany's research and development spending increased by 40% and Japan's by 74% over the past 10 years."

An alarming consequence of the fall-off in support

for R&D in America compared to its greater support overseas is manifested in the issue of patents. While the number issued to Americans has fallen 25% since 1971, the number issued to foreigners has risen 14%.

Getting the best results from R&D requires the establishment of a top-down climate of creativity, including recognition, rewards and career paths for creative persons. It requires attention, at an even earlier stage, to the minority of creatively gifted young people whose special needs are often lost sight of in the hassle to cater for the left-behind groups.

"In view of the high social rate of return on research and development . . . I recommend an investment tax credit or other subsidy for privately financed R&D and a substantial increase in government R&D outlays in selected areas, including basic research."

—Professor John W. Kendrick, former chief economist, U.S. Dept. of Commerce

The allocation of support for research and development is an area which is under our deliberate, conscious control. The lesson of history is clear. What is needed is action.

3 Regulation—Cutting Back the Bureaucratic Monstrosity:

In his graphic book "A Time for Truth," William E. Simon, a former Secretary of the U.S. Treasury, describes the elements that led to his diagnosis of inflation, recession and unemployment. Among these elements, he described:

"An ever-expanding regulatory system which was wrapping increasingly tight coils around our productive institutions."

In 1955, the Federal Register, where all new regulations are printed, contained about 10,000 pages. By 1970, the number of pages had doubled to 20,000. In the next nine years, the number of pages almost quadrupled to 77,000 pages. Enormous mandated capital costs were forced on industry. Huge staffs had to be employed in filling out a never-ending deluge of forms and in complying with a bewildering and often conflicting morass of requirements. Not only has the cost to taxpayers to cover what is being done inside government agencies gone beyond reason, but the compliance cost imposed on industry is now about \$100 billion a year. In 1979, Chase Manhattan reported that the annual costs of this blinding storm of regulations amounted to:

- \$470 for each person living in the United States
- A fifth of the entire federal budget
- Three-fifths of annual private investment in plant and equipment.

Since scant regard has been given by the government to cost-benefit analysis, much of that money could be better used in research and development of new products, new plants, new jobs and productivity improvements.

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The Joint Economic Committee, also deeply concerned, noted in its 1979 report:

"The greater the burden placed on production, the less production there will be. Reducing tax and regulatory burdens may encourage the supply of labor, capital and output.

"The Budget Act of 1974 should be amended to require that Congress annually establish a regulatory budget, along with the fiscal budget, to set a limit on the costs of compliance each agency could impose on the private sector . . . the costs of compliance should be shown . . . these have a financial impact on business just as a tax would, and an impact on the economy, just as federal spending would."

Much cost and frustration arise from overlaps and conflicts among regulations and agencies. Many lurid examples can be given of delays, cancellations and sheer waste of executive energies in attempts to cope with the multi-layered morass of bureaucracies at different levels of government.

One is vividly reminded of conditions in the late stages of the Roman Empire. There, as here, bureaucracy flourished as the number of ministers, magistrates, officers and servants and the volume of paper work continued to increase amid conditions of rampant inflation and continuously increasing taxation.

A note written in the year 288 A.D. observes that "It is apparent that many persons have devised titles for themselves such as administrators, secretaries or superintendents, whereby they procure no advantage for the treasury but eat up the revenues." One can compare this morsel of history with the 5,600 regulations administered by 26 federal agencies imposed today on the steel industry alone, or the spontaneous mushrooming and self-perpetuation of federal loan agencies long after their initial goals have been achieved.

"The enormous cost of compliance with government regulation affects all Americans. It drives up the price of everything produced . . . slows the economy . . . can also restrain competition . . . the result is fewer jobs and higher prices."

—William S. Sneath

"We have discovered the limits to government . . . At the end of the 1950s, a 56% majority of the public agreed that 'you can trust the government in Washington to do what is right most of the time.' Two decades later this index of public trust has been cut almost in half, to 29% . . . in thus telling it like it is, the American public is showing signs of robust mental health."

—Harlan Cleveland, political scientist and public executive

"The 1980s must be a period of rethinking the functions of government."

—Jan Tumlir, chief economist to GATT

Voters in almost a quarter of the 50 states have put

limits on taxes. Among recommendations most often made by present-day students of productivity are:

- Scrap wasteful, production-retarding government regulations that devour capital, add cost but produce no wealth.

- Treat mandated equipment expenses for tax purposes as a current cost of doing business, which it is; not as a productive investment, which it is not.

4 Capital Formation and Efficiency:

A nation that does not save and invest does not grow, and its living standard does not rise.

In the 25 years up to 1973, investment in new plant and equipment added about 3% a year to the nation's capital base. But in the period 1973-79, as productivity lost momentum and started to fall, this growth in the capital base averaged only about 1.75% a year. In about the same period, the personal savings rate slipped from 7.4% to 5.2% of after-tax income. The average age of plant and equipment in 1600 U.S. companies increased from 15.4 to 17.5 years in the ten-year period from 1966 to 1976 alone.

At a time when we face a huge transition from old to new energy sources, and the need to update and replace obsolete equipment and apply new technology throughout industry, our rates of saving, investment and capital replacement are far below standard, and below those of our competitors.

"A very high rate of capital formation is needed if we are to succeed in reversing the disastrous course of productivity growth in the American economy.

"There is a direct link between the growth in productivity and the growth in the capital-labor ratio. The alarming reduction in the growth of the capital-labor ratio over the past several years has been matched by a corresponding alarming deterioration of labor productivity."

—Joint Economic Committee of Congress

Rates of capital formation in the U.S. have lagged far behind those in other countries. The direct link between capital formation and productivity, and the lagging position of the U.S., can be seen in the following figures:

	Capital Formation as % of GNP (1961-76)	Average Annual % Change in Productivity (1950-77)
Japan	33.0%	7.0%
W. Germany	24.3	4.7
Italy	21.0	4.4
France	23.2	4.3
Canada	22.2	2.3
United Kingdom	18.6	2.2
United States	17.8	1.8

(Note also that U.S. depreciation allowances are the most constricted in the industrial world—a significant parallel.)

The warning to step up the rate of capital formation is heard most clearly from those recently in the heart of the federal government itself.

- William Simon lists among his elements of economic deterioration: "Inadequate capital investment and a collapsing productivity rate that had fallen below those of the impoverished United Kingdom."

- Another former Treasury Secretary, W. Michael Blumenthal, is quoted by Dr. Charles E. Walker, former Deputy Secretary of the Treasury as stating: "In the first half of this decade, the average amount of business capital per worker grew at only half the rate of the 1950s and 1960s. In other words, we were not providing tools of production as fast as the growth of workers to use them."

Meanwhile Americans, after saving 7.7% of their in-

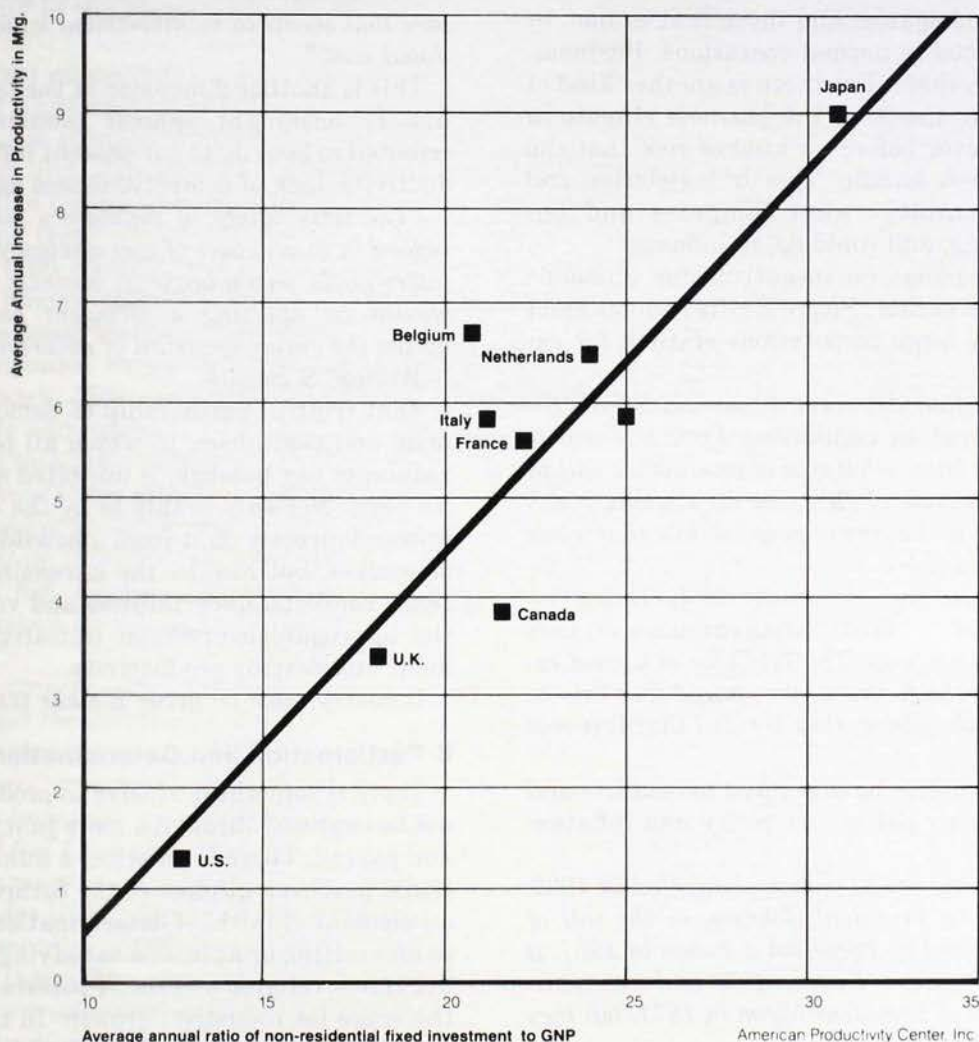
come in 1975, are saving only 3.4% now, compared with 13.5% in West Germany, and 22% in Japan. While saving has fallen to record lows in the U.S., and our obsolete industrial equipment operates far below capacity, competitive countries have incorporated up-to-date technology along with their more ample rates of saving and capital formation. Sheer mass of industrial capital is not everything.

In accenting capital formation, the U.S. may be wise to concentrate its attention on winners among high-technology, high-wage, high-productivity industries, such as those using microprocessors, robots, lasers and the products of biomedical research, in which the U.S. presently has a good technical position. Concentration would also be advisable in the development of energy

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Nations With Highest Ratios of Investment to GNP Had Highest Rates of Productivity Growth

Investment, and Productivity in U.S. & Other Industrial Nations, 1960-1976



sources and in industries and products that do not make heavy demands on the environment. By channelling our main effort into areas in which we have a present or potential advantage, we could help revitalize the economy.

We must at the same time consider how far we can continue to support ailing, inefficient industries. "You subsidize old, low-productivity industries, while we give aid to new, high-productivity industries," Joji Arai, manager of the U.S. office of the Japan Productivity Center, is quoted as observing (*Time*, August 27, 1979).

But the biggest boost of all can be provided quite readily and without the risks and long lead-time of sophisticated scientific or engineering research and development. It can be provided through judicious tax reform, as already outlined, and through easing the regulatory stranglehold.

5 Motivation and Vacillation:

One thing that inhibits employment-creating capital investment is *uncertainty*. Every businessman is familiar with normal business risks—both those that can be insured against and those that cannot, or that can be absorbed in normal operations. Businessmen can deal with these. But there is another kind of risk that has been upsetting the business climate in recent years as never before—a kind of risk that the businessman cannot handle. This is legislative and regulatory uncertainty—what Congress and bureaucracy are doing, and could do, to industry.

In the 1977 hearings on incentives for economic growth, mentioned earlier, Pierre Rinfret quotes chief executives of very large corporations stating, for example:

"The most important deterrent in our industry is the absence of stable, realistic regulations. From one year to the next, we do not know what type of product we will be allowed to build because of changing regulations, many of them conflicting, and many imposed so late that waste in investment is inevitable.

"The environment for investment is becoming increasingly uncertain . . . Contributing to this uncertainty are government regulations. The Tris case is a good example of this. First the government required that Tris be used in children's sleepwear; then it ruled that Tris was unsafe."

Other chief executives have pointed to conflicts and reversals over energy policy, tax policy and inflation policy.

"The investment tax credit was implemented in 1962. It was suspended by President Johnson in the fall of 1966. It was reinstated by President Johnson in 1967. It was repealed by President Nixon in 1969 and was reinstated at the request of President Nixon in 1971, but they reinstated it retroactively.

"Why is capital formation inadequate? . . . The only

certainty about energy is the uncertainty about policy and laws; and the only certainty about pollution control is that the laws are uncertain."

—Pierre Rinfret

Adding to this theme was economist Alan Greenspan:

"What strikes you most is the extraordinary shortfall in real investment . . . Clearly, something is wrong. My suspicion is that this deficiency in investment, and therefore in real income growth, is caused by a massive increase in uncertainty, a deterioration in business willingness to invest, particularly in long-lived capital assets."

Author-economist Eliot Janeway made a further sharp distinction between true productive capital investment and non-productive compliance costs mandated by regulatory authorities.

Senator Harry F. Byrd, Jr., I-Va.: *"Let me see if I understand your basic thrust, that our country is experiencing today not so much a lack of capital as a lack of confidence on the part of the investing public. Is that your view?"*

Mr. Janeway: *A lack of confidence, based however on . . . recognition that . . . there is a great deal of expenditure that seems to be investment which, in fact, is mandated cost."*

This is another dimension of the legislative and regulatory onslaught against industry that has contributed so heavily to our present inflation, falling productivity, lack of competitiveness and unemployment.

"The uncertainty of regulatory policy, and the disregard in many cases of cost efficiency in achieving regulatory goals, puts a brake on business investment . . . we should be applying a stringent cost-benefit analysis across the entire spectrum of government regulation."

—William S. Sneath

That fruitful partnership of democracy, free enterprise and capitalism, to which all politicians and bureaucrats pay homage, is inhibited and endangered at its roots. Not only is this so by the economic burdens imposed directly on it from a bewildering multiplicity of sources, but also by the unceasing reversals, additions, conflicts, uncertainties and vacillations that in the aggregate overwhelm initiative, inhibit investment and destroy productivity.

Industry *must* be given a clear track to run on.

6 Participation and Determination:

There is something elusive in productivity that cannot be captured through a mere juncture of machinery and payroll. There is an ethic, a human element, a national psyche, a glimpse of the future, a morale factor, an element of faith, of determination, of participation in an exciting or at least a satisfying endeavor. In earlier times, religion and the "Protestant work ethic" set the stage for industrial growth. In the coming era we will think more of an ecological ethic of concern for the whole, and of a self-realization ethic for the individual.

Hopefully, American labor and management will come to replace their adversary approach with cooperation such as exists in Europe. Joint discussions, without loss of independence, on ways to control inflation, raise productivity and create jobs have done much for European workers.

Stock purchase, profit sharing and other incentive plans have their place. But most of these do not give workers any voice in decision making.

The management of human beings is not an expression of science and engineering. Quite apart from questions of capital formation and technology, there is another principle that seems to explain some of the difference between Japan's vigorous growth of productivity and that of the U.S. This relates to the inclusion of workers themselves in the decision process. Believed by some management experts to be the key to Japan's productivity gains, this approach has been shown to result in both cost savings and productivity improvements.

Under this approach, small groups of workers, or "quality circles," are established and trained to identify and solve production problems in their areas. Those American companies that have tried this technique speak highly of the results. Workers also seem enthusiastic.

Part of the secret of success of these groups comes from the opening up of new psychological horizons to workers, both by the strengthened sense of belonging and contributing, and also, as they state, "by the employment of all of the facilities of the employee, not just the hands and feet."

In his Feb. 21, 1980 *Wall Street Journal* article, Earl Gottschalk Jr. names General Motors, Northrop, Rockwell, International Harvester and American Airlines among companies using this approach. Other writers quote Kodak, IBM, Levi Strauss, NCR, 3M, Procter & Gamble and others. Typical comments:

- "It's the best thing that's happened in a long time around here. We have saved the company a lot of money. It gives you a feeling of accomplishment when a solution your circle thought up is enacted by management."

- "This isn't a fad. It's part of a fundamental shift towards a new outlook on worker participation in decision making."

- "In order to compete with the Japanese in the world market, we must get the whole employee."

- "I had never dared to talk to some of these executives before, and here we were telling them how to solve a problem. It really improved my self-image and gave me confidence. Now I feel I can do anything."

Some observers point out that the typical American corporation provides little sense of belonging, of cohesion of being personally valued. Powerlessness breeds anxiety, apathy, insecurity, alienation. Econocentric and technocratic corporations, with their whole emphasis on subordination, accountability and efficiency do not meet the powerful human need for warmth,

compassion, individual recognition, protection and participation.

"In the repeated attempts to achieve growth, the most vital ingredient, people—and their motivation—is continually ignored. Emphasis on growth alone creates an alienated society. . . Little emphasis is placed on gaining 'psychological income' from work, yet psychological impoverishment breeds stress, irritability, bloody-mindedness, apathy, carelessness, bad time-keeping, militancy, absenteeism."

—Lynda King Taylor, work research advisor, Department of Employment, United Kingdom

Here indeed is an area in which America can take a leaf from Japan's book on the motivation of people, the building of a loyal enthusiastic workforce and rapidly rising productivity.

7 Population:

Demographic and social changes sweeping through the American population have been impacting productivity figures.

- The tidal wave of young people born in the fifteen years of high birth rates following World War II are still in the process of flooding into the work force, swelling the numbers of workers out of proportion to the available plant, equipment, experience and skills. Between 1960 and 1980, the percentage of young people aged 15 to 34 increased from 26% to 35% of the population.

- The large-scale migration of women from the home into the paid work force has at the same time been increasing the proportion of less experienced and part-time workers.

- The increased employment of minority and underprivileged workers has further added to the numbers having a lower general standard of education.

- On the other side, the earlier retirement and withdrawal from the labor force of experienced male employees has further accelerated this change in the mix of workers.

While all of these changes have been occurring, the service-oriented civilization that has been slowly emerging is calling for a higher proportion of administrative, professional and service occupations—up from 31% in 1950 to 46% now—where productivity is difficult to increase or even to measure. (How do you measure the productivity of a lawyer, scientist, accountant or engineer? How do you increase the productivity of a policeman, hair dresser, fireman, teacher or social worker?) These changes are throwing a cloud over productivity comparisons and are calling for new approaches to increase efficiency.

Some of these difficulties are temporary; others are more apparent than real. Soon the tidal wave of young people now in the learning and debt-forming ages, will have passed into maturity, will have gained experi-

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ence, and will become able to save and invest. Soon the less experienced women and minority employees will have become more knowledgeable and conditioned in the ways of the workplace. Soon the trend to earlier retirement of experienced males may be reversed under the combined pressures of inflation, the "retirement age revolution," a smaller supply of young workers and a different social outlook.

At the same time, the advance of the computer, the teaching machine, the robot, the sophisticated communication system and the microprocessor, along with improved health resulting from today's spectacular biomedical advances, will bring productivity improvements to many fields that may at first seem unreachable, including the service industries.

Even the productivity of white collar and senior management employees is coming under scrutiny in many organizations as profit sharing, incentive compensation and management-by-objectives systems are increasingly adopted. The case load and through-put of lawyers, doctors, accountants, judges and administrators are not beyond analysis.

These demographic, socially based and broad evolutionary shifts in productivity, negative on balance until now, may soon fade or even become positive.

8 Indexation That Feeds Inflation:

Great damage is being done to the U.S. economy as a result of the widespread misunderstanding that the Consumer Price Index (CPI) measures changes in the cost of living. It does not. But the common belief that it does tragically underlies the practice of CPI-indexing (through cost-of-living adjustment clauses) of wage rates applying to tens of millions of workers. It also affects CPI-indexing of Social Security benefits to more than thirty million recipients, and of civil service and other pensions to millions of others. The terms "CPI indexing" and "cost-of-living adjustments" are used interchangeably in many government documents, labor contracts and reports of all kinds, as though they meant the same thing, but they do not.

The fact is that the CPI *overstates* the rise in the cost of living, and this overadjustment is feeding right back into the inflation. By attempting to compensate for the inflation, and in doing so by *overcompensating*, we are accelerating the very condition we are trying to recognize.

How does this overcompensation arise? It arises through (i) measurement of the *wrong thing* by the CPI; (ii) incomplete measurement of the cost of the end use to the consumer; and incredibly, (iii) *inclusion of cost but exclusion of benefit* of many products used by the consumer.

These points are clearly brought out by the following examples drawn from the work of academic economists Richard Ruggles of Yale and Robert J. Gordon of Northwestern, and of consulting economist Lee Moore of New York.

a. Let us start with these statistics on motor tires

	Price	Life	Cost per mile
1935 4-ply cotton	\$13	7,000 miles	.186 cents
1978 steel-belted radial	\$68	40,000 miles	.170 cents

The CPI tire price index *rose* 140%, but cost per mile *fell* by 9%.

b. The CPI similarly ignores many other changes in quality and performance.

- Modern motor oil goes 5 or 10 times as many miles as the oil of 30 years ago;

- Today's television set lasts longer, uses less electricity, needs fewer repairs and shows better pictures than 15 years ago;

- A jet plane flies faster, saving valuable time, and is safer.

c. Similarly many kinds of taxes (other than direct income taxes) flow directly into the CPI, but *all* the government services we receive in return are *incredibly omitted!*

d. The CPI movie entertainment index is up 330% since 1948, whereas the cost of equivalent programs on TV is *down* 80%.

e. The gasoline excise tax went straight into the CPI, but the superhighway system that we got for it was ignored, and with it all the saving in time, gas wear and tear and the improvements in comfort and safety.

f. Economies of scale are similarly omitted. The CPI electricity index is *up* 46% per KWh since 1917, but by using more, the average consumer actually pays 51% *less* per KWh. (The average American worker earned the cost of one KWh in 902 seconds in 1917, 98 seconds in 1947, 29 seconds in 1967, and 26 seconds in 1978.)

g. A \$200 microcomputer has as much computing capacity as a \$1 million room-size computer in 1954 but it is not in the CPI. Pocket calculators were excluded until *after* their price had fallen 90%, or 98% from comparable desk calculators.

h. Today's radical increase in miles per gallon delivered by the average automobile is being ignored but the increase in the cost of each gallon is counted in the CPI—a blatant distortion of the cost of personal transportation.

i. The fuel efficiency of a wide range of products is being rapidly improved as a step toward meeting the energy squeeze. The CPI ignores this, but it counts the rise in energy cost per unit.

j. Substitutions of low-priced for high-priced items are going on all the time, as relative prices change; as well as substitutions of better-value or better-quality items or materials for poorer ones. The CPI assumes that none of this is happening.

k. Convenience foods save time and waste, but these very real values are ignored by the CPI.

l. The housing component of the CPI flouts common

sense by overlooking the growth in equity caused by inflation and the \$100,000, one-time tax-free profit on the sale of a home. It also assumes repurchase and refinancing of a portion of a house every year. Indexed incomes are thus being increased while at the same time inflation-caused profits are building up!

The CPI, with all its fateful impact on the economy, is *not* a measure of the actual cost of living at all, but is instead a highly incomplete, inaccurate and misleading gauge which is based on the prices of a rigid, outdated set of items that are connected with the actual cost of living only in a crude and indirect way. It is not only inaccurate as a measure of living costs, but also consistently biased upwards, making it a prime *cause* of inflation.

As the price of energy rises, but conservation measures shrink our need for it, does it make sense to increase the incomes of one sector of the population, through indexing, so as to adjust fully for that rise; thus placing that group in a position to use fully as much as before while everyone else must cut back even more? When taxes are increased to pay for a new government service, must those with indexed incomes have these taxes refunded (through CPI adjustments in their incomes) so that these government services are provided to them at no cost, while those with non-indexed incomes must carry twice the load?

In indexing incomes and benefits for one sector of the population by the crude application of this rough tool, we are (i) constantly *elevating* the economic status of this sector at the expense of the remainder, and (ii) speeding up the inflation so that the non-indexed population has to withstand a double impact, as living standards, savings, pensions and insurance values wither. In a period dominated by an energy crunch, faltering productivity and a need for belt-tightening, this procedure is indeed anomalous.

"I know that I am very fortunate to have your CPI income protection, as are 50 million other people who are similar beneficiaries. But don't you think, honestly, that it is unjust enrichment. Frankly, it scares me to contemplate what this transfer of payments from one group of citizens to another means . . . Although embarrassing to me personally, it is a story that needs to be told, even if it ultimately results in less unjust enrichment to CPI cost-of-living benefit recipients."

—William D. Howard, retired IRS accountant

"We now need experimental work on indices appropriate for wage and income adjustments."

—Professor Paul McCracken, University of Michigan

One can visualize a Product Performance Index (PPI) by which to divide an adjusted CPI stripped clean of its tax component. The result would give a far better measure of the true cost of living. But even this would not recognize the reality of substitutions and new products which crop up all the time, and would thus still give a break to its beneficiaries. At the very

least, the CPI should be heavily adjusted to recognize the factors mentioned above, or its widespread use at a time of falling productivity and rising inflation brought to an end.

But has our civilization not advanced to the point where a *QLI* is needed—a *Quality of Life Index*? This would incorporate not only the new material-goods-based index described above, but also the factors of increasing longevity; better average health; cleaner air and water; increasing numbers of satellites, telephones and TV sets in use; decreased highway accidents; average educational levels; a lowering of the crime rate; increasing leisure; and other factors worthy of incorporating in a quality-of-life index? This is where our money is really going. This is what we have been striving to improve even at the cost of lowered industrial productivity. This would measure our success as a nation in achieving these broader objectives. In this context, incomes could be adjusted by the *difference* between an adjusted CPI and the new *QLI*.

Program for Productivity

In these pages, we have talked about many causes of inflation and impediments to productivity, and the adjustments needed to remove them. In total, these adjustments comprise a program to get the economy functioning soundly again. No part of this program should be ignored—it should *all* be implemented.

- We have talked about taxation, regulation, inflation and indexation—prime responsibilities of the government and all able to be straightened out.

- We have discussed innovation and capital formation. In these areas, government can assist the private sector in a critical way.

- We have mentioned participation—a place where the hands of management can be joined with those of the work force.

- Finally, there is population—the mix of demographic and social changes with which we are presently coping. Time will soon remove this slowing influence from productivity.

No part of the economy is without an opportunity to contribute to a restoration of efficiency and productivity growth. But it is obvious that by far the greatest share of responsibility for the present slowdown and for its reversal rests with the government. We must be aware of this and do our part in encouraging elected representatives to get the situation rectified. The program sketched herein could serve as a starting point. □

Geoffrey N. Calvert was founder and for many years director of the Consulting Actuarial Division of Alexander & Alexander Inc., and a member of the board of directors. Since his retirement, he has continued working extensively in benefit security, economic research, and a wide variety of future studies. A well known author and lecturer, he has been retained by A&A as a consultant on future trends in economics, demographics, energy, food, social and technological developments. He has won international respect as a pioneer in new thinking in these fields.

historically speaking

A Deltasig Reminisces

Good Evening Brother Deltasigs—Ladies and Gentlemen.

When Walter Houck asked me to come here tonight to give you some of my impressions of Delta Sigma Pi and explain what it has meant to me, I immediately recognized this as an opportunity to talk about my favorite subject. And, my favorite subject happens to be ME. I suppose everyone likes to talk about himself once in a while, but my difficulty has been that every time I manage to steer the conversation around to the point of talking about myself, the listeners seem to disappear—vanish. Then, realizing that this was an opportunity for ME to talk about ME before a real, live, captive audience—I could not pass it up.

My first experience with Delta Sigma Pi was a disappointment. As a part of the initiation, we neophytes were handed a list of the active chapters that had been established at that time and were told to memorize that list and be prepared to answer questions that might be asked about it. In fact, we might even be asked to recite the list in its entirety. Now, I never did have brains enough to memorize anything. So, this was a horrible task for me. It was like asking me to accomplish the impossible. There were not many chapters then—and tonight Brother Mel Brown mentioned 192 chapters at the present time—I guess I should be thankful that I came in at an early date. Anyway, I went to work on this thing. Studied it night and day—every day—every idle moment. I'd be walking down the street mumbling to myself—"Alpha Chapter, New York University, 1907—Beta Chapter, Northwestern University, and so on." And so, Initiation Day was getting close and I was ready. I was

prepared to answer any question they might throw at me—and was ready to recite that list forward and backward. And I was really proud of myself. Of course, I did not know what to expect. Perhaps I thought I would earn some sort of a Boy Scout Merit Badge for having done so well. At least, I thought this would result in a few extra points that would tip the scales in my favor in case there was a possibility of being rejected. As it turned out, Initiation Day came—and went. It was all over and not a single question had been asked about that darned list—the subject had not even been mentioned. And, I thought that was a dirty trick. Don't you?

I don't suppose any of you are interested in hearing my autobiography, but I would like to touch on it a bit in order to furnish a background for the things I would like to say here tonight. I graduated from Baltimore City College—a high school—in 1922. I came from a family consisting of Mother and Father and five kids. By today's standards we might have been considered poor people. But, we were abundantly rich in many ways. Love, affection, respect for one another; we had had the Fear of the Lord drilled into us and we had a thorough understanding of the difference between right and wrong. We had always had a roof over our heads, three square meals a day, and had shoes on our feet. The one thing we lacked was money. Money was always in short supply. So, when I graduated from high school it was imperative that I get a job in order to add a few more shekels to the family exchequer. At this point, my only objective—the only thing I gave any thought to was—Get a Job.

So, I got a job as a clerk. The pay was about \$8 to \$10 a week. And, it is quite possible that from that point on I might have been a clerk for the rest of my life. Not that there is anything wrong with being a clerk, as long as you are happy. But, there are so many other, more exciting, more fulfilling, more rewarding ways to

go. Then, one day, by chance, luck, the Grace of God—or whatever it is that influences our individual lives, I enrolled in a course in Accounting Theory and Practice at McCoy College, which was then at Maryland. It was there, of course, that I was invited to join Delta Sigma Pi. There I ran into a group of studious young men—all of them working stiffs, just as I was. But there was a difference. These fellows had a thing called ambition. They all seemed to have a goal they were working toward. They seemed to know where they were going and how they were going to get there. And, it was not very long before this sort of rubbed off on me—I soon realized that these fellows were not that much smarter than I was—and, by gosh, if they could do it, so could I.

This changed my entire outlook on life. It changed my attitude towards my job, my boss, and the company I worked for. I began to think of myself as not just another employee, I began to think of myself as a vital part of the organization for which I worked. This new attitude soon brought on more and more responsibilities and the pay checks started getting bigger and bigger. Now, let's not try to kid anyone. I never did become a highly successful business tycoon—I was never a Captain of Industry. But, then I have prospered to a satisfactory degree. And, if Prosperity is a measure of Success—then, to that degree I have been successful in the world of Business and Commerce. That success has been due, primarily to a lot of hard work and dedication—it was not easy—and, at the same time a large part of the credit is due to Delta Sigma Pi which somehow seemed to awaken me and set my footsteps on a different path years ago.

For this, I will ever be grateful to Delta Sigma Pi.

Then there are other aspects to Life. There are, in addition to making a living and accumulating a lot of bucks—such things as Fun, Excitement, Enjoyment, Pleasure. Life

would be very dull without them. For example—and to indulge in a bit of nostalgia—in the early days we had many parties, dances, outings and other get-togethers—and they were a lot of fun. Especially the Dinner Dances. The fellows would get all gussied up in rented tuxedos, with a boiler-plate shirt front and a high stiff collar. You had to have a jackhammer or an electric drill in order to fasten your fraternity pin to the shirt. The gals would all turn out dressed in their beautiful, colorful, long evening dresses. We would whoop it up and dance all night. In those days we danced to the waltz, the two-step and the fox trot—the fox trot was a waltz at a little faster tempo. The guy who could not dance very well might have his partner whisper in his ear to say “This is a fox trot, Hon, you will have to waltz a little faster.” Also, in those days there was togetherness on the dance floor—and that was good—Oh! sooo good. Nowadays you might find your partner wriggling, squirming and stomping ten feet away. And they call that fun.

In addition to the fun, attending these various affairs meant that my circle of friends and acquaintances was enlarged tremendously. And amongst that group there were people that were most helpful to me in later life. For example, a guy threatened to sue me one time. It turned out to be a frivolous thing, but it scared me to death. I went to a Brother Deltasig who happened to be in the legal profession and in a matter of minutes and a single phone call the matter was completely squashed, killed, dead, finished. What a relief! Then at another time I had need for help in a matter of business insurance. A Brother Deltasig who happened to be an expert in that field helped me to solve that problem. Then as the years rolled by I had accumulated a few bucks and did not know what to do with them. A Brother Deltasig who was an expert—an expert second to none—in the investment field took

(continued on page 66)

me by the hand and introduced me to the mysteries of the financial world. As a matter of fact, it was a Brother Deltasig who took me by the hand and led me to this room tonight. Otherwise I might still be wandering around the Hopkins campus looking for the place. Then there are many other ways that Brothers have been helpful to me. It may have been a matter of just setting a good example for me to follow—it may have been a hint, or a clue that would help solve a problem, it could be a word of advice, or a word of caution. All of which were most helpful. And, there is no way on earth that you can repay the benefits you receive in this manner. The best you can help to do to compensate is to share with others your own particular brand of knowledge, expertise and ability.

Another aspect of my association with Delta Sigma Pi has been travel. I have been to perhaps a dozen Grand Chapter Congresses, and I could tell you an amusing story about every one of them. Mostly, the atmosphere at a Grand Chapter Congress was that of dignity and decorum—but, when we ganged up in one another's room and raised a lot of hell, and the stag nights where we acted like a bunch of kids, there was also a lot of fun. These conventions have always been interesting and enjoyable to me—and, in addition to that there was the pleasure of traveling there and back. As a consequence of this I have visited many points of interest throughout this country. Places that I never would have seen were it not for my activities in Delta Sigma Pi. This has added another large dimension to my life.

Now, I would like to give you a profile of Deltasigs in general, as I have known them. First, wherever you go, whenever you meet up with a group of Deltasigs, you will find that they are the most fun-loving, yet serious minded bunch of people you will ever want to meet. I include in this the wives and sweethearts of

the members, and their families. Most of them have already achieved an elevated spot on their way up that mythical ladder to success. Some of them have high executive positions in large corporations. Most of them are happy and content with their mode of living, yet, are still ambitious, looking forward to, and working for even better things to come in the future; bigger and better worlds to conquer. Rarely, if ever, will you run across an old grouch—or a guy with a chip on his shoulder—or a person with an axe to grind. These are honorable people. People who ascribe to and live up to a very high standard of ethics and morals. And this is unique in this era of corruption which seems to overwhelm us nowadays; where embezzlement, bribery, kickbacks, double dealing seems to prevail. If you have any reason to doubt what I have just said, simply look at the person next to you, the one across the table, the ones at the other table. There you have proof that what I have just said is true.

It has been my privilege to meet and become friendly with hundreds of these people—here and across the country, people I regard with the greatest admiration and respect. Humbly, I like to think they feel the same way towards me. So, now perhaps you can see. That high school kid who might have been destined to be just a clerk has had a wonderful life. I have had an interesting life, an enjoyable life, a full life—and I might add a productive life. I like to think that through my efforts a few points have been added to the Gross National Product. Most of this has been possible through my association with Delta Sigma Pi. Delta Sigma Pi has meant a lot to me—Delta Sigma Pi has done a lot for me.

Now, I would like to finish this off with a cute little story. I promise you, folks, this is the last scrap of notes I have. You have been very patient and I appreciate that. If you will just hang in there for a few

more moments, those of you who have to go to the bathroom may do so.

This is the story of a little boy—five or six years old—who was in perfect health, except that he would not—or could not—talk. This worried and saddened the parents who had had him to doctors, specialists psychiatrists and others—but, with no results. This went along for awhile until one day this child came toddling downstairs and climbed up on his chair at the breakfast table. Then, in a loud clear voice, he said “The oatmeal is cold.” This brought on many exclamations of surprise and joy—the parents were ecstatic. And then, after the excitement died down they got hold of this youngster and questioned him. “Look here, son. These last few years you have been able to speak, but you would never talk to us. How come?” “Well,” said the kid, “Up until now I have never found anything to complain about.”

And, so it is with me. I cannot find a single solitary thing about Delta Sigma Pi to complain about—so, I will just shut my big fat mouth and quietly fade away. Thank you very much. □

James J. “Jim” Moore delivered the preceding remarks at a recent dinner of Chi Chapter at Johns Hopkins. Jim attended Johns Hopkins University where he was initiated by Chi Chapter on March 2, 1929. In the intervening years he has been a member of the Baltimore Alumni Club and is well known from his attendance at several national conventions. In 1979 he received the Order of the Golden Helmet for fifty years of active and loyal participation in the fraternity. For several years he has served as the managing Trustee of the H. G. Wright Retirement Trust Fund.

The Grand Hotel Hosts '81 Convention

. . . On Mackinac Island

It is easy to feel a time-warp back to the previous century at Mackinac Island. About an hour earlier you have left your car and the twentieth century in a parking lot on the mainland and boarded the ferry for the island. Almost from the time you left the dock you can see the hotel stretching gracefully along a bluff overlooking the Straits of Mackinac which divide the upper and lower peninsulas of Michigan.

As you round the breakwater into the dock at the island the impression is that of a New England coastal village with hundreds of boats, large and small, bobbing on the picture perfect bay. Not an auto or engine sound is seen or heard. They are not allowed except for the fire truck and the ambulance! They are replaced by horse-drawn carriages squeaking along the streets and filled with tourists or drayage or baggage for the hotel. Those not in carriages are riding horseback, walking, or riding bikes. If you look hard, you might see a TV antenna here or there.

For you, Mackinac Island IS The Grand Hotel since that's where you'll stay for the convention. Since 1887 the hotel has overlooked the village, the bay, Lake Huron, the mainland, and, since it was built, the Mackinac Bridge connecting the two peninsulas of Michigan. Daytime visitors and hotel guests, either walking or riding, sweep up the long curved drive for a stunning first look, close up, at the hotel.

Looking like an elaborate pastry or a luxury liner, the hotel is a wedding-cake white, wood structure, green roofed and bedecked with flowers. Going up the main entrance steps you cross the 800 foot long front porch dazzling with thousands of red geraniums, bright yellow awnings, and American Flags. The porch is a favorite place to stroll in "the purest air in the world" or watch the comings and goings of people on the spacious hotel grounds. From the porch one watches the passing parade of ships through Lake Huron or the swimmers in the Serpentine Pool used for the Esther Williams movie "This Time For Keeps." Other movies have been made there, too, the most recent one being "Some Place In Time," with spectacular shots of the hotel and scenery.

Entering the door from the porch you wonder if everything else after it will be a disappointment or if the porch is a prelude . . . it is a prelude. The hotel parlor stretches left and right with dazzling interiors



Arrive by sweeping up the drive to the hotel entrance.

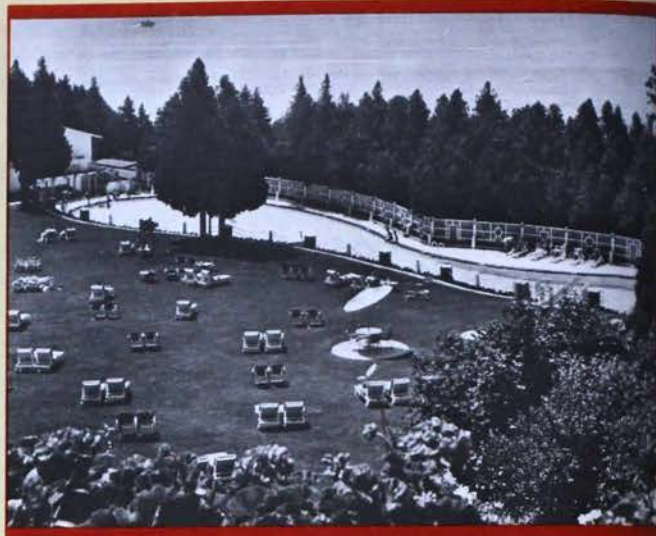
designed by Carleton Varney. Depending on the time of day, there may be morning coffee, the afternoon high tea, or after dinner music along with demitasse.

At one end of the lobby is the dining room, over 250 feet long and rivaling any other—anywhere. Since the hotel is on the Full American Plan, guests gather in the dining room three times a day to select from menus equal to cruise ships, renowned restaurants, or "city" places. A band provides dinner music during the evening.

On the lower level of the hotel is the actual check-in desk where each guest receives a tiny book listing things to do, hotel policies, hours for food service and lounges, and other necessary information. Adjacent to the desk area is another spacious lobby, the Garden Room, Carlton's Tea Store and a couple of other shops.

(continued on page 70)

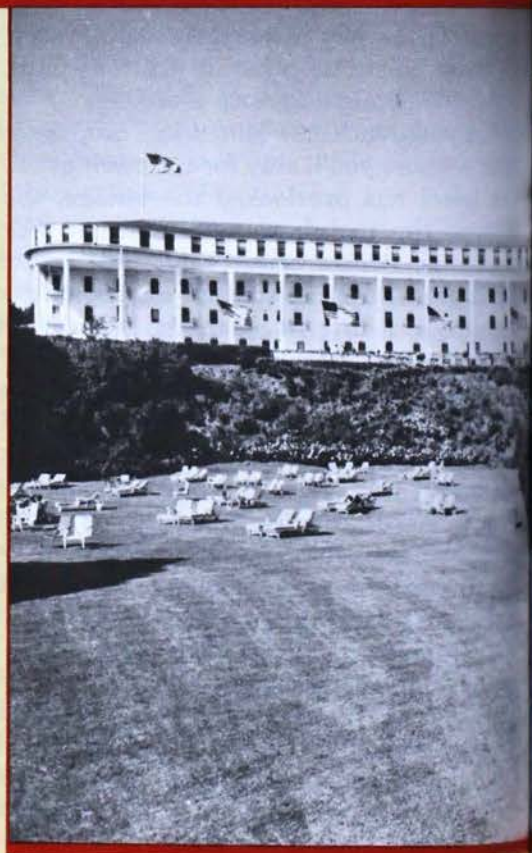
"We're the Professionals"



Enjoy a refreshing swim in the pool.

Watch the magnificent flags pop in the breeze off the Straits in your home

Use a carriage or a taxi to and from the hotel.





home on August 16-20, 1981.



Take a stroll on the longest porch in the world.

33rd GRAND CHAPTER CONGRESS

Tentative Program

Sunday, August 16, 1981	10:00 A.M. — 9:00 P.M.	Registration Grand President's Reception
	6:00 P.M. — 7:00 P.M.	Dance Yellow Dog Initiation Pink Poodle Initiation
	9:00 P.M. — Midnight	
Monday, August 17, 1981	9:00 A.M. — 12:00 Noon	Keynote Address and Opening Business Session Spouse Carriage Tour
	12:00 Noon — 2:00 P.M.	Awards Luncheon
	2:00 P.M. — 3:30 P.M.	Continued Opening Business Session
	3:30 P.M. — 5:00 P.M.	Educational Seminars
	8:30 P.M. — 10:00 P.M.	Educational Seminars
	10:00 P.M. — Completion	Regional Meetings
Tuesday, August 18, 1981	9:00 A.M. — 10:30 A.M.	Educational Seminars
	10:30 A.M. — 12:00 Noon	Educational Seminars
	12:00 Noon — 2:00 P.M.	Educational Foundation Luncheon
	2:00 P.M. — Completion	Educational Foundation Meeting
BALANCE OF DAY FREE FOR PERSONAL ACTIVITIES		
Wednesday, August 19, 1981	9:00 A.M. — 12:00 Noon	Second Business Session
	9:00 A.M. — 12:00 Noon	Spouse Activity
	12:00 Noon — Completion	Pink Poodle Luncheon (Members Only)
	2:00 P.M. — 3:30 P.M.	Meet the Candidates Forum
	4:00 P.M. — 5:30 P.M.	Initiation of Honorary Member at Large
	7:00 P.M. — Completion	Grand Chapter Congress Banquet
Thursday, August 20, 1981	8:30 A.M. — 12:00 Noon	Final Business Session
	12:00 Noon — Completion	Farewell Luncheon
DEPARTURES		

Staff Office Will Be Open Sunday Through Wednesday
There Will Be No Hospitality Room Or Message Center

Other amenities include The Colony Shop for apparel, a gift shop, a flower shop, a barber and a hairdresser. The Grand Stand, at the edge of the golf course, offers food, spirits and entertainment. Located just off The Parlor are the Audubon Bar, and the Terrace Room offering nightly dancing and entertainment.

Available activities include carriage tours, cycling, golf, saddle horses, swimming and a sauna, tennis and shuffleboard courts and, of course, walking and hiking. Music, movies and shopping are other pastimes.

The hotel has 262 guest rooms ranging from large to small and will accommodate 650 guests at maximum so Delta Sigma Pi will occupy the entire hotel.

The hotel is in itself a study in architecture, engineering, design, management and business success. Sitting 100 feet above sea level it has a bake shop, butcher shop, pantries, food storerooms, and wine cellar all housed in a mammoth kitchen to serve the guests. More than 30,000 yards of carpet cover the floors of the building, and the last time the hotel was roofed it was the largest roofing job ever done by that company at that time. Other fascinating details of the history, construction, and management of the hotel await you in the photo gallery along the walls of the Garden Room.

Tempting hotel and food? Tempting historic and scenic location? Tempting climate? Tempting convention program? You bet! So plan to join other Deltasigs at the 33rd Grand Chapter Congress, August 16-20, 1981, at The Grand Hotel on Mackinac Island, Michigan.

The May, 1981, issue of the magazine will include more information on Historic Mackinac Island and the convention itself.

CONVENTION INFORMATION

Those registering for the convention will receive detailed information sheets listing transportation options, wardrobe needs, dress requirements of the hotel (dress requirement will be enforced by the hotel and the national officers of the fraternity), climate, available activities, convention program, and other needed information.

TRANSPORTATION

Surface transportation to the ferry docks at Mackinaw City, Michigan, is via I-75 North in Michigan. Republic Airlines has service into Pellston, Michigan, with limousine service available to the ferry docks 12 miles away. Charter plane service is available from the Pellston Airport to Mackinac Island itself. The charter plane service is the only option to the ferry—no bridge connects the island to the mainland and no cars are allowed on the island.

PROGRAM

A tentative convention program appears in this issue of the magazine for your use and convenience.

REGISTRATION FOR CONVENTION

An Advance Registration Form appears in this issue of the magazine and includes information on the advance registration cost.

On-site Registration (at The Grand Hotel on August 16, 1981) will be an additional \$5.00 above the Advance Registration Fee.

Cancellation prior to 30 days (July 17) before the opening day of the Grand Chapter Congress (August 16) will incur a \$5.00 handling fee. No refund on cancellations will be made after July 17, 1981.

Children under 14 years of age do not pay a registration fee and do not receive the convention souvenir.

HOTEL ROOM RATES

Daily Room Rates are all shown *per person* and are Full American Plan (three meals per day included) and also include all gratuities and Michigan state sales tax. Automatically added to each hotel bill is a one-time round-trip baggage fee of \$2.00 per person.

Singles—\$110.45, Total Convention Cost \$441.80

Doubles—\$85.90, Total Convention Cost Per Person \$343.60

Triples—\$73.63, Total Convention Cost Per Person \$294.52

Quads—\$64.43, Total Convention Cost Per Person \$257.72

Children's Rates—apply only when the child is occupying the same room with parents, and on a rollaway bed. The regular adult rates above apply when children occupy a room by themselves.

Children up to and including five (5) years of age—\$7.36, Total Convention Cost Per Person \$29.44

Children six (6) through twelve (12) years of age—\$21.48, Total Convention Cost Per Person \$85.92

Children thirteen (13) and older—\$42.95, Total Convention Cost Per Person \$171.80

NOTE: Triple and Quad rooms will be on a very limited availability. Earliest reservations will be honored as long as space is available. Later reservations may be confirmed as Doubles and at the Doubles Rate.

YOUR PERSONAL COSTS

Your hotel bill (which will include all meals, taxes and gratuities).

Transportation to Mackinac Island from your home (chapter assistance allowances will be announced directly to the chapters).

Mainland Parking (if you drive).

Ferry cost to the island (or charter flight cost).

Incidentals such as shopping, souvenirs, bar bills, entertainment, or activities such as golf, cycling, etc. and food or drink not included in the Full American Plan. □

ADVANCE REGISTRATION FORM

Delta Sigma Pi 33rd Grand Chapter Congress

Mail To: The Central Office

Delta Sigma Pi

330 South Campus Avenue

Oxford, Ohio 45056

Member Registration @ \$65.00

Includes Souvenir, and
all Member functions.

TOTAL AMOUNT ENCLOSED \$ _____

Spouse Registration @ \$65.00

Includes Souvenir, and
all functions open to Spouses.

TOTAL AMOUNT ENCLOSED \$ _____

Registration for Relative, @ \$65.00
Guest, or Child, 14 Years
of Age or Older

Includes Souvenir, and
all open functions.

TOTAL AMOUNT ENCLOSED \$ _____

Registration for @ \$40.00
Child Under 14

TOTAL AMOUNT ENCLOSED \$ _____

Enclosed is my check for \$ _____ (Total) for the following registrations for the 33rd Grand Chapter Congress. I understand that this amount does not cover any portion of the hotel cost and that these fees will be refunded, less a \$5.00 handling fee, if I am unable to attend the convention and if I notify The Central Office by the deadline date of July 17, 1981. I also understand that if I do not cancel my registration by the deadline date of July 17, 1981, that none of the fees are refundable.

Please give names IN FULL for fraternity members, spouses, children, other relatives, or guests. Please indicate undergraduate or alumni status for fraternity members and provide ALL other requested fraternity information. Providing all requested information will assist the advance registration office in processing your registration for the convention. Hotel Reservation Forms and other information concerning the convention will be sent to you after receipt of this advance registration at The Central Office.

Name _____
Status: _____ Fraternity Member
Chapter and Number _____
Undergraduate? _____
Alumnus? _____
Alumni Club If Applicable _____
_____ Spouse
_____ Child
_____ Relative
_____ Guest

Street _____
City _____ State _____ ZIP Code _____

Name _____
Status: _____ Fraternity member
Chapter and Number _____
Undergraduate? _____
Alumnus? _____
Alumni Club If Applicable _____
_____ Spouse
_____ Child
_____ Relative
_____ Guest

Street _____
City _____ State _____ ZIP Code _____

(Please Use Photocopies For Additional Registrations)

Delta Sigma Pi 33rd Grand Chapter Congress, August 16-20, 1981, The Grand Hotel, Mackinac Island, Michigan

**Delta Sigma Pi
33rd Grand Chapter Congress**



"We're the Professionals"
August 16-20, 1981



Grand Hotel

Mackinac Island, Michigan