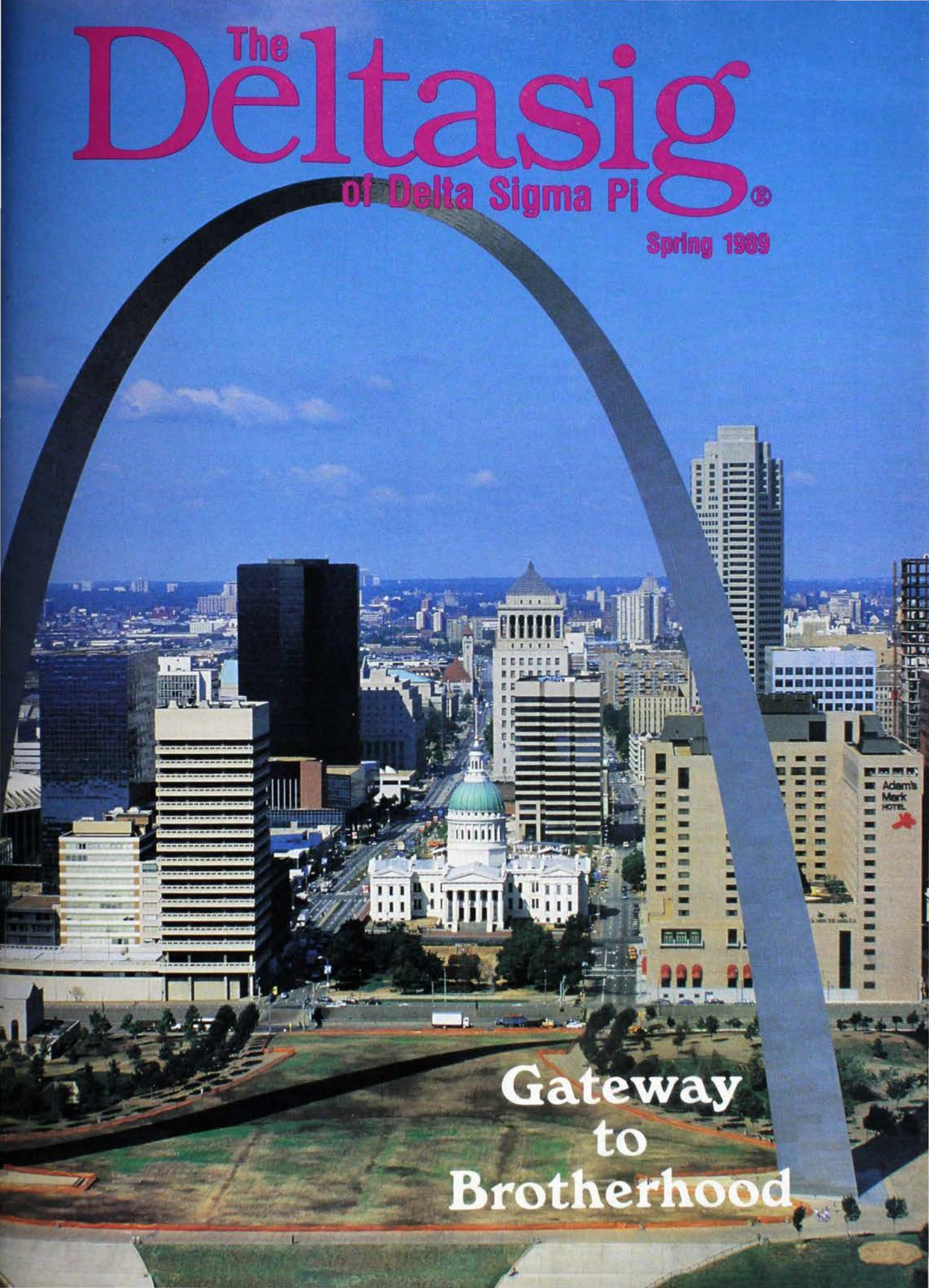


# The Deltasig<sup>®</sup>

of Delta Sigma Pi

Spring 1989



Gateway  
to  
Brotherhood



# Memoriam

Over the years, men and women have given much to Delta Sigma Pi with their service to the fraternity on the Board of Directors or the Executive Committee. These individuals, members of the fraternity's Golden Council, devoted many hours of their time outside of their careers to further the goals of the fraternity. Unfortunately, the Golden Council and the fraternity have lost two of their own, men who were true Deltasigs, men of commerce.

Robert M. Drewniak was such a man. A 1962 initiate of Alpha Kappa Chapter at the State University of New York at Buffalo, Bob served the fraternity as a District Director in western New York from 1971 to 1973. He was the elected Eastern Regional Director in 1973 and served in that capacity until 1976 when he was transferred by AT&T to Omaha, Nebraska. At that time, he was named North Central Regional Director and served in that position and as a member of the Board of Directors and Executive Committee until 1980.

A candidate for Grand President at the 32nd Grand Chapter Congress in Atlanta in 1979, Bob was elected President of the Delta Sigma Pi Educational Foundation in 1983 and served for two terms until 1987. After being transferred to Atlanta, he also served two terms as President of the Atlanta Alumni Chapter.

Bob passed away suddenly in January of this year, a victim of a serious automobile accident. He was 46 years old. He is survived by his wife, Suzanne, his daughter, Karon, and the memory of all that he gave to Delta Sigma Pi.



*Robert M. Drewniak*

The Golden Council also lost a long-time member in Daniel C. Kilian. Dan, a 1928 initiate of Alpha Chapter at New York University, served many terms as that chapter's Head Master. He was a past Province Officer for the Eastern Province and also served as Chairman of the Committee on Alumni Activities. In 1940 he was President of the New York Alumni Club and was elected to the Grand Council, now Board of Directors, in 1943.

In addition to serving on the Grand Council, Brother Kilian was also a member of the Executive Committee of the fraternity. In 1948, Brother Kilian resigned his position on the Grand Council and the Executive Committee.

In his later years, Dan and his wife, Belle, resided in Fort Lauderdale, Florida. He passed away in November, 1988, at the age of 81. His contributions are well remembered and his passing is a great loss to the fraternity.



*Daniel C. Kilian, 1931*



# The Deltasig of Delta Sigma Pi®

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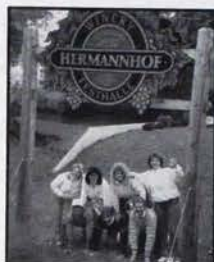
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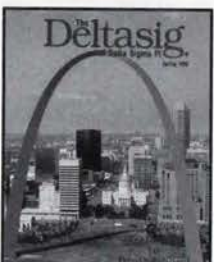
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Cover:  
St. Louis: Host to  
the 37th Grand  
Chapter Congress.  
Cover photo:  
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Congres



*An insider's guide  
to the  
Grand Chapter Congress*

In just a few short months, The 37th Grand Chapter Congress will be opening as hundreds of Deltasigs gather in St. Louis. In the previous issue of "The DELTASIG" we provided our readers with a rather detailed capsule of the many sights and attractions of St. Louis, the site for The 37th Grand Chapter Congress. In this issue, a wealth of details on the convention as well as on The Adam's Mark Hotel, our convention property, are furnished. Also, a registration form and complete registration information is included in the center of this issue for ease of removal from the magazine.

Those who have participated in previous meetings of The Grand Chapter often are at a loss for words to adequately describe the total fraternal experience that the convention offers. Each convention is unique but, there is a common thread of fun, fraternalism and simple good feelings about being a Deltasig that has been experienced by tens of thousands of Brothers since that First Congress held in 1914. While Delta Sigma Pi has changed in many ways over its history, the basics of The Grand Chapter Congress have remained the same giving greater depth to the history which has gone before us.

(See CONGRESS on page 18)



n Saint Louis



# The Chapters Speak

## SOUTHERN PROVINCE

### SOUTH CENTRAL REGION

**JAMES MADISON, IOTA KAPPA**—The 1988 fall semester proved to be an exciting one for Iota Kappa Chapter. After a successful pledge education period, the chapter initiated 25 new Brothers.

Our professional activities have covered a broad spectrum of topics such as the recruitment process, time management, and telemarketing. Among the social activities were a Halloween costume party, a faculty wine and cheese gathering, a Christmas party with Santa Claus Brian Schultz, and a ski trip to Snowshoe, West Virginia. Other accomplishments include the creation of an official faculty newsletter entitled "The Connection" and a project to compile a book of summer internships for business majors.

We are currently working to achieve even a greater degree of involvement and professionalism in the chapter, as exemplified by these words quoted by President Joe Walsh at our fall Rose Formal, "If it is to be, it is up to me."

—Joan E. Honold

**LONGWOOD, KAPPA NU**—Kappa Nu Chapter started the year by sending 10 Brothers to the Leadership School in Atlanta, Georgia. Twenty-six of our Brothers and six alumni attended the South Central Regional Conference in Roanoke, Virginia, where Kappa Nu Chapter was recognized as being the Most Outstanding Chapter in the region. Our Chapter Advisor, Mrs. C. Kristine Harbour, received the national award for Chapter Advisor of the Year. On December 2, we were proud to welcome 15 new members into Delta Sigma Pi, including the Dean of the School of Business and Economics, Dr. Wilfred J. Jacques, Jr.

We had a variety of professional activities this year, including Virginia State Senator Lambert speaking on politics and the legislative process. We have also toured several interesting businesses, including a television station and a vineyard. Included in our Community Service agenda was reading news articles on the campus radio station for the visually handicapped and sponsoring a child through the Christian Children's Fund.

Kappa Nu Chapter is also active socially. Last semester we had our second annual Oktoberfest Cabin Party and the second annual Christmas Cocktails. On April 1, we celebrated the founding of Kappa Nu Chapter with the fourth annual Rose Ball.

We are proud to have been named to the Honor Roll for achieving 100,000 points in the Chapter Efficiency Index for three consecutive years. We are all striving together to reach this goal again.

—Jeffrey A. Norton

**NORTH CAROLINA-CHAPEL HILL, ALPHA LAMBDA**—Alpha Lambda Chapter has had an exciting year. Many social events have highlighted this year, including a party with the Iota Omega Chapter at North Carolina-Greensboro, a fall pledge trip to Boone, North Carolina, and a trip to Clemson for a football game and party with the Kappa Tau Chapter. Our fund raisers have involved running two concession stands at home football games, and a Mastercard/Visa application drive with Sovran Bank.

This year's professional activities have included a variety of speakers from various businesses. Service activities consisted of visiting a local orphanage, a can drive, and helping organize and provide volunteers for North Carolina's Undergraduate Business Symposium, a day in which various business leaders share their knowledge and experience with the business students.

—Julie A. Edwards

**NORTH CAROLINA-GREENSBORO, IOTA OMEGA**—Last fall semester started off with our chapter participating in several service projects, including helping freshmen with class registration and taking prospective freshmen on tours of our campus.

The highlight of the semester came at the South Central Regional Conference in Roanoke, Virginia, where we won several awards, including Most Improved Chapter. Soon after, we helped out with the Red Cross Bloodmobile held on campus.

When the holiday season rolled around, our chapter sponsored a Thanksgiving dinner for a needy family. We also sang Christmas carols at local retirement communities and participated in the Greensboro Youth Council's Christmas Toy Drive.

In January, we went to Myrtle Beach, South Carolina, for our annual planning session. Soon after, we took a tour of the Center for Creative Leadership, a Greensboro-based organization which specializes in helping professionals become better leaders. Our other activities included sponsoring a fashion show which featured the latest office looks.

Now that the semester is almost over, the chapter will now focus its attention on the spring initiation and banquet. We have had one of our strongest years ever, and are looking forward to the Grand Chapter Congress in St. Louis!

### SOUTHEASTERN REGION

**GEORGIA, PI**—Pi Chapter continues to prosper with the addition of 29 new initiates. This addition brings Pi Chapter to almost 80 Brothers.

Intramurals proved exciting as Pi Chapter made it to the playoffs in football and participated in bowling for the first time.

Socially, theme parties abound, as well

as the annual Rose Dance which was held in February at the Hyatt Ravina in Atlanta, Georgia. We enjoyed Spring Fling in Myrtle Beach and are looking forward to the chapter's local trip to Panama City in May.

On the professional calendar, Pi Chapter sponsored speakers from the Police Department, McDonald's Restaurants, the International Trade Development Center and Eaton Corporation Manufacturing Company.

Brothers have donated two hours a week to help tutor elementary school children in the local school district's Homework Helper program. We are also busy preparing to sponsor an SK road race to help benefit a local charity.

—Stephen T. Fogarty

**SAVANNAH STATE, KAPPA CHI**—Kappa Chi Chapter at Savannah State College is growing by leaps and bounds. We recently initiated 11 pledges into Brotherhood. These new Brothers bring diversity and dedication to our chapter.

As all good things must come to an end, we must say good luck, but not goodbye, to the 14 Brothers who are graduating seniors. We thank them for their dedication and their love. Because of their efforts, Kappa Chi Chapter is a highly motivated, progressive force on the campus of Savannah State and in the community.

—Van R. Johnson II

**TROY STATE, ETA KAPPA**—With the initiation of 10 new members into Eta Kappa Chapter and a winter pledge class of 14, this chapter is looking better and brighter each quarter.

The Sorrell College of Business sponsored a winter convocation on January 26, in which George Bush "Drug Czar" William T. Bennett was the guest speaker. Eta Kappa Chapter ushered the winter convocation. Our chapter also had three guest speakers on the agenda for the quarter.

In the fall, we gave food baskets to underprivileged families on Thanksgiving, took tours of various businesses in south Alabama, and held a Homecoming drawing in which dinners from local restaurants were given away. Chapter Consultant Robby Hultz also came to speak with us about our chapter's new beginning.

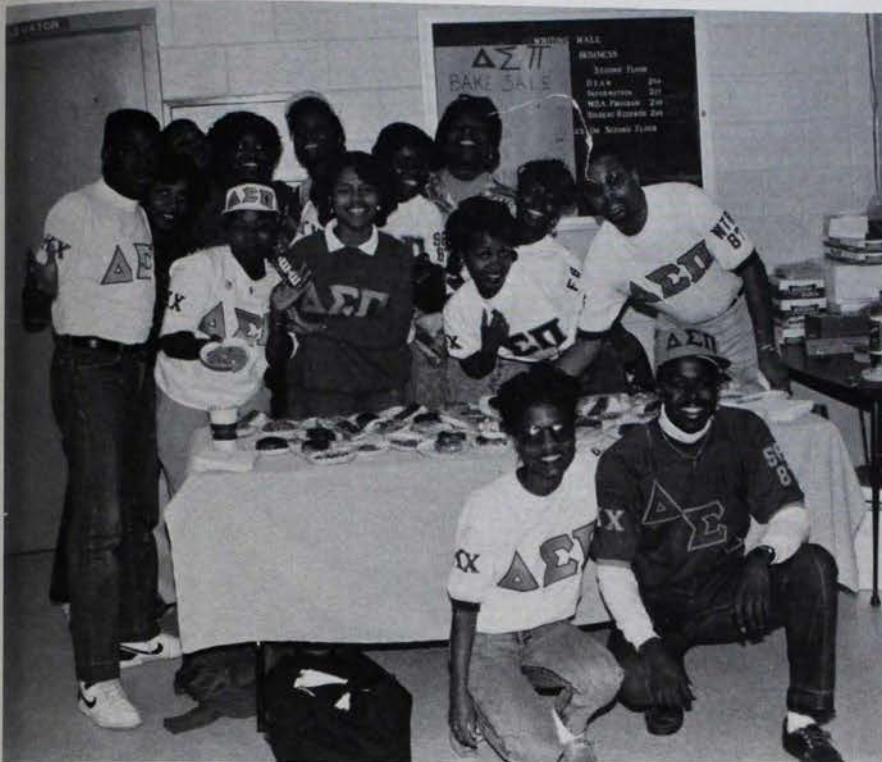
—Christopher W. Smith

### SOUTH ATLANTIC REGION

**CENTRAL FLORIDA, THETA SIGMA**—The Theta Sigma Chapter was honored to have the opportunity to be host chapter for the South Atlantic Regional Conference last fall. We were also proud to have Grand President John V. Henik and Executive Director Michael J. Mazur, Jr., with us to help initiate 89 new Brothers into our region.



# The Chapters Speak



The Brothers of Kappa Chi Chapter enjoy themselves while raising money during their bake sale at Savannah State College.

Our chapter also welcomes our new Chapter Advisor, Joe Wallace, the Marketing Director for the Central Florida Research Park. Congratulations also are in order for former Chapter Consultant, B. Todd Whisenant, who took a position in Baton Rouge, Louisiana, with Maison Blanche.

Other news in our chapter includes our new membership to the East Orange County Chamber of Commerce. Through this new membership we also have gained the opportunity to speak before the local Rotary Club which encompasses UCF and the Central Florida Research Park.

Thanks to Vice President for Professional Activities Ashok Arora, our professional program has included Buell Duncan, CEO of Sunbank, and Steven Lew, CEO of Universal Studios.

—Steven E. Repp

**FLORIDA ATLANTIC, ZETA PHI**—While the Olympics went on in Seoul, Korea, we took part in our own in South Florida. The Brothers demonstrated their athletic ability in the 3rd Annual F.A.U. Summer Olympics. In July, we also hosted an "Alumni Picnic" in Ft. Lauderdale.

Highlights of the fall semester included a tremendous student turnout at our semi-annual "Lip Sync" contest in the University Rathskeller; the Bowl-a-thon for the Diabetes Foundation; the block painting at the residence halls; the Resume and Job Interview Workshop, which proved to be very beneficial for the ju-

niors and seniors; and finally our trip to Orlando for the South Atlantic Regional Conference.

This semester included an encouraging visit from Chapter Consultant Steve Whalen; a "Welcome Back Party" for the student body at a local nightclub; and our infamous "Lip Sync" contest, which was again a success. We enjoyed trips to Walt Disney World and Epcot Center during Spring Break and will coordinate an evening cruise for our end of the year banquet.

—S. Natalie Rajcoomar

**MIAMI-FLORIDA, BETA OMEGA**—Last fall semester marked the 40th anniversary of Beta Omega Chapter and we worked hard to make it a great one. The school year kicked off with our tailgate party for the Florida State game. Everyone came out and cheered as the University of Miami began its quest for another national title.

Also, a quest of sorts was the chapter's fund raising efforts. We started by sponsoring U.M. Nights at Southsides Bar. Later, the chapter received the Apple Computer campus account from alumni, Debbie Mechaber. Also, the chapter sold "Late Night at Delta Sigma Pi" T-shirts at the South Atlantic Regional Conference in Orlando.

This year we collected and donated items of clothing and food for the hurricane victims in Jamaica. Also, the chapter co-sponsored a fund raising event for the "Students Against Multiple Sclerosis."

A new tradition was instituted this semester—the Faculty/Brotherhood luncheon. It served as a great way to show appreciation and build communication with one of our most valuable assets—the faculty Brothers.

At the end of the pledge program last semester everyone went to Orlando for a group initiation with the other chapters in the South Atlantic Region. We have a proud new addition to the chapter in the 13 new Brothers who were initiated.

**CENTRAL FLORIDA**—The members of the Central Florida Alumni Chapter are proud to announce that we completed the requirements for becoming an alumni chapter and received our charter on December 19, 1988. Our first big event was a New Year's Eve Party that brought together many local alumni who had not seen each other for some time. Our monthly happy hours, held on the first Tuesday of the month, are a great way of keeping alumni in touch.

One of our major goals is to create a strong interaction with the Theta Sigma Chapter at the University of Central Florida. We have a lot of exciting events now being planned. If you live in the Central Florida area and would like to become a member of the chapter, please contact our President Joseph Burns at (407) 679-7696.

—Joseph P. Burns & Terry R. Peterson

## SOUTHERN REGION

**ALABAMA, ALPHA SIGMA**—In the fall of 1988, Alpha Sigma Chapter organized a tremendous recruiting program in which over 200 prospective members expressed interest. The members of the pledge class became a close-knit group through the creative program devised by the Executive Committee. The pledges proved themselves to be an exceptional group by displaying Brotherhood through organizing a fund raiser and arranging a full banquet that included a speaker from the American Institute of Certified Public Accountants, musical entertainment and reservations at the locally renowned Cypress Inn of Tuscaloosa.

Alpha Sigma Chapter at the University of Alabama has progressed dramatically in only one semester. We have revived the Brotherhood and set high standards that all future Brothers must maintain. With our confidence and unity, Alpha Sigma Chapter eagerly looks to the future.

—Adam S. Levine

**CHRISTIAN BROTHERS, EPSILON PSI**—This year, we have sponsored several social activities for the campus, including the Fall Luau, the most successful campus-wide party of the year. In addition, we challenged a local radio station to a game of basketball which proved to be a quite popular activity.

(See CHAPTERS on page 13)





THE PROCTER & GAMBLE COMPANY





# John Smale: Business Ethics at P&G

By Daniel S. Doyle



**W**ith business ethics so important today, John Smale, Chairman and Chief Executive of The Procter & Gamble Company, recalls a statement by founder James Gamble made during the Civil War: He said, "when you cannot make pure goods and full weight, go to something else that is honest, even if it is breaking stone." Brother Smale sees management as a "responsibility to see that the society is better off with you, that you have a positive impact." These are some thoughts that have guided Brother Smale and Procter and Gamble over the years.

Born in Listowel, Ontario, Canada, Brother Smale earned his bachelor's degree in business from Miami University in Oxford, Ohio, in 1949, where he was a member of the Alpha Upsilon Chapter of Delta Sigma Pi. He joined Procter & Gamble in 1952, and progressed steadily through the company to become Chief Executive Officer, in 1981. In 1986, he was also named Chairman of the Board. Since the company's incorporation in 1890, Brother Smale is only the seventh CEO of Procter & Gamble; the nation's leading personal-care and household-products company, with annual sales of over \$19 billion.

As a 37 year veteran at Procter & Gamble, new product lines, acquisitions and corporate reorganization, coupled with a steady business conservatism have highlighted this Brother's career.

In 1987, Brother Smale joined the ranks of Brother Roger Smith (Chairman of the Board, General Motors) when he was selected as the Advertising Age "Adman of the Year." This was an extremely meaningful personal honor for the man who heads a company which spends \$1.4 billion each year on product advertisement and promotion, most of any consumer products company. In 1976, he was also honored by the fraternity as Deltasig of the Year.



is concerned not only with results but how those results are obtained. We do care. And we will never tolerate efforts or activities to achieve results through illegal or unfair dealings anywhere in the world."

This year, as we have been celebrating the Company's 150th anniversary, we have given a great deal of thought to our heritage, and why P&G has grown and succeeded for so long. We have concluded that the most important factor is our character—the way the Company has preserved and built upon the fundamental values established by the founders.

Our products and the ways we make and sell them have changed greatly since candlemaker William Procter and soapmaker James Gamble formed their partnership in Cin-



***"The principal foundation on which P&G has been built is the character of the people in the organization."***

With the concern over ethics in business today, some thoughts by Brother Smale on this topic seem especially appropriate. The following is the text of a talk entitled, "Company Values Nurture Business Ethics," presented by John G. Smale at a Deloitte Haskins and Sells annual meeting of partners. In this talk he shares his views on business ethics at Procter & Gamble.

### **Company Values Nurture Business Ethics**

Business ethics have been a dominant force and influence at Procter & Gamble since our inception. The principal foundation on which P&G has been built is the character of the people in the organization. From its people, the Company itself has developed a strong tradition of character. An integral part of our character is ethical values. Honesty, integrity, fairness, and a respect and concern for others have been characteristics of P&G people and Company activities ever since its founding.

We sum it up by saying that we always try to do what's right. My predecessor, Ed Harness, stated in 1976 that, "While P&G is oriented to progress and growth, it is vital that employees understand that the Company

cinnati in 1837. Now, 150 years later, the strongest link to the past that still endures is the character and values passed down from the founders and enhanced by succeeding generations of Procter & Gamble employees.

### **The Only Way**

At P&G, we believe that the ethical way is the only way to do business. In our minds there is no doubt that ethical behavior ultimately pays off at the bottom line; and it is absolutely essential in building a successful and lasting business. Let me recount one example from our history that illustrates ethical behavior is good business.

When the Civil War broke out, P&G became a major supplier of soap to the Union Army. At a time when many suppliers were taking advantage of the war to boost their profits with inflated prices and shoddy goods, P&G became known for consistent high quality and fair prices—even though record wartime volumes were placing great demands on our manufacturing facilities.

The following comment from founder James Gamble at that time epitomizes the Company's view of quality even today. "When you cannot make pure goods and full weight,

go to something else that is honest, even if it is breaking stone." While that phrase is couched in the language of the last century, it's as true today as it was when James Gamble wrote it.

Today the same ethical character that guided our founders permeates our entire organization in its dealings with all of our major constituencies. This includes our relations with consumers, with shareholders, with customers and suppliers, and with employees. Ivory serves as an example.

Ivory is the oldest product of the Procter & Gamble partnership that still exists today. An important part of the enduring Ivory tradition is our honesty in dealing with consumers. This dates back to 1882 when our advertised description of Ivory's purity came directly from a chemist's analysis that Ivory was "ninety-nine and forty-four one-hundredths percent pure." This frank admission of less than one percent impurity contrasted with the bombast of much advertising of that time. It struck a note of frankness that won the public's affection for Ivory.

In 1890, P&G established one of the first analytical laboratories in American industry—not only to come up with new products, but also to ensure that we were giving consumers the safest and best performing products we could make.

In the early 1900's, this same laboratory perfected a way to refine cooking oil so that it would not crystallize in cold weather. Some members of management wanted to proceed immediately to sell the new cooking oil directly to consumers. James Gamble, son of the founder, opposed that plan. He did not mind selling bulk oil to institution buyers who were experts and could test it for themselves. But before selling to American housewives who would rely on the integrity of P&G claims, he insisted that the Company thoroughly test the product under home conditions.

This commitment to the consumer has extended through time. In September of 1980, we voluntarily suspended sale of Rely tampons in the wake of controversy surrounding a newly identified disease called toxic shock syndrome. Scientific studies were fragmentary and inconclusive. There was no scientific evidence—



then or now—that our product was causing the disease.

We exposed all of the evidence available to a group of pre-eminent outside scientists. They agreed with our conclusion. But they also couldn't assure Ed Harness, then CEO, that Rely absolutely could not be involved until more was known about the new disease. Given that uncertainty, Ed suspended sale of Rely immediately at great cost to the Company. He didn't wait for further studies. His decision was consistent with our long-held view that the Company alone is responsible for the safety of its products.

### Long-Term Thinking

We also have obligations in our dealings with shareholders. An often-stated corporate policy through the years is that the long-term growth of the business is more important than short-term advantages or the results of any single year. Major strategic decisions are rarely based on current conditions alone. We are willing to adversely impact near-term earnings in order to lay the groundwork for the future growth of the business. This focus on long-term growth is a primary obligation to our shareholders.

Early in the 1920's, the Company implemented a plan, revolutionary for its day, of selling direct to retailers. The idea was to even out the swings in production which had resulted in frequent employee layoffs—this by generating sales for the Company's products more closely geared to the fairly even pace of consumer purchases. The resistance of wholesalers to this idea, coupled with a national financial crisis and recession, resulted in a one year loss to the Company of more than \$30 million. That was an amount about equal to what the Company had earned in its previous five years.

You can imagine how Cooper Procter felt about this. He knew it would adversely affect the value of the Company's stock in the short run. He wrote his niece at the time: "My own judgment and prestige will suffer . . . I cannot help it . . . In the long run, the present plan will work for the advantage of the average stockholder who held his stock as an investment and not as speculation. Notwithstanding all this, I know I'm going to have a tough time."

Cooper Procter was right, of course. The decision worked to the advantage of the stockholder. Because the decision had fundamentally made the Company more competitive.

Another dimension to our ethical dealings is with our customers and suppliers. Over the years, the Company has developed a reputation for dealing openly and fairly, without discrimination, with wholesalers and retailers who distribute our products, and with suppliers of our raw materials and services.

Again let me take a page from our Company history. Following the Civil War, most Southern brokers and wholesalers could not buy from P&G unless the Company would extend long-term credit. One of the founders, William Procter, agreed to do so, but



***"At P&G, we believe that the ethical way is the only way to do business."***

on the stipulation that, "only if each individual decision is based on an evaluation of character rather than assets." In his opinion, cash balances might vary from year to year, but a reputation for integrity is constant.

### Responsibility to Society

With regard to employees, ethics have been the foundation of our employee relations since the very beginning.

When the Company was incorporated in 1890, William Cooper Procter described the greatest asset of the Company as, "the spiritual inheritance" from the founders. This, he said, was P&G's practice of hard work, its reputation for fairness and honesty, and its affection in dealings with its people.

In addition to our dealings with consumers, shareholders, customers and suppliers, and our employees, we also believe that a corporation has a responsibility to society at large.

Clearly, a corporation's first responsibility is to stay in business and be profitable. But we also have a responsibility to society to use our resources—money, people, and energies—wisely, for the long-term benefit of society as well as for the Company.

This view grows out of three convictions:

1. Since a corporation is a legal person, it should have personal characteristics. For P&G, these include integrity and a highly developed sense of ethical behavior—to do the "right thing."
2. Second, serving our society is really enlightened self-interest. P&G management has traditionally believed that efforts to improve our society and environment will help the Company to be more successful. And a more successful Company benefits our shareholders.
3. And third, a corporation should know clearly to whom it is responsible. P&G is accountable to its shareholders, consumers, customers, and suppliers, but also to the communities in which its people live and work.

In recent years, the federal government has enacted considerable legislation to encourage ethics in business. And yet, ethical behavior is based on more than meeting minimum legal requirements. It invariably involves a higher, moral standard.

We are all familiar with Equal Opportunity legislation whose purpose





***"With regard to employees, ethics have been the foundation of our employee relations since the very beginning."***

is to assist minorities and women. Token compliance with these laws might be sufficient to avoid legal action. Yet, from an ethical standpoint, a "good faith" effort greater than token compliance is required. Whether it be equal opportunity employment, anti-trust, or trade regulation, we conduct our business in accordance with not only the letter of the law, but also the spirit of the law.

### **Emphasis on Ethics**

I have noticed discussions in the media lately on whether there is enough emphasis on ethics in our schools, especially at the college level. I think the answer is no. But there are hopeful signs.

Last spring, John Shad, departing chairman of the Securities and Exchange Commission, gave \$20 million to the Harvard Business School for the study of ethics. It was first thought that the school would establish several classes on ethics, and use the famed Harvard case method to develop examples of ethical dilemmas facing businessmen.

To the contrary, however, Harvard is reportedly undertaking the task of re-examining many of the existing cases used in their various core disciplines such as marketing, finance,

personnel, and production. They are identifying and placing new emphasis on the ethical dimensions in each case. This recognizes that there is an ethical dimension to most complex business problems.

In closing, I remember a speech given years ago by a P&G executive who described our Company's character as a feeling. "One element of that feeling", he said, "is a feeling of great pride in a world where standards and values have too often crumbled—a feeling of great pride to be a part of an organization which has the vision, the moral vigor, the firmness and the self-discipline, which this organization has."

Management is importantly a moral undertaking. However, managing a business morally does not and

will not guarantee its success. There is uncertainty in the future. Uncertainty surrounding what products to develop—what strategies to pursue.

But for the Procter & Gamble Company there is no uncertainty about how to treat employees or whether to produce safe, high-quality goods. Procter & Gamble people don't have to make a choice about whether they conduct their work lives by the same principles with which they conduct their private lives.

There are 150 years of principle to guide us. When times are tough and it would be easy to follow the expedient route to achieve immediate results, our heritage directs us to the alternative course—the one that leads to the right decision for the long run. And believe me, this is an enormous competitive advantage.

I think the principal challenge P&G faces as we move toward our bicentennial is one of managing the growth of the Company in a way that is consistent with our heritage and our character.

We recognize that to perpetuate our values, we need to hire ethical people. When we recruit new employees, we look at the whole person and not just technical training and knowledge. Not only do we seek the bright-

est and most talented people, but we also try to make sure that they share the moral principles upon which the Company was established.

Very seldom do we fill positions above the entry level from outside the Company. This means that most of our employees spend their entire careers with P&G. So they are well exposed to the character and ethical traditions of the Company. We have found that one of the major benefits from our "promotion from within" policy is the preservation of ethical values at all levels. We don't have problems of conflicting corporate cultures because our managers share common values.

### **A High Degree of Trust**

One of our senior vice presidents in a talk about honesty that exists within the Company. "Even if you don't know the people who come to you with a proposal, you can count on the fact that it will be thorough and honest. You may question their judgment, but you can be sure they're not going to purposely mislead you. There's a high degree of mutual trust in the Company that is seldom violated."

All of the Company's policies and procedures reflect our concern with ethics. This is clearly illustrated in the Company's Statement of Purpose. It states, "We will provide products of superior quality and value that best fill the needs of the world's consumers. We will maintain and build our corporate tradition which is rooted in the principles of personal integrity; doing what's right for the long-term; respect for the individual; and being the best in what we do."

These are not statements, however, that can be put on bulletin boards and left alone to gather dust. We encourage a continuing dialogue with employees since the business environment is continually changing. Management must be alert to these changes and how they affect the way we do business, including the ethics involved.

I feel it is important to re-emphasize my personal commitment to maintaining the character of the Company in periodic communications to our employees.



# The Chapters Speak

(CHAPTERS from page 7)

The chapter continued its long-standing tradition of providing service to CBC and the Memphis community. Brothers participated in the CBC Annual Fund Drive, the Eastgate YMCA Haunted Forest and volunteered at St. Peter's Nursing Home. More service projects are planned, including participating in the American Heart Association's Phone-a-thon.

Once again, Epsilon Psi Chapter hosted the annual "Dress for Success" seminar for the benefit of the entire campus. Other professional programs included speakers from First Tennessee Bank and Calvert Court Designs.

The highlight of the year was, undoubtedly, the 25th anniversary of our chapter. A celebration banquet, followed by the annual Rose Dance, was held at the Radisson Hotel in Memphis.

—Elizabeth A. Wallace

**MEMPHIS STATE, GAMMA ZETA**—This semester, Gamma Zeta Chapter celebrates 40 years of excellence at Memphis State University. On April 9, 1949, Delta Sigma Pi chartered the 72nd chapter as Gamma Zeta Chapter. We celebrated our Ruby anniversary in a big way. A party was held at the Holiday Inn East (Memphis).

Gamma Zeta Chapter has continued to grow and strengthen in quality, as well as quantity. Twenty-one of the finest business students at Memphis State were initiated on November 18.

We had a great professional program of tours and speakers during the fall semester. Our tours included Wang International, Plough, the Federal Reserve Branch and Sharp Manufacturing. Speakers told us about business etiquette, personal financial planning and Junior Achievement. This semester we have planned tours to International Paper, Naegele and Stroh's Brewery.

Brothers of Gamma Zeta Chapter continue to excel in the community. During the fall semester, Honorary Member and local businessman, Ric Nuber was elected to the state House of Representatives.

—Joel K. Maners

**SOUTHERN MISSISSIPPI, GAMMA TAU**—Last semester, we attended the Southern Regional Conference. We were inspired by such speakers as national officers Carlos Hazday, Mike Mazur and Bill Tatum. Gamma Tau Chapter was also proud to receive awards for Most Outstanding Chapter and Most Improved Chapter for the Southern Region.

A Founders' Day cookout, our chapter birthday celebration, which commemorated 38 years of existence, and our Rose Formal, were some of our most memorable events last semester.

We kicked off this spring semester with a feeling of unity and enthusiasm created by our chapter retreat. This retreat, under the direction of Southern Regional Direc-

tor James Pendergrass, was deemed an outstanding success.

Rolling with the tide of enthusiasm, we next began our recruiting. This resulted in 18 new pledges.

Among activities completed this semester were our fund raising projects, such as car washes, sidewalk sales, and a golf tournament. With these projects, we have raised money to help fund our trip to the Grand Chapter Congress in St. Louis.

—Cynthia L. Harkins

**WEST FLORIDA, ETA UPSILON**—This year marks our chapter's 20th anniversary. Through a blizzard of publicity, including information tables and catchy slogans on every campus blackboard, we garnered the attention of students and faculty alike. These efforts paid off with the initiation of 37 new Brothers in 1988. In another move to increase visibility, the chapter obtained its own office in the management building. This move greatly increased our professional image and credibility.

Over the past year our professional program has focused on community service and career tips. For Halloween, the chapter hosted a party for handicapped children and the Brothers expressed their enthusiasm by decking themselves out in imaginative costumes. We have also invited public relations speakers and college recruiters to give us career advice, business contacts and motivation.

On the social side, we have started a trend toward relaxed, casual Rose Formals and fancy, dress-up Founders' Day banquets. In addition, a group of Brothers always gets together after a business meeting or for the weekend.

—Renee B. Haile

## GULF SOUTH REGION

**LOUISIANA STATE, BETA ZETA**—Each semester, prior to pre-registration at Louisiana State University, members of Beta Zeta Chapter advise students about scheduling classes through a program called Students Orienting Students. The program is targeted at students in Junior Division. This group consists of freshmen, undecided majors and those students who have recently transferred to LSU.

The S.O.S. program provides business students with an opportunity to talk with people who have already taken the classes. By talking with these people, many Deltasigs, the students can gain a greater insight about what to expect from each class. Another important advantage of S.O.S. is that students can be advised about which classes not to schedule simultaneously.

All of the Deltasig advisors want to help students create successful schedules. They also want to give new business students a good start in their major in the College of



Brothers Michael Lerner, Joanne Di Simone, Christian Scholin and Natalie Rajcoomar assist Zeta Phi Chapter with recruiting by distributing purple and gold balloons at Florida Atlantic University.

Business Administration. The S.O.S. program gives Beta Zeta Chapter the opportunity to inform students about Delta Sigma Pi and to look for new prospective members to join us in Brotherhood.

**LOYOLA-NEW ORLEANS, DELTA NU**—This year started the fall semester with our traditional recruiting activities. This led to the initiation of 18 new Brothers in November. We also sent Brothers to the 1988 Gulf South Regional Conference and held a Founders' Day party.

Some of the professional events which the chapter hosted included speakers with topics including: "Fiscal Reform in Louisiana"; "How to be a Millionaire"; "Steps to Success"; and a speech from our own Dean John "Skip" Cave. Some of the community service events included a party at the Methodist Home and bingo at Chateau de Notre Dame. We also held car washes, worked at the University Phonorama, and sold SOB (Student of Business) shirts.

In addition to working with our pledge class, we have had many professional and social events. Professional events included speakers from NASA/Martin Marrietta, Dale Carnegie, office tours and working with the University Career Fair. The year will be capped off with a graduation party.

—Craig E. Kelly

**NEW ORLEANS, EPSILON NU**—This past fall semester there were pledge parties, several excellent guest speakers and a tour of a local investment firm with Brothers from Eta Iota Chapter at Nicholls State Univer-



# The Chapters Speak

sity. We also sponsored a symposium on "Fiscal Reform in Louisiana." Jim "Bob" Moffet, of Freeport-McMoRan, Inc., was guest speaker. Several new members were initiated and most of our chapter attended the Gulf South Regional Conference in Thibodaux.

This semester our chapter actively recruited new members and began a working relationship with the University of New Orleans Student Government Association. We also plan a sailing party on Lake Ponchartrain and may call on our Brothers in Florida this semester.

—Stephen M. Vizzini

**NICHOLLS STATE, ETA IOTA**—This year we are working to, again, attain 100,000 points in the Chapter Efficiency Index. Due to a very successful recruiting program, we have already initiated 15 Brothers.

Eta Iota Chapter served as the host chapter for the Gulf South Regional Conference in Thibodaux, Louisiana, during the fall semester. Delta Sigma Pi members from all over the country enjoyed a fun-filled weekend of parties and seminars. The Founders' Day Ball was held on the Saturday night of the conference. National officers in Delta Sigma Pi were present. The Keynote Speaker was William W. Tatum, Jr.

The chapter sponsored its annual bike-a-thon for the Louisiana Hemophilia Foundation. This year has also included tours to a brokerage firm in New Orleans, as well as many interesting guest speakers. As usual, Eta Iota Chapter also helped sponsor Career Day on campus. Intramural volleyball and basketball were two of the athletic activities in which all mem-



Members of Kappa Xi Chapter presented benefits of the fraternity during "Senior Day," a day for high school seniors at Southwestern Louisiana University.

bers got involved and had an exciting time.

—Pamela D. Tyler

**NORTHEAST LOUISIANA, ETA OMICRON**—Eta Omicron Chapter began the fall semester with an excited attitude toward reaching the 100,000 point Chapter Efficiency Index goal. The professional activities of the semester included tours in Monroe of Testa Distributing Company, the Manville Plant and General Motors—Fisher Guide Division.

Eta Omicron Chapter participated in many community service projects this semester. Clean-up of the Chatham Girl Scout Camp and a successful phone-a-thon for the College of Business Administration, were only two. Our most successful project was a haunted house sponsored to benefit the March of Dimes.

We initiated 18 members in November and have a great group this semester. Eta Omicron Chapter is excited about this year, and are looking forward to seeing chapters at the Grand Chapter Congress in St. Louis.

—Sondra K. Ritter



Dr. Joseph Clements and Dr. Jerry King were presented with the Silver Helmet Award by Gamma Tau Chapter's charter member Dr. Joseph Greene at the University of Southern Mississippi's College of Business Award Banquet last year. The Silver Helmet Award recognizes 25 years service to the fraternity and had previously been presented to Dr. Greene.

**SOUTHWESTERN LOUISIANA, KAPPA XI**—The school year started off with a bang for the Kappa Xi Chapter at the University of Southwestern Louisiana. One of the first goals we set about achieving was increased community service activities.

As a part of our community and university service this past semester, our Brothers participated in the annual "Senior Day" activities. As part of a total university offering to area high school seniors, Kappa Xi Chapter set up an exhibit as a place to make future students aware of our existence, as well as the benefits, Brotherhood and feelings of accomplishment that can be experienced by membership in Delta Sigma Pi. Of course, we also told them of the fun things that go along with membership. The response was tremendous.

As a result of the success of "Senior Day", we expect to have many new Brothers joining us in the future. It was very exciting to share the world of Delta Sigma Pi with those students that stopped by.

—Karen B. Moses



# The Chapters Speak

## WESTERN PROVINCE

This has been an exciting year for the Western Province. Our Leadership School last July produced a record turnout of over 150 Brothers sharing in a unique educational experience.

The Intermountain Region, under Chuck Farrow's stewardship, continues to prosper and maintain an even pace. "Del-tasig Days" held in Tucson on April 7-9, 1989, was a resounding success.

The Western Region, under Bill Stebel-ski's direction, has demonstrated remarkable improvement this past year in all areas of chapter operations and interaction. The annual Regional Picnic on April 29, in Chico, should once again prove to be a terrific event.

The South Pacific Region, under the leadership of Paul Garcia, continues to enjoy expansion and growth. We welcome our Brothers from our two newest chapters: Lambda Chi at the University of California-Riverside; and Lambda Psi at the University of Hawaii at Hilo. We enthusiastically look forward to the installation of our colony at the University of Nevada at Las Vegas.

We also congratulate those chapters in the Province celebrating major anniversaries during 1989: 40 years—Gamma Iota Chapter, University of New Mexico; 30 years—Delta Omicron Chapter, San Francisco State University; Delta Pi Chapter, University of Nevada at Reno;

Delta Sigma Chapter, Loyola Marymount University; 20 years—Eta Chi Chapter, California State Polytechnic University; 10 years—Iota Pi Chapter, San Diego State University; and five years—Lambda Mu Chapter, University of the Pacific.

The second annual Provincial Party in San Luis Obispo on April 1-2, 1989, was once again a great success. It was a week-end filled with fun and Brotherhood.

Our best wishes to all of you for a successful 1989, and we look forward to seeing you in St. Louis.

WILLIAM R. KINSELLA  
Western Provincial Vice President

## INTERMOUNTAIN REGION

**ARIZONA, GAMMA PSI**—This year has been a busy one for the Brothers of the chapter at the University of Arizona. Particular stress was placed on our professional activities. Some of the events included both a professional fashion show and an interview workshop given by Coopers and Lybrand.

For fund raising, the chapter unanimously decided that it was tired of the age-old car wash routine and instead, decided upon a raffle. The prizes were donated by local businesses, and the fund raiser turned out very well.

Some of our more successful social events included a pledge versus Brother volleyball tournament and the Bedrock Bash theme party. We are all proud of what we have done at the University of Arizona and especially of being Brothers in Delta Sigma Pi.

**ARIZONA STATE, GAMMA OMEGA**—Gamma Omega Chapter at Arizona State University participated in the AT&T National Collegiate Investment Challenge. The contest, which began in November of 1988, and ended in February of 1989, was conducted through the New York Stock Exchange and involved 11,252 collegiate members. Serious participants invested long hours in research in hopes of winning the contest and collecting the grand prize of \$25,000.

The contest proved to be very fascinating and informative to our chapter. Thanks to the efforts of Gary Caballes, Vice President for Chapter Operations, as we earned the standing of third in the state of Arizona and have ranked in the top two per cent in the nation.

We are proud of our achievement and will continue to use our collective knowledge and skills to further our academic and business world education.

—Gary K. Caballes

**NEW MEXICO, GAMMA IOTA**—The Gamma Iota Chapter at the University of New Mexico celebrated its 40th anniversary in 1989. The chapter planned a number of events to promote itself and to celebrate its founding. This semester's activities included: declaration of Delta Sigma Pi Week by UNM President Gerald May; planting of an anniversary rose garden at the Anderson Schools of Management; prominent speakers from the business community; presentations on the history of Delta Sigma Pi and the Gamma Iota Chapter; alumni receptions; and a 40th Birthday Bash which was held in conjunction with the initiation of the spring pledge class.

Many of the events were promoted through the University of New Mexico's Centennial Office. The University of New Mexico is celebrating its 100th anniversary in 1989, as well. Some activities celebrated in 1989 were co-sponsored by UNM and the Gamma Iota Chapter.

—Bryan S. Anderson

**NEW MEXICO STATE, EPSILON UPSILON**—One of Epsilon Upsilon Chapter's main goals this academic year has been to improve upon its fund raising activities. Perhaps our most innovative, community minded idea was to have an auction of the Brothers at a breakfast meeting of the Las Cruces Chamber of Commerce. This created great relations with persons both in our fields of interest, as well as our community, along with a new found abundance of funds.

Some of the monies raised went towards sending Brothers to the Intermountain Regional Leadership Conference held in Tempe. We also participated in community service projects, such as The Whole Enchilada Fiesta, and in engineering our pledge education program. In addition, we put in considerable time planning a gazebo to be donated to New Mexico State University, College of Business Administration, to be utilized for

posting grades and other announcements. We wish our Brothers across the country success in their business and scholastic pursuits.

—Elizabeth I. Arkin

**TEXAS-EL PASO, GAMMA PHI**—All Brothers of Gamma Phi Chapter were especially proud this past Olympic year when one of our own Brothers, Norbert Elliot, participated in the Olympics. He placed 10th overall in the finals of the triple jump.

Norbert, a native of the Bahamas, came to the University of Texas-El Paso in 1982 when the track team was ranked number one in the nation. This two-time All American became a Brother of Delta Sigma Pi in the fall of 1983. Norbert graduated from the College of Business Administration with a Bachelor's Degree in Management in December of 1987, and is currently working on his Master's Degree in International Relations.

Another great accomplishment attained by Norbert came in the summer of 1987 when he placed ninth at the world championships in Rome. He is currently ranked 10th in the world and is ranked first in his native country. Norbert Elliot is a Brother we can all admire and of whom we can be proud.

—Ricardo A. Espino

**WESTERN STATE, ZETA KAPPA**—Zeta Kappa Chapter at Western State College is currently working toward establishing a larger membership, along with more community and student involvement.

We extend our thanks to Chapter Consultant Steve Whalen who visited us early last fall. Brother Whalen made several programming suggestions which we have adopted.

Last semester was eventful for Zeta Kappa Chapter. The majority of our chapter attended the Intermountain Regional Conference, where we enjoyed meeting our fellow Brothers in Arizona. Many Brothers joined us in our Foun-



# The Chapters Speak

ders' Day celebration. We also co-sponsored several on-campus presentations and various other activities.

This semester, we co-hosted several presentations and interviews held on the Western State campus. We also toured a Denver based company.

—Sandra R. Sencibaugh

## WESTERN REGION

**CALIFORNIA-BERKELEY, RHO**—Rho Chapter was extremely active on the University of California-Berkeley campus during the fall of 1988. The semester began with an impressive recruiting program that attracted over 100 prospective members to our semi-annual "Meet the Chapter" night. The fall, 1988, pledge class was the first, since Rho Chapter's reactivation, to achieve 100,000 Chapter Efficiency Index points!

Rho Chapter's professional program consisted of seven events, the most notable being our annual Big Eight Accounting/Consulting Forum which 16 professionals attended. "Hands-on" experience was the theme for last semester's community service events. Our chapter made two, all-day outings with handicapped children.

Rho Chapter also expanded its interaction with other chapters. The Brothers from Berkeley and San Jose State fraternized on the ice during their first annual Broomball Challenge. In addition, Rho Chapter alumnus—Matt Levin—excelled in his new capacity as the fraternity's national Collegian of the Year.

—David D. Sipes

**CAL STATE-CHICO, EPSILON THETA**—Epsilon Theta Chapter started the 1989 school year off with a vigorous calendar of



Several Brothers of Epsilon Theta Chapter talk with prospective members at California State University at Chico near the chapter's recruiting table earlier this year.

events. The pinnacle event of our chapter's professional program this semester occurred in February, when we hosted the Career Fair. We found it a great way to learn about the various employment positions available.

April was a very busy month, as much of it was spent gearing up for our annual Chili-for-Charity cookoff. This was our largest community service event of the year and featured about 20 teams from local organizations competing to see who could cook the best batch of chili and take home the blue ribbon. Chili-for-Charity has developed a large following in the Chico community. It provided a variety of entertainment with live music,

horseshoe contests and plenty of good food and drink.

As a very successful fund raising project, our chapter has created the "Delta Dining Card", in cooperation with local restaurants and nightclubs. The card offers semester-long discounts on dining in the area and provides students with a valuable resource for savings. One third of the three dollar price goes towards Project Child, a local program developed to provide preventative solutions to deal with the problem of child abuse. This product is brand new and is selling very well, having already raised nearly one thousand dollars for charity. We encourage other chapters to take advantage of this profitable public service opportunity.



Brothers and pledges celebrated after the Gamma Psi Chapter Challenge Match at the University of Arizona last fall.

**CAL STATE-FRESNO, IOTA PHI**—This year, Brothers of Iota Phi Chapter attended the Western Regional Conference held in Sacramento, California. The Brothers had a great time and the conference was a profitable experience for those who were able to attend.

We had several fund raisers which included an air guitar dance, car washes, flea market sales and selling tons of tamales. For a community service project, we lended a helping hand working at the Poverello House, serving food to those less fortunate. We also participated in a big splash paint-a-thon.

Our professional program took a look at consulting work and what it takes to write a professional resume. Other activities included tailgate parties at Fresno State's football games, bowling, a Halloween costume party and our weekly pizza nights after the chapter meetings.

—Diane M. Koenig



# The Chapters Speak

## CAL STATE-SACRAMENTO, EPSILON PHI—

During 1988, Epsilon Phi Chapter had a busy year of Brotherhood building and professionalism. High goals were set by the members, with an emphasis in scholarship, fund raising, recruiting and the Chapter Efficiency Index. The semesters were filled with tours, speakers, bike-athons, helping children, car washes, Tahoe Trips and answering phones on television for the local public broadcasting station. Social events were made more memorable by Brothers from Epsilon Theta, Lambda Mu and Rho Chapters. Who could forget the Western Province Party in San Luis Obispo and the Western Regional Picnic in Stockton where 25 members of our chapter, all wearing bright gold jerseys, piled out of one van!

The highlight of the year was the celebration of our 25th anniversary which was attended by many national officers, including Grand President John V. Henik and Past Grand President William W. Tatum, Jr.

By the end of the year, many goals had been realized. These included the initiation of a total of 23 enthusiastic new Brothers, great fund raising and number one in our region for the Chapter Efficiency Index.

—Dale L. Banducci &  
Dolores M. Vasquez

## NEVADA, DELTA PI—

Last fall, Delta Pi Chapter initiated 12 new members after a successful recruiting and pledge education program. Our chapter sent six members to the Leadership School last summer in Los Angeles and six members and two pledges to the Western Regional Conference last October. We hope to send at least 12 members to the Grand Chapter Congress this summer in St. Louis.

Professional activities for the year included speakers on topics ranging from advertising techniques to the health care industry. Speakers such as Frankie Sue Del Pappa, our Secretary of State, and Dave Spencer, from the FBI, opened our eyes to the business world at a higher level.

Community Service projects undertaken included Adopt-A-Family and Junior Achievement's Third Annual Bowl-A-Thon, led by Keith "King" Kossel.

To promote chapter interaction, we were happy to initiate Brother Scott Speal's idea of an Annual Regional Ski Weekend in February. It was attended by Brothers from the Western Region.

—Ophelia L. Fields

## PACIFIC, LAMBDA MU—

With the accrual of 55,000 Chapter Efficiency Index points and placing second in the Western Region, we ended a very successful fall semester. We are now striving to achieve 100,000 points by the end of this semester.

Throughout the year, we have been sponsoring several interesting professional speakers, one of which was a



The Brothers of Epsilon Phi Chapter at California State University at Sacramento enjoyed a friendly game of Wallyball earlier this semester.

School of Business and Public Administration (SBPA) Alumni Forum, co-sponsored with the Student Association of SBPA and the Alumni Council. We had many of our Deltasig Brothers and other alumni come back to tell us how their pursuits in the business world were faring and to share some of their personal experiences.

One of the highlights for this semester will be the celebration of Lambda Mu Chapter's fifth birthday! We are hoping to reunite all the founding fathers of our chapter, as well as all alumni, to join us in this celebration of five great years of Brotherhood, with many more to follow!

—Michele M. Sugai

## SAN FRANCISCO STATE, DELTA OMICRON—

During the fall semester we initiated eight new Brothers who have been a part of many successful events. We sponsored a raffle, "Walked for Hunger", and had a very nice End-of-Semester Banquet.

Another successful event was our community event in which the Brothers participated at Channel 9's fund raiser. KQED, in San Francisco, is a publicly funded network and operates from pledges donated to the station. During our six hour shift of answering phones we signed up 735 new members and raised \$63,707 for KQED! Our participation was definitely an enlightening and fun experience which helped KQED with another fund raising success.

—Sandra N. Lopez

## SAN JOSE STATE, THETA CHI—

Much of our efforts this year were put into upgrading our professional program to meet the needs of the Brothers of our chapter and the entire university population. A few of the speakers that addressed our Brothers represented Apple Computer, Hewlett-

Packard, Lockheed and Dale Carnegie. We also sponsored a tour of the San Francisco Stock Exchange.

Inter-chapter relations have been tremendous. Theta Chi Chapter visited six chapters and attended over 10 chapter, regional and provincial events. The result has been the formation of many new friendships and a stronger Brotherhood here at Theta Chi Chapter.

These are but a few of the many changes that have made Theta Chi Chapter what it is today. With direction and hard work, we surpassed all of our goals and achieved 100,000 Chapter Efficiency Index points. In addition, we earned awards for the Most Improved Chapter, Most Outstanding Chapter, Honor Roll, and Travel Award at the last Western Regional Conference, making Theta Chi Chapter number one in the Western Region.

—Charles F. Brady

## SOUTH PACIFIC REGION

### CALIFORNIA-RIVERSIDE, LAMBDA CHI—

As the newly installed Lambda Chi Chapter at the University of Riverside, we are proud to be your Brothers! With an enormous amount of hard work by all of our members, we are aiming to become the chapter of the year!

The chosen words to describe us as stated by our members are "dedicated, energetic, diverse, and go-getters." Professionalism and Brotherhood, of course, are included. We are overwhelmed about our new charter, are willing and able to live up to the expectations of Delta Sigma Pi, and to the goals we set for ourselves.

This year we visited Southern California Edison, ROHR—an aeronautics engineering company, Mattel, IBM, Capital Rec-

(See CHAPTERS on page 26)





(CONGRESS from page 5)

Here's an overview of the St. Louis experience which is in store for all . . .

## SUNDAY

The 37th Grand Chapter Congress begins on Sunday, August 13, 1989 with Registration. Registration will be a simple and quick process for those who register for the convention in advance.

On Sunday evening, the Grand President's Reception will provide an opportunity for all attendees to personally meet their fraternity officers as well as fellow Deltasigs from throughout the nation. Immediately following the reception will be a dance for all attendees as well as a special dance for alumni featuring those songs of yesteryear at a quieter level.

## MONDAY

On Monday morning, delegates assemble for the Opening Business Session. At this session, all delegates will be officially seated and the reports of the Grand President and the Committee on nominations will be presented. Additionally, an inspiring Keynote Address will be delivered at

*Swimming With A View  
... The Adam's Mark*

## The President

this session. Also on Monday morning, an optional city tour will provide a comprehensive overview of the city of St. Louis and its attractions.

On Monday afternoon, Regional delegations will have an opportunity to meet with their respective Regional Director and Regional awards will be presented. After the Regional Meetings, the evening is free for all attendees to experience the many sights and sounds of St. Louis on their own.









## REGISTRATION POLICIES

- Registration fees do not cover any portion of hotel room costs nor meals which are not a part of the Official Convention Program for the respective registration category. Optional event fees do not cover meals unless otherwise indicated.
- The Advance Registration cutoff date is **July 14, 1989**. Registrations **received at The Central Office after July 14, 1989 and until August 8, 1989** will be processed at Regular Registration rates. After August 8, 1989, all registrations will be processed at On-Site Registration rates.
- Cancelled registrations will be refunded in full less a \$10.00 per person service charge if cancellation notice is **received at The Central Office by July 31 1989**.
- **CANCELLATIONS RECEIVED AFTER JULY 31, 1989 WILL NOT BE REFUNDED!**
- Transfer of registration will incur a \$10.00 per registrant service fee. Registration cannot be transferred without the expressed, **written consent** of the original registrant.
- Optional Events are offered on an availability basis only. As space is limited on some events, these are offered on a first come, first served basis. Tickets for Optional Events may not be available on site at the convention.

## OFFICIAL CONVENTION TRAVEL SOURCE

When making your travel plans for The 37th Grand Chapter Congress  
be sure to use the Official Convention Travel Agency  
for Delta Sigma Pi,  
the Ohio Automobile Club—Oxford, Ohio Branch.  
In addition to their regular services, this agency  
is authorized to offer special discounted fares for  
The 37th Grand Chapter Congress for those attendees traveling on TWA.  
Call Linda or Doti collect at 513-523-6374.





# THE 37th GRAND CHAPTER CONGRESS

## Tentative Schedule

### Sunday, August 13, 1989

10:00 A.M.-6:00 P.M. Registration  
 8:00 P.M.-9:00 P.M. Grand President's Reception  
 9:00 P.M.-12:00 A.M. Opening Night Dance  
 Yellow Dog Initiation  
 Pink Poodle Initiation

### Monday, August 14, 1989

9:00 A.M.-12:00 P.M. Opening Business Session  
 Keynote Address  
 9:00 A.M.-1:30 P.M. Tour of Saint Louis—[O]  
 1:30 P.M.-3:00 P.M. Regional Meetings  
 —Segment I  
 3:30 P.M.-5:00 P.M. Regional Meetings  
 —Segment II

Evening Free

### Tuesday, August 15, 1989

8:00 A.M. Educational Foundation  
 —Biennial Meeting  
 9:00 A.M. Saint Charles Tour [O]  
 9:00 A.M.-12:00 P.M. Opportunity '89  
 —The Career Fair  
 12:00 P.M.-1:30 P.M. Awards Luncheon  
 2:00 P.M.-5:00 P.M. Educational Seminars

Evening Free

[O]—Optional Event

### Wednesday, August 16, 1989

8:00 A.M.-12:00 P.M. Legislative Business Session  
 10:30 A.M. Pink Poodles—[O]  
 —Brunch & Meeting  
 1:30 P.M.-3:00 P.M. Candidates' Forum  
 3:00 P.M.-4:00 P.M. Provincial Candidate  
 Forums  
 4:00 P.M.-5:00 P.M. Regional Candidate Forums  
 —Segment I  
 5:00 P.M.-6:00 P.M. Regional Candidate Forums  
 —Segment II  
 6:45 P.M. The President—[O]  
 River Boat Cruise

### Thursday, August 17, 1989

8:00 A.M.-11:00 A.M. Business Session  
 12:30 P.M.-3:30 P.M. Educational Seminars  
 4:00 P.M.-6:00 P.M. Initiation of National  
 Honorary Member  
 8:00 P.M. Grand Chapter Congress  
 Banquet & Ball

### Friday, August 18, 1989

8:00 A.M.-9:30 A.M. Collegiate Seminars  
 9:30 A.M.-10:45 A.M. Regional Forums  
 —Segment I  
 10:45 A.M.-12:00 P.M. Regional Forums  
 —Segment II  
 12:00 P.M.-2:00 P.M. Farewell Luncheon

**USE THE ENCLOSED FORM TO REGISTER FOR  
 THE 37TH GRAND CHAPTER CONGRESS.**

**ADVANCE REGISTRATION CUTOFF DATE  
 IS  
 JULY 14, 1989.**





*St. Louis  
... It's Alive!*

Courtesy of the St. Louis Convention & Visitors Commission

## TUESDAY

On Tuesday morning, all attendees will enjoy Opportunity '89—The Career Fair. This program planned over the last two years by the Career Fair Committee will provide an opportunity to meet with recruiters from companies representing a wide variety of fields. Also on Tuesday morning, the biennial business meeting of the Delta Sigma Pi Educational Foundation will take place.

One of many convention highlights will be the Awards Luncheon. At this event, all fraternity-wide awards will be presented. Be sure to have your cameras ready for these special presentations to the best in our fraternity.

Immediately after the Awards Luncheon, an optional tour to historic St. Charles will depart our convention hotel. This event will last for the entire afternoon and will offer a special chance to experience the many sights, sounds and shops of this historic city. Also on Tuesday afternoon will be the first round of an interesting array of educational seminars for collegiates and alumni; for

the chapter and for the individual. After the seminars, Tuesday evening is free for all attendees.

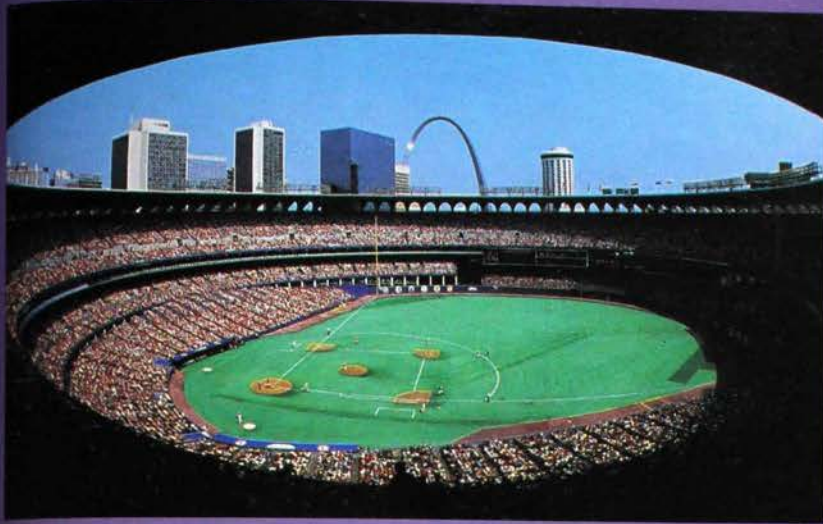
## WEDNESDAY

Wednesday will begin with the most important Legislative Business Session. During this phase of the convention business, amendments to the Laws of the fraternity will be considered by the delegates. This session provides an example of the strength of the foundation of our Brotherhood as the course of our future is set. Also at this session, final nominations for elected office will be accepted.

Wednesday afternoon will provide an opportunity to meet each of the candidates for elected office. The various caucuses scheduled will permit each member to meet candidates for the fraternity-wide, regional and provincial positions.

A special convention event on Wednesday evening will be an optional cruise on The President, the largest party boat on the Mississippi River. The President Riverboat Cruise offers a choice of





Courtesy of the St. Louis Convention & Visitors Commission

*Busch Stadium  
... just steps away*

packages for attendees but it all will culminate in a memorable convention experience.

## THURSDAY

Thursday will bring the Final Business Session at which fraternity officers for the 1989-91 biennium will be elected. During the afternoon, additional sessions of the educational seminars will be conducted followed by the impressive initiation of the National Honorary Member. The initiation will be followed by an address by our newest Brother as well as a question and answer period.

On Thursday evening, The Grand Chapter Congress Banquet & Ball will be held. This semi-formal event will perhaps provide the most memories of any event of this convention. After the

dinner and program, The Grand Chapter Congress Ball will begin.

## FRIDAY

Friday morning will dawn early after the events of Thursday but on this last day of the convention, several special events will take place. A series of special seminars will kick-off the day followed by an opportunity for chapter delegations to meet with their newly-elected leaders in special session. Lastly, the program of the Farewell Luncheon will provide for the presentation of a few final awards. It will also offer that last chance to exchange addresses with those new-found Deltasig friends and to exchange goodbyes.

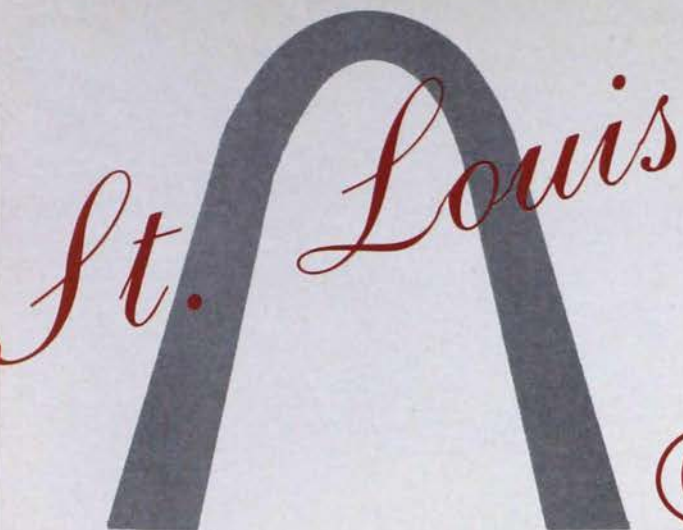
The 37th Grand Chapter Congress will be the highlight of the biennium. It is the most popular of all fraternity events as it is the hallmark of all that we are today and it provides a glimpse of what we will be in the future. Be in St. Louis—the Gateway to Brotherhood—you will never regret it!



Courtesy of the Adam's Mark Hotel

*A Majestic Welcome  
... The Adam's Mark*





# Gateway to Brotherhood

**Introducing the  
St. Louis Alumni Chapter,  
host to the 37th Grand Chapter Congress**

**T**he St. Louis Alumni Chapter had its initial beginnings in the early 1930's and has existed in many forms since then. In the early years it was composed primarily of Brothers from the Beta and Alpha Beta Chapters. After being dormant for many years, the chapter was re-chartered as the Southern Illinois Alumni Chapter in the mid-1970's by interested members of the Eta Sigma Chapter at SIU-Edwardsville. It is now called the St. Louis Alumni Chapter.

Since the 1970's, the chapter has grown and flourished with the help of many of the newer chapters in the region. Today, membership stands at approximately 100 members, with a good active base of core members that has brought stability and continued growth.

The social calendar of the alumni chapter is a busy one. The chapter holds a monthly social/happy hour at

a favorite pub in the Central West End every third Thursday of the month. Members congregate after work to rekindle friendships, start a few new ones and to partake in some of their favorite beverages.

Additionally, theme parties are the rule on a bi-monthly basis. Whether it be a Halloween, Christmas, After Tax, or a Winter Beach party, there is always a good time to be found at one of the theme parties. The St. Louis Alumni Chapter has sponsored hayrides, day trips to Hermann, Missouri, for Oktoberfest, summer picnics, ice skating, Cardinal Baseball games and much more.

The flagship program of the alumni chapter is called "Undergrad Weekend." The chapter invites members of collegiate chapters from the greater midwest to St. Louis for a three day weekend packed with professional, social and recreational activities. The alumni chapter sponsors



tours with leading businesses and corporations in the metro area for the collegiate chapter members to attend. Optional tours of the Gateway Arch and the Anheuser Busch Brewery are scheduled for later in the day. The weekend is rounded out with a volleyball tournament, a St. Louis Blues hockey game and several other social functions. The event becomes a bigger draw each year with over 250 Brothers in attendance last spring.

The primary fund raising activity of the St. Louis Alumni Chapter is the chapter's annual booth at the V.P. Fair held on the 4th of July on the grounds of the beautiful Gateway Arch. It is a cooperative effort involving several thousand man-hours that is fun, always interesting, sometime stressful and, best of all, profitable. The booth allows the chapter to fund most of the year's events and to keep dues at a minimum. Additionally, first year dues are now free to graduating seniors because of the profitability of the booth.

The chapter also endeavors to take an active role in community service. The chapter responded to a call for help from the small parish of the Old Cathedral (as seen on the back cover of the winter, 1989, issue of *The DELTASIG*) to help decorate this historic monument at Christmas time. The chapter has also participated in several other service projects for various charitable organizations in the St. Louis area and has been developing closer working relationships with several United Way organizations and charities.

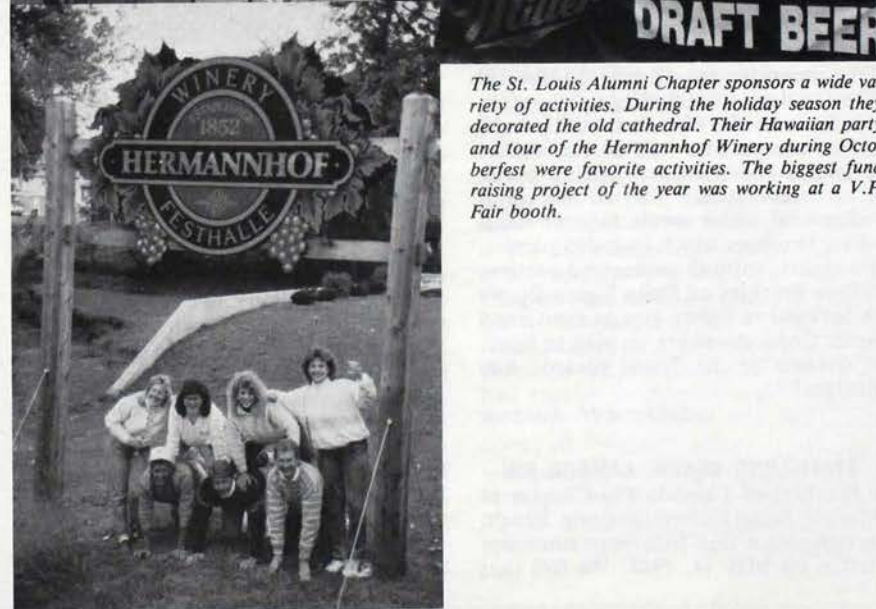
The St. Louis Alumni Chapter has also played host to the fraternity's Executive Committee last August during their meeting at the Adam's Mark Hotel. The Executive Committee and The Central Office staff were the guests of the chapter on an evening excursion on the riverboat, "The President." Most remarked at the rebirth in the downtown area and felt that St. Louis would be an attractive setting to serve as the host for the 37th Grand Chapter Congress.

Members of the St. Louis Alumni

Chapter are eagerly awaiting your arrival in August for the 37th Grand Chapter Congress. They have been actively planning outside events to help make your stay in St. Louis as interesting and enjoyable as possible. The St. Louis Cardinals are in town the first three nights of the Congress and the downtown will be a hub of

activity. "The Landing" is an excellent opportunity to explore the nightlife and the riverfront area.

All in all, it looks to be an action-packed, fun-filled week in St. Louis. The St. Louis Alumni Chapter will be on call to help you with any advance preparations or provide any assistance you may require.



*The St. Louis Alumni Chapter sponsors a wide variety of activities. During the holiday season they decorated the old cathedral. Their Hawaiian party and tour of the Hermannhof Winery during Oktoberfest were favorite activities. The biggest fund raising project of the year was working at a V.P. Fair booth.*



# The Chapters Speak

(CHAPTERS from page 17)

ords, GM and the Pacific Stock Exchange. Some of these events were open to all UCR students. Our goal is to achieve community awareness for our chapter through program implementation.

In our fund raising department, we sponsored a trash-a-thon for the city of Riverside, a book buy back sale and a free dance night at Fashions, in Upland. At the end of the year, we had a banquet to celebrate all of our accomplishments.

—Marilyn Leong

## CAL POLY-SAN LUIS OBISPO, KAPPA MU—

Kappa Mu Chapter at California Polytechnic State University in San Luis Obispo once again hosted the Western Provincial Party. The success of last year's gathering of so many Deltasigs led us to decide to host the gathering once again this year. In January, the chapter went on a professional tour in the Los Angeles area and visited the Chevron U.S.A. Inc., refinery in El Segundo, and to the headquarters of the Los Angeles Times.

One special highlight from last year was the South Pacific Regional Conference held in San Diego, California. Our chapter was designated to select an Honorary initiate. We chose Dr. Sam Goodman, from Atherton, California. We are proud to have Dr. Goodman as a part of the Kappa Mu Chapter.

—Michael J. Downs

## CAL STATE-FULLERTON, LAMBDA SIGMA—

Lambda Sigma Chapter ended 1988 with a great deal of Brotherhood and a very prosperous and successful Delta Pledge Class.

This year started off with a ski trip to Bear Mountain in mid-January. Over two-thirds of our chapter enjoyed three sunny days of skiing on the slopes of Southern California. For a few, it was an opportunity to learn to ski for the first time, while for others, it was an enjoyable last run on the slopes before beginning our spring semester.

This semester we sponsored several professional events including guest speakers and tours. We also had weekly bake sales on campus, as well as car washes throughout the semester. Spring break was a "stress break" for us. We sponsored several social events for our hard-working Brothers which included picnics, video nights, softball games and parties.

Fellow Brothers of Delta Sigma Pi, we look forward to seeing you at the Grand Chapter Congress where we plan to be repeat winners of the Travel Award. Any challenges?

—Richard H. Lanzner

## CAL STATE-LONG BEACH, LAMBDA PHI—

The Brothers of Lambda Phi Chapter at California State University-Long Beach, have completed our first year since our initiation on May 14, 1988. We feel that



The Brothers of Lambda Psi Chapter at the University of Hawaii at Hilo were joined by Assistant Executive Director Mike Walsh as they entered the Thurston Lava Tube during a tour of the Volcano National Park on the Big Island.

we have been extremely successful. Our recruiting efforts have added many new Brothers and one professor to our newly formed chapter.

Our professional programs included many speakers ranging from the Acting Dean of the School of Business to Image Consultants. Late last semester we were lucky enough to tour the inner workings of the S.S. Queen Mary which is located in our very own Long Beach Harbor.

At the South Pacific Regional Conference, the Lambda Phi Chapter was awarded a plaque for having the highest percentage of Brothers in attendance.

We had two most profitable fund raising activities, selling tickets to the Magic Mountain Amusement Park and the Nestle Candy Drive.

We are looking forward to even more success in the years to come.

—Yvonne B. Fritz

## CAL STATE-NORTHRIDGE, IOTA UPSILON—

Our calendar has been filled with several events this year. In November, we hosted a community service/alumni/interchapter party with over 100 people in attendance, including the Western Provincial Vice President, the South Pacific Regional Director and District Director. Fun was had by all at our Winter Retreat at Lake Arrowhead over Super Bowl weekend. Further, in April, we celebrated Iota Upsilon Chapter's ninth birthday by including our families at our general meeting and professional event.

As a result of the efforts demonstrated by our Senior Vice President and Vice President for Pledge Education, we initiated 19 new Brothers last semester.

This year has been filled with much hard work and yet, plenty of excitement,

as well. This is due, in part, to the strong support exhibited by our chapter and Executive Committee, under the direction of President Carol Snyder.

In closing, we can all look forward to our Summer Retreat in July, and the Grand Chapter Congress in August, with much anticipation.

—Joyce L. Michelson

## HAWAII-HILO, LAMBDA PSI—

The past semester has been a busy and exciting one for the new Brothers of Lambda Psi Chapter, the first collegiate chapter in Hawaii! We began the semester as members of Alpha Theta Kappa Colony and finished the semester as Brothers of Delta Sigma Pi.

In between, we sponsored many different activities including our Hilo Airport and Volcano National Park tours. We also took part in the March of Dimes walk and our annual picnic with foster children.

We enjoyed our February visit with Assistant Executive Director Mike Walsh. The highlight of the visit was our being officially pledged to the fraternity.

The highlight of the semester, though, came with our installation as Lambda Psi Chapter on April 22, 1989. Our goal of becoming a chapter of Delta Sigma Pi was finally achieved.

We would like to thank all of the national officers, members of the Hawaii Alumni Chapter and Central Office staff for attending our installation. We would also like to thank all of the collegiate and alumni chapters, national officers and members of the Golden Council for their support and letters of congratulation. Finally, we especially want to thank Brother Clayton E. Chong; without his support and guidance, we would have never reached our goals.



# The Chapters Speak

We look forward to representing Delta Sigma Pi in Hawaii and to meeting any Brothers who may travel to the Big Island. We are also looking forward to attending the 37th Grand Chapter Congress in St. Louis. Mahalo!

**LOYOLA MARYMOUNT, DELTA SIGMA**—Last fall, we initiated 12 new Brothers after a very successful recruiting program. Now, with the increased size of our chapter, we hope to sponsor many new, challenging events and fund raising activities.

The fall professional program was highlighted by a tour of the Tonight Show studio followed by a taping of the show. It proved to be very informative and also a lot of fun.

Our SOB (Students of Business) T-shirts were also a hit on the LMU campus. This helped us to increase our visibility as well as motivate business students to get involved.

Our chapter sent several representatives to the South Pacific Regional Conference where our Brothers shared various ideas and experiences with other chapters and also received some great ideas in return. The conference helped to motivate our chapter as we strive toward our new challenges.

With an increased emphasis on participation and involvement this semester, our chapter has concentrated on increasing its activities in the professional and community service areas. This semester's plans included the First Annual Business School Banquet and also our 30th Birthday Celebration.

—Renee M. Butrick

**SAN DIEGO STATE, IOTA PI**—For a fund raising activity last semester we broke away from the traditional car washes and credit applications and sponsored a 10K run. Our "Rock'n' Roll 10K and 2-Mile Fun Run" was held at scenic Mission Bay Park. The 10K event had a great turnout and runners of all ages had a blast to the past with some post-race rock and roll music, Carl's Jr., hamburgers, and a limbo and hula hoop contest.

For our homecoming celebration, we nominated Brothers Bob Izumi for King, and Mary Ann Funk for Queen. We were especially proud when Bob was named to the Homecoming Court of San Diego State.

The highlight of last semester was at the South Pacific Regional Conference held at the Hanalai Hotel in San Diego. The Brothers of Iota Pi Chapter were honored to receive the Most Outstanding Chapter Award, and for the third year in a row, the national Community Service Award. We also initiated faculty member, Dr. Anna Newton.

The semester ended with our Fall Banquet where we welcomed our new initiates and saluted our graduating Brothers.

—Louella S. Cortez



Assistant Executive Director Mike Walsh presents Hawaii Alumni Chapter President Clayton Chong with the chapter's franchise certificate following their dinner at Byrons II in Honolulu.

**HAWAII**—The Hawaii Alumni Chapter had an enjoyable dinner with Assistant Executive Director Michael T. Walsh in Honolulu, Hawaii, on February 3, 1989. Members present were President Clayton Chong (Alpha Upsilon-Miami-Ohio), Randall Lee (Delta Omicron-San Francisco State), Jim Sherry (Delta Kappa-Boston College), Clyde Abe and Wayne Kido (Epsilon Upsilon-New Mexico State), and Michael Dudley (Delta Sigma-Loyola Marymount).

A special pledging ceremony for Ernest Beddo from the Alpha Theta Kappa Colony at the University of Hawaii at Hilo was conducted by Mike Walsh and the alumni chapter.

The Hawaii Alumni Chapter enjoyed participating in the installation of Lambda Psi Chapter, the first Delta Sigma Pi collegiate chapter in Hilo, Hawaii. We also enjoyed meeting the Deltasigs who came to Hawaii for the installation.

For more information about the Hawaii Alumni Chapter, contact Clayton Chong at 808-935-5069 or 808-935-4214.

—Clayton E. Chong

**SAN DIEGO**—America's Finest City-San Diego Alumni Chapter has had a 500 per cent growth in active membership during the past year! We held many exciting events including a Padre/Dodger baseball game with the Orange County Alumni Chapter last June, and our Second Annual Alumni/Undergraduate Picnic last September. Many of our alumni chapter members participated in the South Pacific Regional Conference in San Diego last October, and once every two months we meet for a happy hour get together which everybody loves.

Events held included a Regional Board Meeting with other alumni chapters, a barbecue and day of volleyball on the beach and June elections being planned with a victory party to follow.

Our alumni chapter would like to welcome all alumni in the San Diego area to join us in Brotherhood and share in new ideas. Please contact Janice Wear 619-562-7255 or Laura Jensen 619-281-4828.

—Laura L. Jensen

*Editor's Note: The following article was inadvertently omitted from the Winter, 1989, issue.*

## NORTHERN PROVINCE

### CENTRAL REGION

**INDIANA, ALPHA PI**—The Executive Committee of Alpha Pi Chapter enjoyed a September retreat with the entire pledge class. The pledges were treated to a fun filled cook-out at Lake Lemon. Hot dogs, hamburgers, and potato chips were the main attractions at the cook-out.

The fall pledge class put on their social event for the semester. The Alpha Pi Chapter was invited to Pic-A-Chi Farms for a barn dance. All of those who attended enjoyed a hayride, bon-fire and delicious refreshments. The Brothers also had another celebration just a week later. A party was thrown in November in honor of Founders' Day.

Alpha Pi Chapter initiated 23 new members last November. We are counting on the creativity and ideas of these new initiates to make us a stronger chapter.

—Brian L. Davis



# Taking Note

**Christine N. Mancino**, *Adelphi*, has accepted a new position as Commercial Credit Analyst with Apple Bank for Savings in Plainview, NY.

**Serge St-Leger, Jr.**, *Adelphi*, has accepted a new position as Staff Accountant with Coopers & Lybrand in New York City, NY.

**Donna M. Smith**, *Adelphi*, has been promoted to Office Manager with Leo Israel & Company in Mineola, NY.

**Teresa R. Capaccio**, *Adelphi*, has accepted a new position as Assistant Project Director with Home Testing Institute in Port Washington, NY.

**Colleen A. O'Donohue**, *Adelphi*, has accepted a new position as Assistant Controller with Global Steel in Deer Park, NY.

**Steven Goldstein**, *Adelphi*, has accepted a new position as Contracts Administrator with Computer Association in Garden City, NY.

**Jay F. Smyre**, *Cal State-Sacramento*, is Western Area Sales Manager for the Foods Division of the Coca-Cola Company in Houston, TX.

**Sandra J. Martin**, *Central Florida*, has accepted a new position as Special Events Coordinator with Orlando Fashion Square in Orlando, FL.

**Ann L. Nawrocki**, *Central Florida*, has accepted a new position as Assistant Broker with Michael O'Shaughnessy, Inc., in Winter Park, FL.

**Jo Marie Dancik**, *Cincinnati*, has been admitted to partnership and concurrently has been appointed Partner-in-Charge of Management Consulting Services with Ernst & Whinney in Denver, CO.

**Julie R. Busboom**, *Colorado*, is Sales Representative with the Eli Lilly and Company in Las Vegas, NV.

**David S. Kilmnick**, *C. W. Post*, has accepted a new position as Assistant Director of Student Activities at Adelphi University in Garden City, NY.

**Steven R. Johnson**, *Ferris State*, has accepted a position in Computer Operations with Bil Mar Foods in Zeeland, MI.

**John A. Watton**, *Florida Atlantic*, has a new position as Firm Administrator with McRae, Lambrecht & Wagner, P.C., in Atlanta, GA.



## BLANCHARD NAMED CEO OF NEW AUGUSTA BANK

**Patrick G. Blanchard**, *Georgia Southern*, was recently named President and Chief Executive Officer of Georgia Bank & Trust Company of Augusta, Georgia.

He is a graduate of the public schools of Columbia County and Georgia Southern College where he serves on the Board of Directors of the Georgia Southern College Foundation and the Advisory Board of the School of Business. In 1984, he was honored as Alumnus of the Year by the School of Business.

Blanchard began his professional career with Georgia Railroad Bank & Trust Company in Augusta, Georgia, in 1966. During the fall of 1970, he was appointed to the position of Assistant State Treasurer of Georgia. He served in that relative capacity at the State Capitol until 1974, at which time he was elected President of Georgia State Bank.

He served as President of Georgia State Bank for 11 years and through its merger with Georgia Railroad Bank & Trust Company in 1985, and continued to serve as President of the Columbia County Division of Georgia Railroad Bank up through its acquisition by First Union Corporation through 1986.

He retired from the First Union organization in 1988, and was named President and Chief Executive Officer of Georgia Bank & Trust Company of Augusta which was recently organized.

He is recognized on a local and national level in the field of banking. His activities include serving as a member of the Southeastern

Board of Directors and the National Nominating Committee of the Bank Administration Institute. He has also served on the State Board of Directors of the Georgia Bankers Association, many civic, professional and charitable organizations which include the Greater Augusta YMCA Board of Directors, the Augusta Resource Center on Aging Advisory Board, the National Science Center Foundation Steering Committee of the Building Campaign and the Richmond-Columbia County Unit of the American Cancer Society where he recently served as Chairman of the Board.

**Susan Barnaby Brown**, *Indiana-Indianapolis*, has been promoted to Desktop Publisher with Barnes & Thornburg in Indianapolis, IN.

**Ulf P. D. Nygren**, *Iowa*, was appointed Information & Market Communication Manager of ABB Distribution AB in Vasteras, Sweden, in January of 1988, and in March, was at the same time appointed as Coordinator-World Wide of Market Communication within Business Area Low Voltage Apparatus of Asea Brown Boveri. Asea Brown Boveri is the world's largest electrotechnical corporation, with over 180,000 employees in 800 companies in 140 countries.

**David M. Gasway**, *Iowa*, is an Area Sales Manager/Merchandising Associate with Rolex Watch, U.S.A., Inc., in Minneapolis, MN.

**Lynn S. Schirmer**, *Miami-Ohio*, has been named Auditor in the Medicare Audit and Reimbursement Department for Community Mutual-Blue Cross/Blue Shield in Cincinnati, OH.

**Norman Kromberg**, *Nebraska-Lincoln*, is National Bank Examiner with Comptroller of the Currency, Midwestern District, in Omaha, NE.

## WINDESHAUSEN SCHOLARSHIP ENDOWED

A scholarship in marketing has been named for Dr. H. Nicholas Windeshausen, *Nebraska-Lincoln*, at California State University at Sacramento. The H. Nicholas Windeshausen Scholarship in Marketing will be endowed by The H. Nicholas and Joyce J. Windeshausen Endowment Fund. The Fund was created when Dr. and Mrs. Windeshausen transferred 180 shares of American Telephone and Telegraph stock to the university. When the stock was sold by the university, the value amounted to over \$5,000.00. Since then, several other donors have contributed to the Endowment Fund with a goal to reach \$10,000.00.

Dr. Windeshausen, Emeritus Professor of Management (Marketing) at California State University at Sacramento since 1986, joined the faculty there in 1962. He received his education at the University of Nebraska at Lincoln. In addition to teaching marketing and policy courses, he has been at various times Coordinator of Graduate and Undergraduate Programs, Chair of the Department of Management and Associate Dean of the School of Business and Public Administration.

## ZILEWICZ ESTABLISHES CONSULTING ORGANIZATION

**Edward P. Zilewicz**, *Eastern Illinois*, recently established ZILEWICZ & GAULIN, a management consulting organization, in Ft. Lauderdale, Florida. His firm develops and delivers training programs in problem solving skills and training for innovation. They conduct workshops and in-house training programs on a broad range of related topics.

Ed received his Bachelor of Science and Master of Business Administration degrees from Eastern Illinois University, and a Master of Science degree in Creativity and Innovation from the State University College at Buffalo.

Ed enters consulting having served 18 years in education. He taught business courses at Parkland College in Champaign, Illinois, and, most recently, was a faculty member at the Center for Studies in Creativity at the State University College in Buffalo. His responsibilities were in both the graduate and undergraduate programs on creative thinking.



# Taking Note

**Jack E. Perkins**, *Nevada*, has accepted a new position as Retail Manager with Futronics, Inc., in Sparks, NV.

**Jill A. Edwards**, *North Carolina-Chapel Hill*, is Sales Representative with W. H. Brady in Milwaukee, WI.

**Richard B. Featherston**, *North Carolina-Chapel Hill*, has been promoted to Assistant Prepress Foreman with News and Observer Publishing Company in Raleigh, NC.



## DELTASIG LEADS FASTEST GROWING COMPANY

**Thomas G. Wolf**, *St. Joseph's*, is Chief Executive Officer of Computer Advisory Group, a company providing professional services in the area of data processing. The Group was named #438 in Inc. Magazine's list of one of America's 500 fastest growing companies in 1988. Founded in 1983, the Group posted sales of \$1,131,000 last year, up from a base of \$137,000 in 1983. Projected annual sales for next year exceed \$2.0 million.

The Computer Advisory Group has offices in Lancaster and King of Prussia, Pennsylvania, and serves a regional market. The company has over 30 professionals on staff and is owned by brothers Thomas G. Wolf and G. Theodore Wolf.

**Christopher W. Kemp**, *Ohio*, has been named Programmer with Sterling Software-Creative Data System Division in Beachwood, OH.

**Sherri Rogers Petroff**, *Oklahoma State*, is Staff Accountant with Arthur Young & Company in Oklahoma City, OK.

**Andrea Chesson**, *Purdue*, is Systems Analyst with Arthur Andersen in Chicago, IL.

**John R. Kappus**, *Purdue*, is Financial Analyst with General Dynamics in San Diego, CA.

**Michael A. Plamondon**, *Purdue*, is Consult-

ant/Systems Analyst with Arthur Andersen in Chicago, IL.

**Paul P. Serame**, *San Jose State*, is Bartender with Old Spaghetti Factory in San Jose, CA.

**Tammy Audaer Mizrahi**, *South Florida*, is Systems Coordinator with John Hancock Properties, Inc., in Boston, MA.

**John C. Erdos**, *SUNY-Buffalo*, has been named Buyer at J. Crew in New York, NY.

**Ann K. Baumer**, *SUNY-Buffalo*, is Operations Analyst in the area of MIS Planning and Development with the Carlson Marketing Group, a unit of the Carlson Companies, Inc., in Minneapolis, MN.

**Neil B. Spak**, *Temple*, has accepted a new position as Trust Accountant with Pension Consulting Services in Pennsauken, NJ.

## RUNYAN NAMED SENIOR VICE PRESIDENT

**John S. Runyan**, *Washburn*, has been named Senior Vice President-Retail Concepts with Fleming Companies, Inc.

His responsibilities will be extended to include development of price impact and warehouse markets such as Food 4 Less, Checkers and Super Save. He also will work closely with associates at Malone & Hyde in order to broaden the use of the Megamarket and Super I concepts in other areas served by Fleming. He will work with voluntary groups such as IGA and Piggly Wiggly in implementing overall company strategies.

Another new aspect of his responsibilities will be to work closely with division sales managers on a dotted line basis, to help them provide the strongest possible support to affiliated retailers.

John has been associated with Fleming since 1963, joining the company in Wichita and serving there and in Houston as frozen food and grocery merchandising manager. In 1971, he moved to California where he started the Fremont frozen food operation. He was promoted to sales manager in 1973 and to division manager of Oakland perishables in 1977. Two years later he became president of the Fremont/Oakland division. In 1983, he was elected a corporate vice president and assumed responsibilities for the Western region. The following year he was named senior vice president—operations for the Western region and, in 1987, he became senior vice president—Food 4 Less/retail concepts.

**Stanley F. Poszywak**, *West Liberty State*, has accepted a new position as Assistant Bank Examiner with the Office of the Comptroller of Currency.

**John C. Frankovitch**, *West Liberty State*, has been promoted to Internal Auditor with Weirton Medical Center in Weirton, WV.

**Gary I. Gwynn**, *West Liberty State*, is President of Gwynn Advertising, Specialty Advertising Distributor, in Triadelphia, WV.



## GORDON PROMOTED TO VICE PRESIDENT

**Albert S. Gordon**, *SUNY-Albany*, has recently been promoted to Vice President of Marketing and Planning for The Westwood Group, Inc., owners of multi-unit restaurants and a greyhound racing facility. Having served a year as Director of Marketing, his expanded responsibilities will include the planning and implementation of the corporation's advertising, promotion and public relations programs. His role will also extend to the strategic planning and financial analysis for Westwood Financial, Inc., a merger and acquisition division of the parent company.

Prior to joining The Westwood Group, Inc., he was in brand management at Procter & Gamble Co., at their corporate headquarters in Cincinnati, Ohio. His responsibilities included the comprehensive development of strategic plans, creative positioning and advertising and promotional programs. He has also been a senior accountant for Peat, Marwick, Mitchell & Company in New York City, and is a certified public accountant.

Collegian of the Year 1981, he has served on the Board of Directors and Executive Committee of the fraternity and has also served as Treasurer of the Delta Sigma Pi Educational Foundation.

**Kenneth M. Winter**, *Wisconsin-Whitewater*, has finished his Ph.D (Accounting) at the University of Wisconsin-Madison and is a new member of the accountancy faculty at the University of Wisconsin-La Crosse.



# Bits and Pieces

## Mergers

**Sheila A. Spradlin**, *Bowling Green State*, on October 15, 1988, to Marty Miller, at Tiffin, OH.

**Stuart W. Wilging**, *Bowling Green State*, on October 15, 1988, to Angela K. Andrews, *Bowling Green State*, at Woodville, OH.

**Karen K. Mader**, *Bowling Green State*, on October 15, 1988, to Brent H. Bigelow III, at Stony Ridge, OH.

**Catherine C. Smith**, *Cal State-Long Beach*, on August 20, 1988, to Evan Smith, at Fountain Valley, CA.

**James P. Corby**, *Grand Valley State*, on June 25, 1988, to Julie Beckering, at Grand Rapids, MI.

**Michael S. Rigsby**, *Indiana-Bloomington*, on June 25, 1988, to Donna Gay, at Austin, IN.

**John A. Brumleve**, *Indiana-Bloomington*, on October 22, 1988, to Teresa Creek, at Bloomington, IN.

**William P. Brown II**, *Indiana-Indianapolis*, on September 17, 1988, to Susan K. Bamaby, *Indiana-Indianapolis*, at Indianapolis, IN.

**J. Brent Creed**, *Indiana-Indianapolis*, on January 7, 1989, to Anne Janette Arndt, at Brownsburg, IN.

**Harold A. Lusk III**, *Indiana-Northwest*, on May 7, 1988, to Suzanne Lasky, at Munster, IN.

**Ulf P. D. Nygren**, *Iowa*, on July 2, 1988, to Maria Delham, at Kolsva, Sweden.

**David M. Gasway**, *Iowa*, on July 3, 1988, to Susan K. Lake, *Northeast Missouri State*, at Cedar Rapids, IA.

**Timothy J. Haley**, *Miami-Florida*, on September 24, 1988, to Cathy Vigeant.

**Lisa J. Masters**, *Missouri-Columbia*, on September 3, 1988, to Steven N. Lohe.

**Jack E. Perkins**, *Nevada*, on January 9, 1988, to Diana L. Barlow, *Nevada*, at Reno, NV.

**Matthew J. Bentz**, *Northeast Missouri State*, on October 8, 1988, to Colleen Dominic, at Seneca, IL.

**Laura A. Reischling**, *Northeast Missouri State*, on September 17, 1988, to Steve Garrett, at Ottumwa, IA.

**Janelle M. Elmore**, *Northeast Missouri State*, on June 11, 1988, to Brian T. Beauchamp, at Danville, IA.

**Lisa M. Willett**, *Northeast Missouri State*, on August 6, 1988, to Curt L. Straavaldson, at Centerville, IA.

**Jill E. Robb**, *Northeast Missouri State*, on June 11, 1988, to Mark L. Williams, at Moline, IL.

**Kelly M. Beilsmith**, *Northeast Missouri State*, on November 5, 1988, to Grant M. Scharnhorst, at St. Charles, MO.

**Roberto F. Azcui**, *Northeast Missouri State*, on August 20, 1988, to Luanne J. DeGoey, at Kansas City, MO.

**Paul J. Krupela**, *Northeast Missouri State*, on September 23, 1988, to Jill M. Benton, *Northeast Missouri State*, at Sullivan, MO.

**Lisa A. Cannon**, *Northeast Missouri State*, on November 5, 1988, to Kevin D. Wide-man, at St. Charles, MO.

**Kenney D. Hales**, *Northeast Missouri State*, on June 11, 1988, to Kari L. Ross, *Northeast Missouri State*, at Hamilton, MO.

**Kristine L. Kroencke**, *Northeast Missouri State*, on June 4, 1988, to Mitchell Krueger, at Canton, MO.

**Sheila A. Moeller**, *Northeast Missouri State*, on July 2, 1988, to Earl A. Spickermann, at Long Grove, IA.

**Melinda E. McCutchen**, *Northeast Missouri State*, on October 22, 1988, to Jim Shivers, at Jefferson City, MO.

**Timothy P. Stichel**, *Northeast Missouri State*, on June 10, 1988, to Roxanne Malone, at Marshalltown, IA.

**Sherri J. Rogers**, *Oklahoma State*, on September 19, 1987, to Michael G. Petroff.

**Janet L. Brunk**, *Purdue*, on September 24, 1988, to Phillip J. Reber, at Greenwood, IN.

**Kevin A. Hinz**, *St. Cloud State*, on September 24, 1988, to Diane K. Duschler, *St. Cloud State*, at St. Paul, MN.

**Robert J. Remmes**, *South Dakota*, on August 20, 1988, to Mary L. Bernhardt, *South Dakota*, at Denison, IA.

**Susan A. Bodenhamer**, *Southwest Missouri State*, on October 15, 1988, to Ed Trotter.

**Mark A. Szytko**, *Suffolk*, on November 26, 1988, to Eileen Kain.

**Karen Johannecht**, *SUNY-Albany*, on August 27, 1988, to John D. Giffin, at San Francisco, CA.

**Carol L. Doran**, *SUNY-Buffalo*, on August 12, 1988, to Terry Mahon, at Amherst, NY.

**Lawrence R. Kleinman**, *SUNY-Buffalo*, on June 11, 1988, to Denise McCormick, at Auburn, NY.

**Daniel S. Rhoadhouse**, *SUNY-Buffalo*, on May 21, 1988, to Molly Fox, at Middleport, NY.

**Randy S. Eveler**, *Valparaiso*, on June 18, 1988, to Kimberly L. Krenzke, *Valparaiso*, at LaPorte, IN.

**Dawna R. Schultz**, *Valparaiso*, on July 3, 1988, to Frank Reise, at Chicago, IL.

**Norma A. Minogue**, *West-ern Kentucky*, on June 18, 1988, to Tom Woodliff, at Louisville, KY.

**Audrey A. Smith**, *Western Kentucky*, on May 21, 1988, to Joe Meany, at Paducah, KY.

**Wendy S. Knierim**, *West Liberty State*, on September 24, 1988, to Neal Fankhauser, at Bethesda, OH.

**Brenda S. Wagner**, *West Liberty State*, on June 11, 1988, to Frederick S. Wilkerson, at Moundsville, WV.

**Theresa M. Holden**, *Wisconsin-La Crosse*, on November 5, 1988, to Mark J. Ovrada, at Brooklyn Center, MN.

## Dividends

To Brother Mary Anne DeForke, *Houston*, and Paul DeForke, on November 23, 1987, a son, Matthew John.

To Brother Leslie A. Cohen, *Iowa*, and Michael I. Cohen, on October 17, 1988, a daughter, Melissa Ann.

To Brother Steven R. Nickols, *Kent State*, and Pat Nickols, on May 17, 1988, a son, Andrew Steven.

To Brother Emily McKowen Rabalais, *Louisiana State*, and Myron J. Rabalais, on August 21, 1988, a son, James Grant.

To Brother Jose R. Jimenez, *Loyola Marymount*, and Emilia Jimenez, on October 29, 1988, a son, Andrew.

To Brother Robert Brad Anderson, *Missouri-Columbia*, and Brother Connie Petersen Anderson, *Missouri-Columbia*, on November 4, 1988, a daughter, Megan Elizabeth.

To Brother Elizabeth Albers Powers, *New Mexico State*, and Dean E. Powers, on September 17, 1988, a daughter, Sarah Seavonne.

To Brother Martha Rogerson Lilley, *North Carolina-Chapel Hill*, and Eason Lilley, on September 30, 1988, a son, John David.

To Brother Jill Winner Salmon, *Northeast Missouri State*, on September 29, 1988, a daughter, Cathleen Ryan.

To Brother Richard T. Ritter, *Pittsburgh*, and Cheryl S. Ritter, on March 16, 1988, a daughter, Jennifer Lynne.

To Brother Richard D. Nelson, *South Dakota*, and Julie Nelson, on October 3, 1988, a son, Keith Michael.

To Brother A. James Marshall, Jr., *Southern Methodist*, and Linda Marshall, on November 29, 1988, a son, Scott Matthew.

To Brother Jeanice LaRocca Horn, *South Florida*, and Patrick A. Horn, on July 21, 1988, a daughter, Sara Elizabeth.

To Brother Marcia Healey Linneman, *Southwest Missouri State*, and Michael Linneman, on November 5, 1987, a son, Erich John.

To Brother Robert T. Dluzneiski, *Suffolk*, and Pam Dluzneiski, on August 26, 1988, a son, Joshua.

## Memoriam

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

**Wendell M. Adamson**, *Alabama*, 1-19-88  
**Victor J. Smith**, *Alabama*, 11-8-87

**Ferris L. Grooms**, *Angelo State*, 7-11-87  
**David M. McIntosh**, *Auburn*, 6-28-88

**George M. Stuart**, *Auburn*, 11-2-88  
**Leslie L. Melbern**, *Baylor*, 7-11-88

**Francis L. Horgan**, *Boston*, 7-22-87  
**Joseph A. Gallucci, Jr.**, *Bowling Green State*, 8-3-88

**Trusten P. Wadsworth**, *California*, 4-13-88  
**Walter E. Dalby**, *Colorado*, 7-14-88

**Ernest J. Ronveaux**, *Denver*, 11-4-88  
**William J. Murray**, *DePaul*, 5-8-88

**Julian J. Best, Jr.**, *Detroit*, 10-30-87  
**M. David Keefe**, *Detroit*, 3-8-88

**Herbert M. Zerbe**, *Detroit*, 11-1-88  
**David B. Adamson**, *Drake*, 5-30-88

**Herman L. Christiansen**, *Drake*, 11-27-87  
**Louis S. Bonsteel III**, *Florida Southern*, 4-4-88

**Emmett N. Smith**, *Georgia*, 2-88  
**Richard L. Boggs, Jr.**, *Georgia State*, 2-5-88

**Vance L. Brigman, Jr.**, *Georgia State*, 4-1-88  
**William C. Fox**, *Georgia State*, 9-30-88

**Fred M. Owen**, *Georgia State*, 4-15-88  
**Robert L. Watkins, Jr.**, *Georgia State*, 5-3-88

**Thomas W. Tanner**, *Houston*, 10-18-88  
**William L. Batt**, *Indiana-Bloomington*, 6-4-88

**Mat J. Buch**, *Indiana-Bloomington*, 12-26-88  
**Robert M. Huncilman**, *Indiana-Bloomington*, 6-87

**Charles L. Kinderman**, *Indiana-Bloomington*, 8-88  
**Herbert L. Plovman**, *Indiana-Bloomington*, 3-22-88

**John G. Schofer**, *Indiana-Bloomington*, 11-1-88

**David B. Swager**, *Indiana-Bloomington*, 5-25-87  
**Glenn O. Trent**, *Indiana-Bloomington*, 10-4-87

**Maynard D. Dean**, *Iowa*, 7-17-88  
**James W. McQueen**, *Iowa*, 10-12-87

**Wilbert H. Rohlf**, *Iowa*, 2-25-88  
**Charles O. Briddell**, *Johns Hopkins*, 10-8-88

**William H. Stubbins**, *Johns Hopkins*, 1-8-89  
**Wilber A. Mansfield**, *Kansas*, 9-16-88

**Allan S. White**, *Kent State*, 6-12-88  
**William T. Cavanaugh**, *Loyola-Chicago*, 1987

**James H. Cooney**, *Marquette*, 4-16-88  
**Orval H. Guenther**, *Marquette*, 1-12-88

**Roger Parr**, *Marquette*, 9-5-87  
**Grady F. Rials**, *McNeese State*, 6-13-88

**Herbert J. Markle**, *Memphis State*, 10-7-88  
**Walter H. McDaniel, Jr.**, *Memphis State*, 11-27-87

**Frederick L. Jones**, *Miami-Ohio*, 12-12-88  
**John M. Kerger**, *Miami-Ohio*, 3-23-88

**Ford M. Ferguson**, *Minnesota*, 11-27-88  
**Robert W. Rasmussen**, *Minnesota*, 3-17-88

**Durwell F. Vetter**, *Minnesota*, 9-16-87  
**Albert T. Whittle**, *Minnesota*, 4-24-87

**Robert F. Fetznor**, *Missouri-Columbia*, 7-4-88  
**Vincent B. D'Antonio**, *Missouri-St. Louis*, 7-24-88

**Joe B. Flammang**, *Nebraska*—Lincoln, 12-11-87  
**Orlyn M. McCartney**, *Nebraska*—Lincoln, 2-12-88

**Glen H. Reichenbach**, *Nebraska*—Lincoln, 9-1-88  
**Robert M. Sherwood**, *Nebraska*—Lincoln, 1-22-88

**Herman Siefkes**, *Nebraska*—Lincoln, 5-5-88  
**Ramey C. Whitney**, *Nebraska*—Lincoln, 2-17-88

**Robert C. Leasure**, *Nebraska*—Omaha, 9-12-88  
**Ellis B. Bessels**, *New York*, 5-18-88

**Daniel C. Kilian**, *New York*, 11-24-88  
**Anthony W. Huberty**, *Northwestern-Chicago*, 3-12-88

**Samuel T. Parisi**, *Northwestern-Chicago*, 6-27-88  
**Edwin T. Hellebrandt**, *Ohio*, 12-24-87

**Darrell W. Short**, *Ohio State*, 9-1-88  
**Alvin T. Dixon**, *Oklahoma*, 11-21-87

**Raymond G. Moss**, *Oklahoma*, 3-31-88  
**Thomas E. Cox**, *Penn State*, 5-26-88

**Harold C. Romberger**, *Penn State*, 3-87



# Bits and Pieces

- John L. Beatty, *Pennsylvania*, 11-29-88  
 Willard B. Touchton, Jr., *Pennsylvania*, 8-13-88  
 Jacob H. Weber, *Pennsylvania*, 8-87  
 Ronald J. Dougherty, *Rider*, 9-8-88  
 Fred A. Schuster, *Rutgers*, 10-18-88  
 Louis J. Tonini, *Rutgers*, 5-22-88  
 John J. Barry, *St. Louis*, 2-2-88  
 Arthur F. Efken, Jr., *St. Louis*, 1988  
 William P. Maag, *St. Louis*, 1-88  
 William J. Pate, *St. Louis*, 8-20-87  
 Charles E. Robertson, *South Dakota*, 1-24-88  
 Robert M. Drewniak, *SUNY-Buffalo*, 1-7-89  
 Frederick A. Wagner, *SUNY-Buffalo*, 6-8-88  
 John T. Hogan, *Temple*, 6-24-87  
 Michael Shegda, *Temple*, 6-12-88  
 Percy H. Hooser, *Tennessee*, 1-3-88  
 Leonidas C. Shockley, *Texas—Austin*, 11-21-88  
 Donald K. Freeland, *Texas-El Paso*, 11-13-88  
 George E. Wagoner, *Texas-El Paso*, 3-88  
 Kenneth L. Ward, *Utah*, 12-18-88  
 George C. Calhoun, *Western State*, 4-4-88  
 Terry L. Breneman, *Wisconsin—Madison*, 8-23-87  
 Addison P. Drummond, *Alabama*  
 John W. Rucker, *Arizona State*  
 Milton C. Kennedy, *California*  
 Eugene D. Napier, *Chicago*  
 Vincent S. Tierney, *Cincinnati*  
 John J. Shackelford, *Colorado*  
 Jeffrey P. Davidson, *Connecticut*  
 George E. Matlin, *Dayton*  
 Travis Kirkland, *East Tennessee State*  
 Royal Mattice III, *Florida State*  
 Royal Mattice, *Florida State*  
 William L. Iler, *Florida State*  
 Joseph J. Akston, *Georgetown*  
 Russell H. Benton, *Georgetown*  
 Harold M. Slater, *Georgetown*  
 Robert S. Mattox, Jr., *Georgia*  
 Patrick Quigley, *Indiana-Bloomington*  
 Forest G. Waters, Jr., *Indiana-Bloomington*  
 Carl W. Euker, *Johns Hopkins*  
 Leon A. Carey, *Marquette*  
 Harvey J. Hansen, *Marquette*
- Jewett H. Miller, *Memphis State*  
 Thomas J. Kirkup, Jr., *Michigan—Ohio*  
 James D. Ford, Jr., *Michigan*  
 Malcolm W. Hughes, *Michigan*  
 Robert L. Clark, *Nebraska—Lincoln*  
 Frederick L. Enders, *Nebraska—Lincoln*  
 Elton T. Kolste, *Nebraska—Lincoln*  
 Carroll R. Pauley, *Nebraska—Lincoln*  
 Bruce Hogarth, *Nebraska—Omaha*  
 Heyward Scott, *New Mexico*  
 G. Edward Kattel, *New York*  
 Young M. Smith, *North Carolina-Chapel Hill*  
 Egon G. Eckel, *Northwestern-Chicago*  
 Edgar P. Gilmore, *Ohio*  
 Edwin W. Amsler, *Penn State*  
 Robert Columbus, *Pittsburgh*  
 David W. Johnson, *Rider*  
 George McKenzie, Jr., *Rider*  
 Donald M. Gorman, *Rutgers*  
 Joseph A. Miano, *Rutgers*  
 Michael L. Cantoni, *St. Louis*  
 Leo J. Meyer, *St. Louis*  
 Angus L. Campbell, *South Carolina*  
 Edward H. Chin, *Suffolk*  
 Susan O. Egan, *Suffolk*  
 William R. Fannon, *Temple*  
 John Konchak, *Temple*  
 Fred C. Bookout, Jr., *Texas—Austin*  
 Hal H. Bookout, *Texas—Austin*  
 Wilmarth E. Hoffman, *Texas—Austin*  
 Michael C. Cecil, *Texas Tech*  
 Percy B. Bass, Jr., *Virginia*  
 Paul E. Sutherland, *Virginia*  
 Steven M. Gummerson, *Virginia Tech*  
 Wilmer L. Ragatz, *Wisconsin—Madison*  
 John P. Sreenan, *Wisconsin-Madison*  
 Douglas V. Foreman, *Xavier*
- 17614 Christopher B. Jenney, *Delta Xi*, East Tennessee State  
 17615 Michele A. Sparks, *Iota Omega*, North Carolina-Greensboro  
 17616 David G. Sarsha, *Upsilon*, Illinois  
 17617 Mark A. Reischman, *Theta Kappa*, Akron  
 17618 Debra D. Yeary, *Kappa Omega*, Purdue  
 17619 William B. Graham IV, *Gamma Psi*, Arizona  
 17620 Donell Francis, *Eta Theta*, Angelo State  
 17621 Sheri L. Sullivan, *Kappa Nu*, Longwood  
 17622 Charles W. Wood, *Kappa Nu*, Longwood  
 17623 Carolyn M. Watts, *Alpha Lambda*, North Carolina-Chapel Hill  
 17624 Cynthia L. Martin, *Alpha Zeta*, Tennessee  
 17625 Cynthia K. Womble, *Alpha Lambda*, North Carolina-Chapel Hill  
 17626 Brian R. Schultz, *Iota Kappa*, James Madison  
 17627 Douglas J. Phillips, *Alpha Lambda*, North Carolina-Chapel Hill  
 17628 Olga J. Moreno, *Delta Omicron*, San Francisco State  
 17629 Jean S. Tamaresis, *Rho*, California-Berkeley  
 17630 Diana R. Sintek, *Epsilon Phi*, Cal State-Sacramento  
 17631 Alison D. Highlander, *Lambda Mu*, Pacific  
 17632 Rosalie A. Reyes, *Delta Omicron*, San Francisco State  
 17633 Lori A. Fenske, *Alpha Eta*, South Dakota  
 17634 Stephanie L. Wicker, *Lambda Phi*, Cal State-Long Beach  
 17635 Ronald C. Duval, Jr., *Lambda Upsilon*, St. Mary's  
 17636 Barbara Y. Bass Orf, *Kappa Nu*, Longwood  
 17637 Cynthia M. Prosser, *Zeta Phi*, Florida Atlantic  
 17638 Jill Seigel, *Theta Sigma*, Central Florida  
 17639 Rosina M. Surace, *Delta Sigma*, Loyola Marymount  
 17640 Chirine M. Zahar, *Delta Omicron*, San Francisco State  
 17641 Daniel A. Denmark, *Eta Omega*, Virginia Commonwealth  
 17642 Jason A. Summers, *Gamma Psi*, Arizona  
 17643 Yvonne L. Servaes, *Epsilon Phi*, Cal State-Sacramento  
 17644 Dianne K. Hayashi, *Delta Omicron*, San Francisco State  
 17645 Gregory W. Howell, *Lambda Mu*, Pacific
- 17646 Heidi Fogelman, *Lambda Mu*, Pacific  
 17647 Bridgette Bottemiller, *Epsilon Phi*, Cal State-Sacramento  
 17648 Elysse A. Delisle, *Theta Chi*, San Jose State  
 17649 Richard G. Snow, *Theta Chi*, San Jose State  
 17650 Adele K. H. Yuen, *Theta Chi*, San Jose State  
 17651 Dawn M. Tucker, *Theta Chi*, San Jose State  
 17652 Cristin A. Beall, *Delta Upsilon*, Texas Christian  
 17653 Kathleen A. Bickett, *Eta Mu*, Northern Illinois  
 17654 Rey F. Gonzalez-Leclerc, *Theta Lambda*, Xavier  
 17655 Steven M. Juarez, *Delta Sigma*, Loyola Marymount  
 17656 Brian P. Krippner, *Iota Nu*, Northeast Missouri State  
 17657 Karen E. Stevens, *Iota Chi*, Illinois State  
 17658 Patricia A. Zahner, *Iota Nu*, Northeast Missouri State  
 17659 Sabrina K. Farnsworth, *Nu*, Ohio State  
 17660 Christine S. Allen, *Lambda Omicron*, Western Illinois  
 17661 Scott N. Tachiki, *Rho*, California-Berkeley  
 17662 Franco Cirelli, *Rho*, California-Berkeley  
 17663 Anne M. Garner, *Kappa Psi*, Bellarmine  
 17664 Traci L. Weibaker, *Epsilon Xi*, Ball State  
 17665 Cheryl S. Jump, *Epsilon Xi*, Ball State  
 17666 Peter E. Vollmar, *Alpha Gamma*, Penn State  
 17667 Lisa M. Langdon, *Beta Nu*, Pennsylvania  
 17668 Laura A. Gawlik, *Epsilon Xi*, Ball State  
 17669 Steven M. Buckley, *Epsilon Xi*, Ball State  
 17670 Sally A. Pickard, *Epsilon Xi*, Ball State  
 17671 Dan E. Brownlee, *Epsilon Xi*, Ball State  
 17672 Michael T. Scholl, *Epsilon Xi*, Ball State  
 17673 Jeffrey D. Tatum, *Epsilon Xi*, Ball State  
 17674 Timothy A. Jamison, *Kappa Psi*, Bellarmine  
 17675 Shawn E. Maloney, *Delta Tau*, Indiana State  
 17676 Kaye L. Sutton, *Nu*, Ohio State  
 17677 Michelle A. Dawson, *Theta Kappa*, Akron  
 17678 Christine A. May, *Alpha Gamma*, Penn State  
 17679 J. Scott Salamon, *Theta Kappa*, Akron
- 17680 Gregory W. Smith, *Theta Kappa*, Akron  
 17681 David H. Wood, *Kappa Nu*, Longwood  
 17682 Kenneth P. McGregor, *Alpha Eta*, South Dakota  
 17683 Denise L. Lett Arland, *Alpha Pi*, Indiana-Bloomington  
 17684 William D. Brooks, *Zeta Theta*, Western Kentucky  
 17685 Denise L. Hackler, *Gamma Zeta*, Memphis State  
 17686 Janie C. Maddox, *Gamma Tau*, Southern Mississippi  
 17687 Cynthia L. Harkins, *Gamma Tau*, Southern Mississippi  
 17688 Christine L. Crow, *Gamma Tau*, Southern Mississippi  
 17689 Alice E. Kinard, *Gamma Zeta*, Memphis State  
 17690 Charles L. Cole II, *Zeta Iota*, Mississippi College  
 17691 Kevin L. Flemming, *Alpha Gamma*, Penn State  
 17692 William J. Labrum, *Alpha Gamma*, Penn State  
 17693 Danielle N. Kuhns, *Alpha Gamma*, Penn State  
 17694 Sandra M. Alpher, *Alpha Gamma*, Penn State  
 17695 John W. Cable, Jr., *Alpha Gamma*, Penn State  
 17696 David W. Swift, *Alpha Gamma*, Penn State  
 17697 Amy L. Balthis, *Epsilon Kappa*, Shepherd  
 17698 Melanie K. Isom, *Iota Omicron*, Central Missouri State  
 17699 Randall R. Rakosnik, *Alpha Iota*, Drake  
 17700 Serge St. Leger, Jr., *Kappa Rho*, Adelphi  
 17701 Colleen K. Kilday, *Delta Tau*, Indiana State  
 17702 Susan M. Blaisdell, *Lambda Mu*, Pacific  
 17703 Joan M. Huber, *Delta*, Marquette  
 17704 Shannan R. Friedrich, *Lambda Omicron*, Western Illinois  
 17705 Neal A. Kinzie, *Lambda Omicron*, Western Illinois  
 17706 Jennifer C. Morgan, *Eta Rho*, Wisconsin-La Crosse  
 17707 Sherri R. Van Bruewaene, *Iota Chi*, Illinois State  
 17708 Rebecca S. Gillan, *Lambda Omicron*, Western Illinois  
 17709 Marla F. Jones, *Iota Omicron*, Central Missouri State

## Life Members

- 17609 Susan L. Williams, *Iota Omega*, North Carolina-Greensboro  
 17610 Toby M. Timmons, *Kappa Nu*, Longwood  
 17611 Amy R. Collins, *Iota Omega*, North Carolina-Greensboro  
 17612 Susan D. Parrish, *Kappa Nu*, Longwood  
 17613 Amy L. Grindstaff, *Delta Xi*, East Tennessee State



# Bits and Pieces

17710 **Tammy M. Arnold**, *Iota Omicron*, Central Missouri State  
 17711 **Kurt G. Bernhardt**, *Gamma Epsilon*, Oklahoma State  
 17712 **John M. Foster**, *Gamma Epsilon*, Oklahoma State  
 17713 **Karen A. Whetzel**, *Iota Omicron*, Central Missouri State  
 17714 **Sandra L. Barteau**, *Kappa Omicron*, Southwest Missouri State  
 17715 **Scott M. Asbjornson**, *Beta Chi*, Tulsa

17716 **Kevin R. Sander**, *Iota Omicron*, Central Missouri State  
 17717 **James L. Miles**, *Iota Omicron*, Central Missouri State  
 17718 **Lisa L. Eulinger**, *Iota Nu*, Northeast Missouri State  
 17719 **Amy R. Farmer**, *Iota*, Kansas  
 17720 **Robert Churchman**, *Iota Kappa*, James Madison  
 17721 **Lora L. Rust**, *Epsilon Xi*, Ball State  
 17722 **Cathleen M. Brennan**, *Lambda*, Pittsburgh

17723 **Bruce S. Spear**, *Beta Nu*, Pennsylvania  
 17724 **William T. Simon, Jr.**, *Alpha Gamma*, Penn State  
 17725 **Michael S. Backelman**, *Beta Nu*, Pennsylvania  
 17726 **Kristine L. Krambeck**, *Alpha Gamma*, Penn State  
 17727 **James D. Mendelsohn**, *Beta Nu*, Pennsylvania  
 17728 **Daniel H. White**, *Epsilon Kappa*, Shepherd  
 17729 **Steven J. Ellerth**, *Lambda Omicron*, Western Illinois  
 17730 **Tracy G. Parker**, *Eta Upsilon*, West Florida

17731 **Gloria K. Hough**, *Eta Upsilon*, West Florida  
 17732 **Michael N. Parker, Jr.**, *Eta Upsilon*, West Florida

In the Winter, 1989, issue of The DELTASIG, on page 39, Life Member #17447 Dana C. Hill, was incorrectly listed as Beta Iota Chapter, Baylor University. She should have been listed as Delta Epsilon Chapter, University of North Texas.

In the Winter, 1989, issue of The DELTASIG, on page 41, the Most Outstanding Chapter Award for the Huron Region was listed incorrectly. The Most Outstanding Chapter Award for the Huron Region should have been listed as Lambda Xi Chapter at Grand Valley State College.

## Recall

In the Fall, 1988, issue of The DELTASIG, on page 19, Life Member #17359 Ron I. Honig, was incorrectly listed as Beta Eta Chapter, University of Florida. He should have been listed as Beta Nu Chapter, University of Pennsylvania.

# Alumni Commentary

**C**ongratulations to all collegiate members who will soon be joining the alumni ranks! This is an exciting time for you with numerous challenges to be met and decisions to be made. One decision to make concerns maintaining contact with and remaining involved in your fraternity. Keeping the fraternity updated as to your current address, via The Central

Office, is the first step.

Serving on a national committee that investigates specific topics and makes recommendations on policy and fraternal operations is another way to remain involved. Finally, there are a number of alumni chapters around the country that offer a wide variety of programs to members. Elsewhere in this issue you will find a

listing of our alumni chapters and a contact person for each. We wish each of you continued success and a warm welcome to the alumni ranks.

**RANDY L. HULTZ**

Vice President for Alumni Benefits and Services

# Collegian of the Year Commentary

**I**t is said that spring is a time for cleaning and sorting out. Indeed, this saying goes well beyond the traditional "spring cleaning" of the house. For Deltasigs, spring marks a time for great changes within the fraternity. First, it is a time when many chapters elect new officers. This can be a demanding task which can cause great divisions among a chapter if not handled carefully. Second, spring marks the initiation of new members into the fraternity, new blood which can change a chapter for the good if harnessed correctly. Finally, spring marks the graduation of many Brothers from university, and out of the collegiate ranks of the fraternity; their valuable experience will be missed.

Thus, spring can be considered a time of great transition within our chapters. On the collegiate level, how

this transition is handled can mean the difference between starting the following year off with confidence or an *unsureness* of how things should go. We need to learn from our Brothers' past successes and mistakes, not "re-invent the wheel" on a yearly basis. For graduating seniors, spring is the time to be looking toward transition to the alumni world of Delta Sigma Pi; in other words, alumni chapters, Delta Sigma Pi is a lifetime commitment.

Spring also marks the time for final exams, warmer weather and a general end-of-year fatigue about school and everything associated with it. These factors can cause our members to drift away from the fraternity. Yet, spring is the time when our Brothers need our support most. After all, isn't Deltasig about Brothers helping Brothers?

One final note about spring: don't forget summer programming. This is essential to keeping the Delta Sigma Pi bonds strong, both on the collegiate and alumni level. A barbecue or a picnic by a lake can be great fun, as well as an opportunity for new members to meet older alumni. Summer events should be planned early since communications can be difficult during summer holidays.

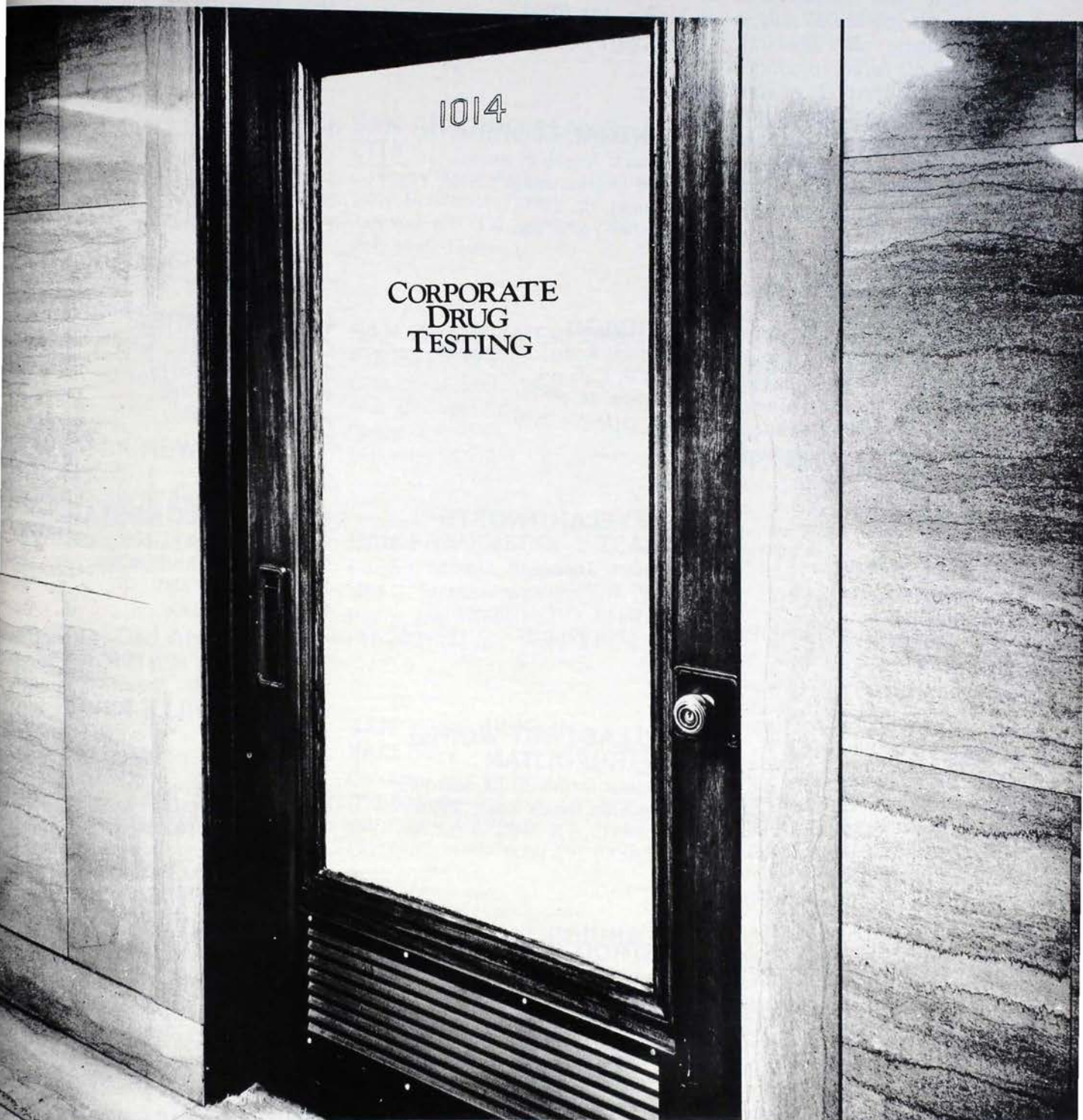
Overall, we wish all of our Brothers the greatest of fortunes as they progress to new positions in Delta Sigma Pi and the business world. Have a great spring!

**WILLIAM E. NEWBERRY**  
Collegian of the Year 1987

**MATTHEW S. LEVIN**  
Collegian of the Year 1988



# AT THIS POINT, YOUR ALMA MATER DOESN'T MATTER.



There's one exam even the best of colleges can't prepare you for.

Last year alone, America's

businesses lost more than \$60 billion to drugs.

So this year, most of the Fortune 500 will be adminis-

tering drug tests. Failing the test means you won't be considered for employment.

And that's a matter of fact.

## WE'RE PUTTING DRUGS OUT OF BUSINESS.

*Partnership for a Drug-Free America*



# Alumni Chapter Directory

As you end your collegiate years and finalize your plans to begin your professional career or if you are already in the business or academic world, don't forget to contact the alumni chapter nearest your home. The following directory of alumni chapters will assist you in continuing your fraternal experience. If you do not find an alumni chapter in your area, contact Vice President for Alumni Benefits and Services Randy L. Hultz or Director of Chapter Services C. Dean Ferguson at The Central Office for information on forming one.

(The following alumni chapters have met or are meeting the franchise requirements for the 1988-89 year.)

## **AKRON-CANTON**

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

## **ALBANY-CAPITAL DISTRICT**

Contact: Shelly L. Goldman  
642 Providence Street  
Albany, NY 12208  
PH: (518) 459-7477

## **ALBUQUERQUE-ZIA**

Contact: Arlene G. Porr  
425 Western Skies Drive, SE, #83  
Albuquerque, NM 87123  
PH: (505) 293-1796

## **ATLANTA**

Contact: Denita J. Morin  
2428 Flair Knoll Drive  
Atlanta, GA 30345  
PH: (404) 634-4885

## **BOSTON**

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

## **CENTRAL FLORIDA**

Contact: Joseph P. Burns  
10849 Heather Ridge Circle, #101  
Orlando, FL 32817  
PH: (407) 679-7696

## **CHICAGO**

Contact: Rodero K. Warren  
8554 S. Calumet  
Chicago, IL 60619  
PH: (312) 224-2679

## **CLEVELAND-NORTH COAST**

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

## **DALLAS-FORT WORTH METROPOLITAN**

Contact: Catherine M. Merdian  
4704 King Ranch Road, #1301  
Ft. Worth, TX 76132  
PH: (817) 292-1457

## **DETROIT (GREATER)**

Contact: Paul R. Janasik  
16656 Centralia  
Redford, MI 48239  
PH: (313) 533-6073

## **EL PASO-SUN CITY**

Contact: Sandra A. Coleman  
5125 Orleans Avenue  
El Paso, TX 79924  
PH: (915) 755-4420

## **HAWAII**

Contact: Clayton E. Chong  
P. O. Box 1483  
Hilo, HI 96721-1483  
PH: (808) 935-4214

## **HEART OF ILLINOIS**

Contact: Mary L. Miracle  
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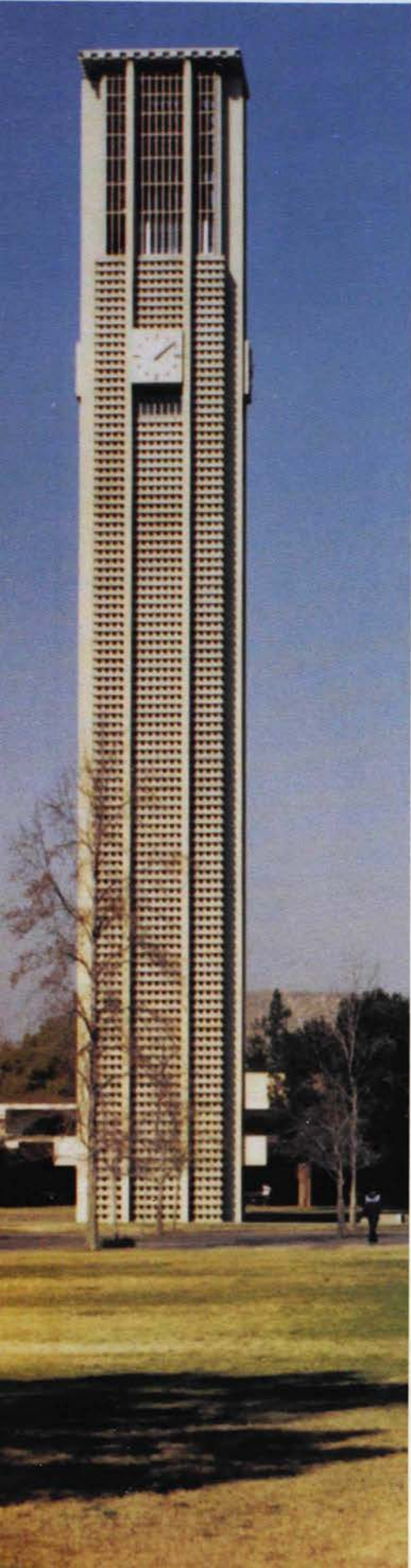
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# Lambda Chi: 220<sup>th</sup> Chapter

**O**n Saturday, January 14, 1989, the fraternity's 220th and newest collegiate chapter was installed as Lambda Chi Chapter at the University of California at Riverside. On that date, collegiate and alumni Brothers from many chapters in the South Pacific Region, Grand President John V. Henik, Past Grand President William W. Tatum, Jr., Collegian of the Year 1988 Matthew S. Levin, Western Provincial Vice President William R. Kinsella, South Pacific Regional Director Paul J. P. Garcia and Executive Director Michael J. Mazur, Jr., were in Riverside to assist with the installation of the chapter. Joining them were Northern Provincial Vice President Samuel F. Shaheen, Western Regional Director William F. Stebelski, Eastern Regional Director Marc A. Robbins, Director of Development Daniel S. Doyle and District Directors Adrian R. Avalos and Helen M. Paustian.

Initial interest in establishing a chapter at the University of California at Riverside was generated by South Pacific Regional Director Paul J. P. Garcia. Immediately after the university added an undergraduate program of business, Regional Director Garcia contacted the university administrators to promote the establishment of a chapter. An interested student, Bradford J. Yamada, expressed his interest in recruiting other students with the

intention of forming a Delta Sigma Pi chapter on campus. Recruiting efforts were conducted during the winter and spring quarters of 1987. A core group of students was assembled during these two school terms.

The name of the colony at the University of California at Riverside was Rho Beta Sigma. It conducted a limited schedule of activities during the fall quarter of 1987, as well as conducting additional recruiting efforts. During this time, South Pacific Regional Director Paul Garcia and District Director Adrian Avalos regularly visited the colony.



*Left: The beautiful University of California at Riverside campus. Photo courtesy of William W. Tatum, Jr.*

*Right: Past Rho Beta Sigma Colony President Bradford J. Yamada presented a history of the colony during the banquet. Photo courtesy of William W. Tatum, Jr.*



A letter of intent was received from Mr. Bradford Yamada, Rho Beta Sigma President, in February of 1988. The first calendar of activities submitted by the colony was received in March of 1988. Colony bylaws were submitted shortly thereafter.

Rho Beta Sigma conducted its first professional event on February 18, 1988. Additional professional activities, along with community service activities were scheduled during the remaining two quarters of the 1987-88 academic year. Colony membership increased to 47 students during the spring quarter.

In May of 1988, Director of Chapter Services C. Dean Ferguson visited the University of California at Riverside campus. Officer elections had recently been conducted, so meetings were scheduled with the incoming chapter officers. Past Grand President William W. Tatum, Jr., also attended these meetings and offered a motivational presentation to the group. Three members of Rho Beta Sigma fraternity then attended the installation banquet for Lambda Phi Chapter at California State University at Long Beach.

At the start of the fall quarter, 1988, final chartering requirements were submitted by Colony President Andrew Ha. A petition to become a chapter was received shortly thereafter and was approved by the Board of



*Chapter President Andrew Ha receives the Lambda Chi Chapter Charter from Grand President John V. Henik, right, as South Pacific Regional Director Paul J.P. Garcia looks on. Photo courtesy of William W. Tatum, Jr.*

*Below: Brothers of Lambda Chi Chapter at the University of California at Riverside following their initiation. Photo courtesy of William W. Tatum, Jr.*





Directors of the fraternity. A pledging ceremony was conducted for the members of Rho Beta Sigma Colony by South Pacific Regional Director Garcia and the pledge program was successfully completed by members of the colony.

On the morning of Saturday, January 14, 1989, representatives from collegiate chapters in the South Pacific Region gathered along with national officers for the installation ceremonies which resulted in the initiation of 37 charter members who formed Lambda Chi Chapter.

Grand President John V. Henik served as Headmaster for the Ritual Team. Other members of the installation team included Past Grand President William W. Tatum, Jr., Collegian of the Year 1988 Matthew S. Levin, Western Provincial Vice President William R. Kinsella, South Pacific Regional Director Paul J. P. Garcia, Western Regional Director William F. Stebelski, Northern Provincial Vice President Samuel F. Shaheen, Eastern Regional Director Marc A. Robbins, District Directors Adrian R. Avalos and Helen M. Paustian, Executive Director Michael J. Mazur, Jr., and Director of Development Daniel S. Doyle.

Following the installation of the chapter which took place in Sproul and Watkins Halls at the University of California at Riverside, was the Installation Banquet. The banquet was held at The Camelot Inn in Riverside. South Pacific Regional Director Paul J. P. Garcia served as Toastmaster. The Invocation was given by Helen M. Paustian, District Director. Greetings were extended from the university by James H. Erickson, Vice Chancellor for University Relations and Development. A History of the Business Administration/Administrative Studies Program was presented by Stepan Karamardian, Dean of the Graduate School of Management.

Charter member Bradford J. Yamada and Lambda Chi Chapter Senior Vice President Jana L. Lehman presented the History of Rho Beta Sigma Colony, which became Lambda Chi Chapter. Following this presentation, Grand President John

V. Henik presented the Charge and Charter of Lambda Chi Chapter to Chapter President Andrew Ha. Following the presentations of some awards, Executive Director Michael J. Mazur, Jr., presented Fraternal Greetings from chapters and members from across the country welcoming Lambda Chi Chapter.

Lambda Chi Chapter now represents Delta Sigma Pi at the University of California at Riverside. The university opened its doors in 1954 to an initial class of 131 students. Prior to accepting its first class, the university had served as a citrus experiment station for the state of California. Even today, the university remains a leader in the study of citrus products and in developing new agricultural techniques. From this initial beginning, the university grew rapidly and in 1959, was declared a general campus by state statute to develop appropriate areas of study. Primary emphasis was placed on excellent teaching and special motivation for student achievement. Administrators and faculty are quick to promote the university's recognition as one of the ten best undergraduate colleges in the nation.

The University of California at Riverside offers majors in 55 different areas. Graduate and undergraduate degree programs are available through the College of Humanities and Social Sciences, the College of Natural and Agricultural Sciences, and the Graduate Division. The

Graduate Division is subdivided into a School of Education and a Graduate School of Management.

The 1,200 acre Riverside campus is located some 50 miles east of Los Angeles. A majority of students who attend the university are California residents. Enrollment at the University of California at Riverside is presently 5,200 students. The university is accredited by the Western Association of Schools and Colleges.

The Graduate School of Management was first founded in 1960. The graduate program annually awards 50 Masters degrees in business administration each year. Undergraduate studies in business were not added until the spring of 1973. At that time, an administrative studies program was added and included in the College of Social and Behavioral Sciences. From this initial undergraduate offering, a more comprehensive major was adopted in 1985 which allows the university to award a Bachelor of Science degree in business administration. The Graduate School of Management and the College of Humanities and Social Sciences jointly offer an upper division major in business administration intended for students who seek a professional education in the functional fields of private sector management. In addition to administering this program, the Graduate School of Management also teaches courses in functional areas of accounting, finance, management, information systems and marketing. A Bachelor of



Right: The Citrus Experiment Station on campus.



Arts degree in administrative studies is also offered by the Graduate School of Management in conjunction with the College of Humanities and Social Sciences. Certificate programs in management are also offered through the graduate school.

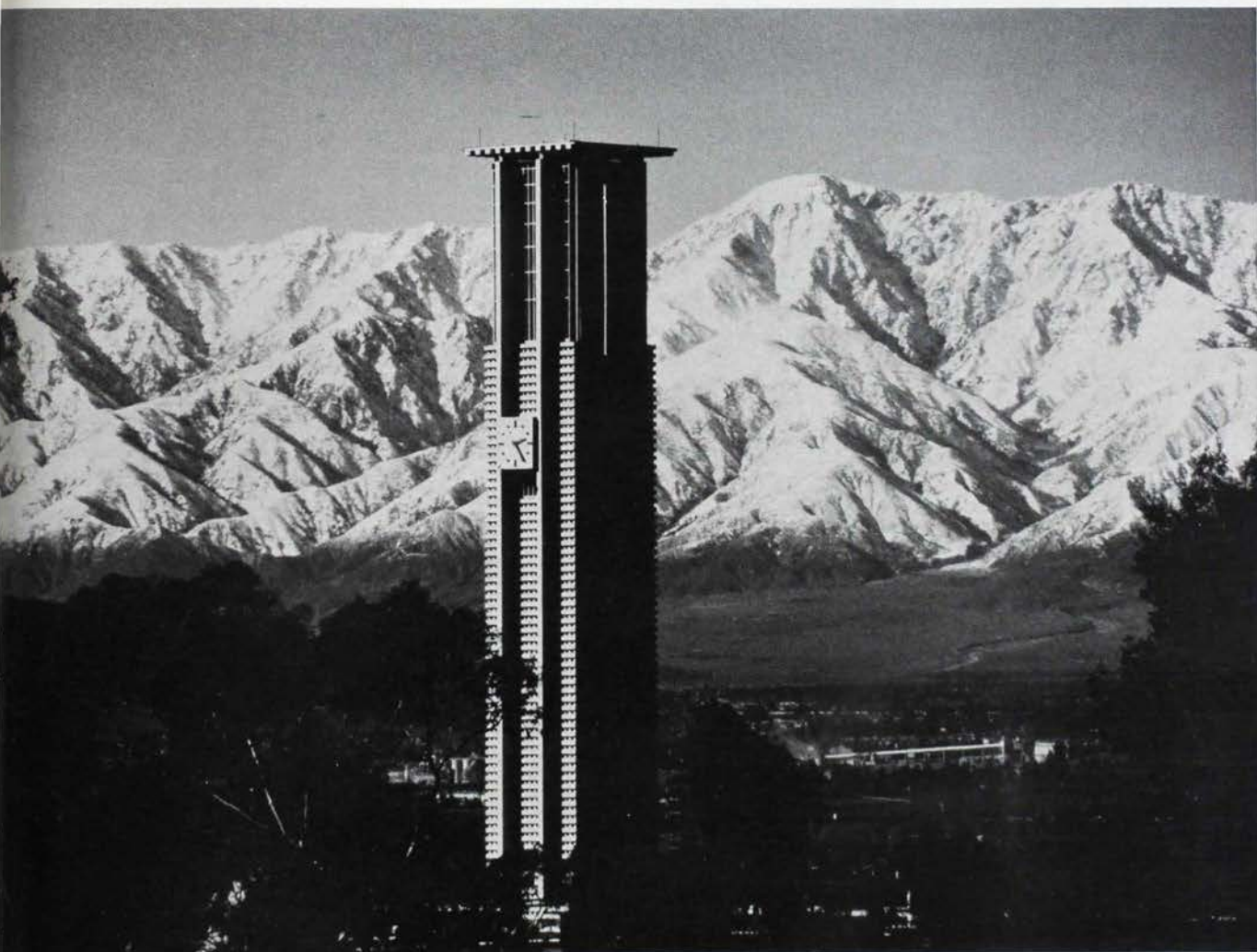
Currently, over 700 students are pursuing business education through the Graduate School of Management. Both business majors and business minors are available. The bachelors and masters degree programs are both accredited by the Western Association of Schools and Colleges.

Delta Sigma Pi welcomes the 37 new charter members of Lambda Chi Chapter. It is the 21st chapter founded in the state of California and continues to proudly represent Delta Sigma Pi at the University of California at Riverside and as a member of the South Pacific Region and Western Province.



*Above: Located on campus is the Tomás Rivera Library.*

*Below: Mountains provide a beautiful backdrop to the Carillon Tower on the campus at the University of California at Riverside. Photo courtesy of Ron Kolb.*





37th Grand Chapter Congress August 13 - 18, 1989 Saint Louis

