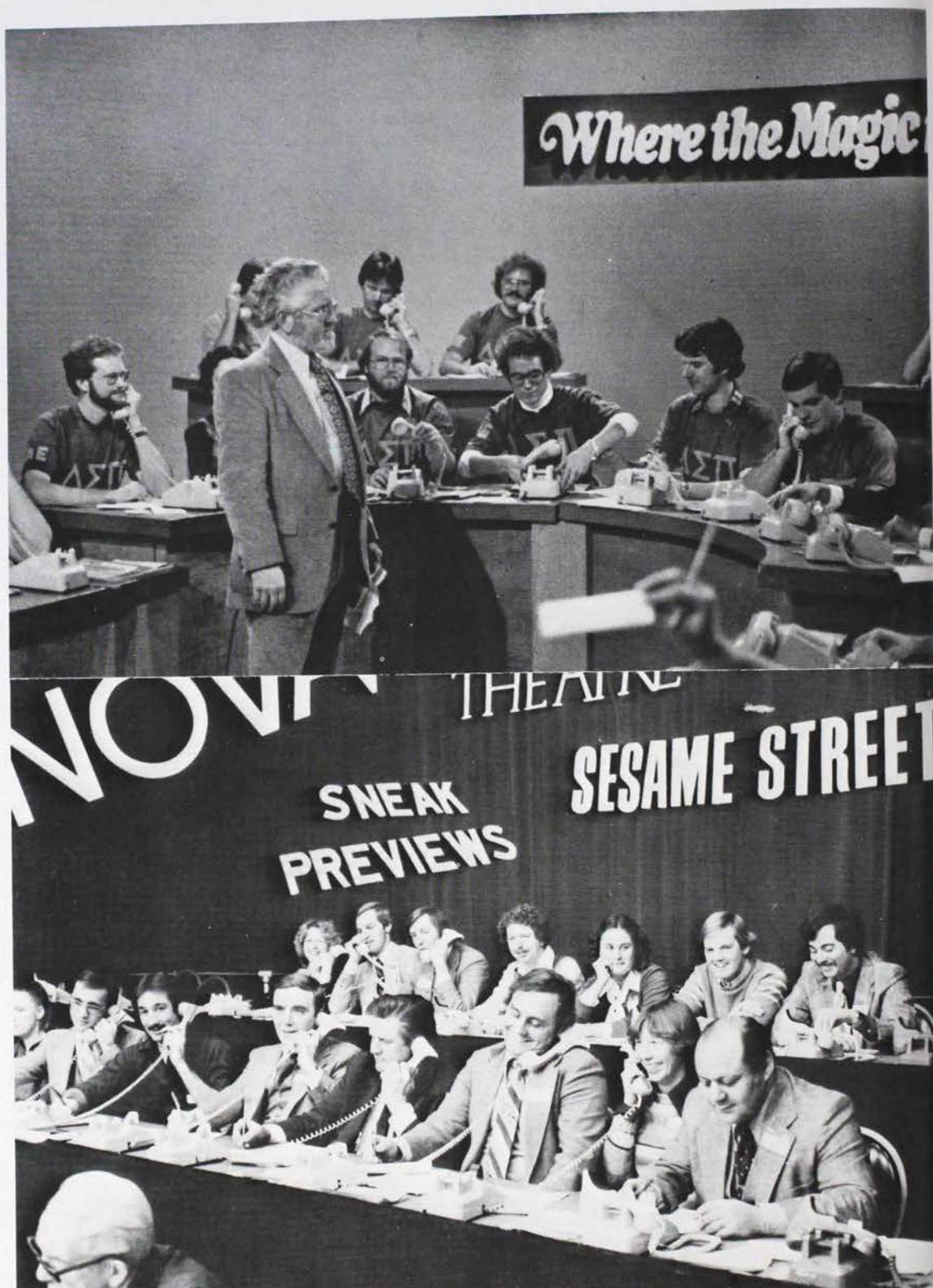


The **deltasiq**

an educational journal february 1980



focus:



Deltasigs serving the needs of others! At top, members of Alpha Epsilon Chapter at Minnesota-Minneapolis assisted the local PBS station with the annual fund raising drive. Bottom, members of the Chicago Alumni Club donated their services to the Channel 11 fund-raising telethon, also a PBS station.

The **deltasig**®

March, 1980
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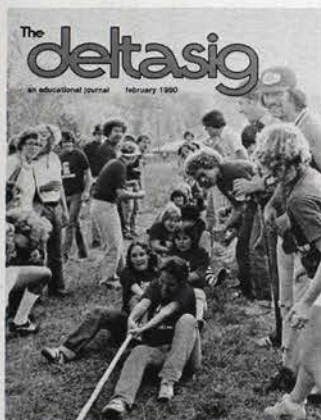
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Fall, 1980



Cover

What looks like fun is really loving,
caring, and giving to Muscular
Dystrophy. See the newsletter from
Alpha Beta Chapter, University of
Missouri-Columbia.

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Member of



College Fraternity Editors Association

commentary....

ALL OF US REMEMBER the 'sixties—that tumultuous, iconoclastic chapter in our nation's history when recalcitrance and challenges to all forms of authority appeared to be the norm rather than the exception. The 'sixties saw the advent of campus riots, war protestors, Hippies, Yippies, and demonstrations; "do your own thing" was the philosophy of the day and group participation in anything but sex and sit-ins was absolutely unthinkable.

Now, don't get me wrong. A lot of good things did come out of the 'sixties—such as public awareness and greater accountability by elected officials. Unfortunately, a need for belonging, of persons contributing and working together for a common goal, was not among them. Too many people did their own thing and many worthwhile organizations, including fraternities, suffered accordingly.

Enter the 'seventies! Confrontation eventually gives way to conciliation, fashion once more becomes fashionable, and people are again genuinely concerned with the world around them. Getting involved is now "in" and campus organizations, particularly fraternities and sororities, are veritable beehives of activity.

Unfortunately concomitant with the rise of fraternities during the last few years has been an increase in hazing. Now, hazing is not new and it certainly is not indigenous to the American fraternity system; its origins antedate all existing fraternities as we know them and transcend geographic boundaries. Public intolerance of hazing, however, is relatively new—and intense. Many government bodies, in addition to colleges and universities, have felt compelled to take action to limit the spread of hazing in our fraternal system. Governor Hugh Carey of New York recently vetoed a bill by the legislature which would have established penalties for hazing by students. He based his veto on two grounds: that it could be interpreted as being unconstitutionally vague and because existing laws sufficiently covered the subject.

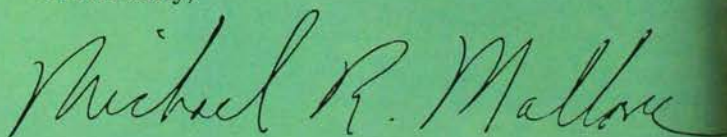
He was probably correct on the latter. State laws which certain forms of hazing may violate include assault, battery, false imprisonment, kidnapping, manslaughter, murder, and conspiracy, to name just a few. In addition to the foregoing, any person who aids

or abets in any kind of hazing activity may be held civilly liable for damages, subjected to the expenses of defending litigation, and expelled from school. With regard to the former ground for Governor Carey's veto, that particular piece of legislation may have been unconstitutionally vague. However, we do not have that problem in Delta Sigma Pi; our Board of Directors has adopted a policy against hazing which is clear and explicit. In short, it simply states that we will not permit nor will we condone hazing, either physical or mental, in any way, shape, or form. No way, no how, period! (Statement appears on p. 39)

Let me clarify that. Brothers, we have a great fraternity, one with a good name and a proud heritage. We are a professional business fraternity and I think all of us want to keep it that way. Delta Sigma Pi has no place for the type of unprofessional conduct which hazing exemplifies. To allow a very few individuals and/or chapters to reflect upon the vast majority who do not haze would be an egregious injustice. Suffice it to say, therefore, that any member or chapter of the fraternity which violates the policy against hazing adopted by the Board of Directors will be met with disciplinary action which is both swift and severe.

As we move into the 'eighties, let us remember the lessons of the 'sixties and 'seventies. Being a part of an organization, a fraternity, accords us advantages far greater than the sum of those we have as individuals. But it also carries with it responsibilities—for ourselves, for our Brothers, for future Brothers, and for the society in which we live. What we make of ourselves, our fraternity, and the world around us—now, and in the years ahead—is up to each and every one of us. And remember: in Delta Sigma Pi, you are your Brother's keeper.

Fraternally,



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

Their First 50 Years Oklahoma, LSU Florida

Oklahoma, Louisiana State, and Florida Have Anniversaries

OKLAHOMA

IN APRIL OF 1929, a professor at Oklahoma University wrote to Brother H. G. Wright, then Grand President of the International Fraternity of Delta Sigma Pi, inquiring about the possibilities of founding a chapter of the fraternity on that campus. Brother Wright, after some investigation, wrote back that he was not sure that the time was right to attempt beginning a chapter at O.U. It seems that student organizations were not faring well at the university at that time, including one of Delta Sigma Pi's competitor organizations. Notwithstanding these circumstances, on December 4, 1929, Brother Wright installed the chapter, as Beta Epsilon, and the University of Oklahoma chapter became the 50th on the fraternity roll.

If there was some doubt in the mind of Brother Wright as



Charter members Oscar Webb, left, and John Doiron, center, with their wives, announce a \$25,000.00 scholarship to the School of Business at Louisiana State during 50th Anniversary ceremonies of Beta Zeta Chapter.



Beta Epsilon Chapter President Mike Marcotte pins a jeweled badge on charter member J. R. Moody at the 50th Anniversary celebration at Oklahoma. Other charter members are, left to right, Burton Towne, Ted Greenshields and Albert Braun.

Their First 50 Years Oklahoma



Beta Epsilon Chapter President Mike Marcotte, left, and Grand President Mike Mallonee display one of the 50th Anniversary mementos at Oklahoma.

to the survivability of the Beta Epsilon Chapter, he should be happy to know that 50 years and 1039 members later, in December of 1979, Beta Epsilon Chapter celebrated its Golden Anniversary.

Because celebrate we did, and in grand style, as Beta Epsilons from 1929 to the present returned to visit their chapter and their alma mater. The celebration, which took place three days early, on a weekend, due to the actual anniversary date falling in mid-week, began Friday evening, November 30, with an "Early Bird" party at the clubhouse of the apartments where Grand President Michael R. Mallonee resides. As fortune would have it, the 50th Anniversary of our chapter just happens to fall in a year when the fraternity has a Beta Epsilon as Grand President. The party lasted past one

o'clock (early for us) and several choruses of "High Noon," until the several weary and the many far-traveled guests dwindled off for some rest before the events of tomorrow.

A small coffee reception in the afternoon at the college of Business on the O.U. campus began the events of Saturday, December 1, but the main activities commenced that evening at the Skirvin Plaza Hotel in downtown Oklahoma City. The undergraduates and alumni from Beta Epsilon Chapter were joined by several Brothers from Gamma Epsilon Chapter at Stillwater, as well as Brothers from the Tulsa and Oklahoma City Alumni Club. In addition, a delegation of 10 members of the Iota Omicron Chapter in Warrensburg, Missouri, spent several hours on the road in order to join their Brothers at Beta Epsilon Chapter for this important event.

After a cocktail hour, the guests were assembled in the banquet hall, and a welcome extended on behalf of the University of Oklahoma by University President William S. Banowsky, who lauded the chapter on having reached such an auspicious milestone.

Following dinner, several special guests were introduced, including four of Beta Epsilon's charter members, Albert Braun, Burton Towne, Ted Greenshields and J. R. Moody. At one point when Beta Epsilon President Mike Marcotte expressed his pleasure in seeing four of the charter

members of Beta Epsilon Chapter present, septegenarian and Beta Epsilon charter member J. R. Moody quipped "Put me down for the 100th Anniversary."

After the introductions, short remarks were given by Beta Epsilon faculty sponsor Dr. William McGrew, by the Dean of the College of Business Lawrence McKibbon, and by Midwestern Regional Director Jim Deaton.

The guests were then addressed by the featured speaker, Grand President Michael R. Mallonee. Brother Mallonee shared some of the history of Beta Epsilon Chapter with the guests and made several challenges to both the undergraduate and alumni members present. He further stated that it was a special honor for him to be serving the fraternity as Grand President in our 50th Anniversary year.

After the banquet and speeches, a pearl and ruby badge provided as a door prize by the Oklahoma City Alumni Club was awarded by a drawing. By strange but fitting coincidence, the name of the winner, drawn by College of Business Dean Lawrence McKibbon, was that of charter member J. R. Moody.

The final event of the evening was a dance with live music provided by a local band. During the band's break, about a dozen Brothers composed of members from each of the chapters and alumni clubs and led by Grand President Mike

Their First 50 Years Louisiana State

Mallonee, entertained the guests with lively choruses of "Rose of Deltasig," "Boomer Sooner" and "High Noon."

During the dance the guests really seemed to enjoy themselves, as evidenced by massive participation in a couple of "Bunny-hop" type dances.

It is interesting to note that while in most situations a period of 50 years' difference brings about a segregation of age groups with different interests, this particular occasion, marking the passing of the 50 years from 1929-1979, has brought several different age groups together with a common interest. We at Beta Epsilon Chapter hope that the next 50 years will prove to be even more worthwhile.

LOUISIANA STATE

FIFTY YEARS AGO, in 1929, the United States economy entered into what was to be the Great Depression, with the crash of the stock market in New York City. But while this year marked the fall of the U.S. business world, it marked the birth of Beta Zeta Chapter of Delta Sigma Pi at Louisiana State University on December 7. On December 1, 1979, Beta Zeta Chapter celebrated its 50th Anniversary at the Bocage Racquet Club in Baton Rouge, at a banquet attended by members, distinguished alumni, Southern Regional Director Frank Busch, Executive Director Ben Wolfenberger, and Past Grand President Bill Tatum.

All attending entered the club and signed the guest book, and members were given brandy snifters with gold writing signifying their attendance at the 50th Anniversary banquet. Many in the crowd made new acquaintances while others recalled memories of the past.

Chapter President Owen Seiler then asked the crowd to proceed to the tables where he opened the banquet, followed by the Invocation given by Mrs. Dorothy Cox, Faculty Advisor. All were served a delicious meal by waiters of the Racquet Club. Ben Wolfenberger, the first guest speaker of the evening, enlightened the guests with a talk on the long way which Beta Zeta Chapter has come since its beginning. In doing so, he asked all past presidents to stand . . . fifteen were present. The first president and one of the Founders of the chapter, Mr. Russell Doiron, was also at the banquet. Ben presented the Order of the Golden Helmet award to the charter members who were attending this banquet 50 years later—John Doiron, Joseph Heck, Samuel Lambert, Edgar Rachal, and James Webb.

Frank Busch, Southern Regional Director, spoke on the merits of Beta Zeta Chapter and what a promising future it appears to have with the newly initiated pledge class. The following awards were presented: Outstanding Pledge, Tim Doody, who was also presented a gift of a radio from the new



Left to right, Jim Clendenin of Beta Epsilon Chapter, Midwestern Regional Director Jim Deaton, and Grand President Mike Mallonee chat during Oklahoma's 50th Anniversary dinner dance.

Their First 50 Years Louisiana State



Beta Epsilon Chapter Brothers enjoyed the dinner dance at Oklahoma's 50th Anniversary.

initiates; Outstanding Graduating Senior, Owen Sieler; Outstanding Member, Phyllis Landry; and President's Award, Winky Dickinson. A special award, an engraved 50th Anniversary gavel and sounding block, was presented from Delta Nu chapter of Loyola-New Orleans to our anniversary, and a dozen roses to the chapter sweetheart, Mrs. Dorothy Cox.

John Doiron gave a short history of Beta Zeta Chapter and his memories of this day 50 years ago at Westdale Golf and Country Club, where the installation of Beta Zeta Chapter

took place. He called his wife and Mr. Oscar Webb and his wife to the podium. In memory of their respective deceased sons, they presented a \$25,000.00 scholarship to the College of Business Administration at LSU to distribute in whatever way they saw fit. This drew a standing ovation.

Bill Tatum, Past Grand President, then spoke on the importance of the alumni to the chapters and what a great asset it can be to the members, as just seen with the presentation of the Scholarship. He encouraged everyone to become a Life Member and then all stood and toasted "50 Years of Beta Zeta Chapter." Bill was given a jogging suit, which in large words showed he had attended Beta Zeta Chapter's 50th Anniversary.

Jay Sawyer closed the banquet with the Benediction. The installation of the officers for 1980 followed in an adjacent room with only members attending. The new officers are: President Dirk Henson; Senior Vice President Dea Harmon; Vice President for Pledge Education Tim Doody; Secretary Winky Dickinson; Vice President for Professional Activities Karen Jensen; Vice President of Finance Mary Troclair; Historian Henry Terhoeve; CEI Chairman Mary Terhoeve; and Chancellor Chris Garrett. A party followed the banquet at the home of Dr. and Mrs. Joseph Tilley on Pikes Lane.

—HENRY TERHOEVE
& MARY TERHOEVE

FLORIDA

NOVEMBER 16-17 was a special weekend for past and present Deltasigs of the University of Florida, as their Beta Eta Chapter celebrated its 50th Anniversary. After months and months of intensive planning and work, this golden occasion commenced with spirits flying and concluded with a great feeling of pride and satisfaction for all involved. With the chapter on an upswing in university, community and internal involvement, the celebration seemed to be symbolic of the beginning of a new era for Beta Eta Chapter's Deltasigs, an era commit-



Past Grand President Bill Tatum gave the main address at the 50th Anniversary Banquet of Beta Zeta Chapter at Louisiana State.

Their First 50 Years Florida



New officers for 1980 were installed during 50th Anniversary ceremonies of Beta Zeta Chapter at Louisiana State. Installing officers were Past Grand President Bill Tatum, far left, and Southern Regional Director Frank Busch, far right.



Delta Nu Chapter at Loyola-New Orleans presented Beta Zeta Chapter with an engraved gavel and sounding block to commemorate Louisiana State's 50th Anniversary.



Five charter members, seated on front row, appear with all past chapter presidents in attendance at the 50th Anniversary of Beta Zeta Chapter at Louisiana State.

ted to nothing short of excellence.

The weekend began on Friday night with an "Early Bird" party at Piccadilly Apartments' Clubhouse. The fall quarter pledge class generously sponsored the party and chose as its theme the 1929 Stock Market Crash, complete with decorations and costumes typical of the nation's economic disaster. All members, alumni and honored guests were greeted with a carnation and offered a number of tempting delicacies and drinks. It was an evening full of getting reacquainted with old friends and being introduced to new ones, dancing and discussion and, of course, anticipation of the other activities planned for the weekend.

Saturday began with a "before game coffee" at the J. Wayne Feitz Student Union, offering a relaxed atmosphere for the exchange of ideas. Several Deltasigs from the University of South Florida in Tampa arrived to join our celebration and shared with us many of their beliefs and attitudes. Tickets were available for the Florida-Kentucky Game and the celebration was easily continued at the stadium.

The high point of the weekend was definitely Saturday night's banquet and dance at the Hilton Inn of Gainesville. Honored with the presence of such guests as Past Grand President William W. Tatum, Jr., Executive Director

Their First 50 Years Florida



Southeastern Regional Director Mike Mazur and Beta Eta Chapter Secretary Brenda Elmore draw for door prizes at the 50th Anniversary at Florida.

Ben H. Wolfenberger, and Southeastern Regional Director Michael J. Mazur, Jr., all those attending were filled with a special festive spirit and excitement. After a delicious buffet dinner, Chapter President Randy Robertson introduced chapter and international officers. Keynote speaker, William W. Tatum, Jr., inspired us all with his knowledge and commitment to the fraternity. Special chapter awards and doorprizes were presented and the evening culminated in hours of dancing, complete with a dance contest. As the celebration drew to a close, all departed exhausted, but thoroughly intoxicated with satisfaction.

—PATTI B. AVICK



Past Grand President Bill Tatum, left, and Beta Eta Chapter President Randy Robertson visit during the 50th Anniversary celebration at Florida.



Linda Cymet, Mike Mazur, Brenda Elmore, Suzy Rogero and Randy Robertson sing Rose of Deltas at Florida's 50th Anniversary Banquet.



Out-of-towners attended the Florida-Kentucky football game while at Florida for Beta Eta's 50th Anniversary. Included are a chapter alumnus, Executive Director Ben Wolfenberger, Meagen Poucher of the Tampa Bay Alumni Club, Carolyn Sharples from South Florida, Southeastern Regional Director Mike Mazur, and Past Grand President Bill Tatum.

Personal Financial Goals Frustrated by Complex Economics

**How do the alternatives interrelate?
A new profession may offer help.**

Helen and Bob both work. Helen is a manager at a travel agency and has a good future there. Bob owns a machine shop that employs 15 other people including their oldest son. Together, they earn over \$60,000 and can look forward to increased earnings in the future.

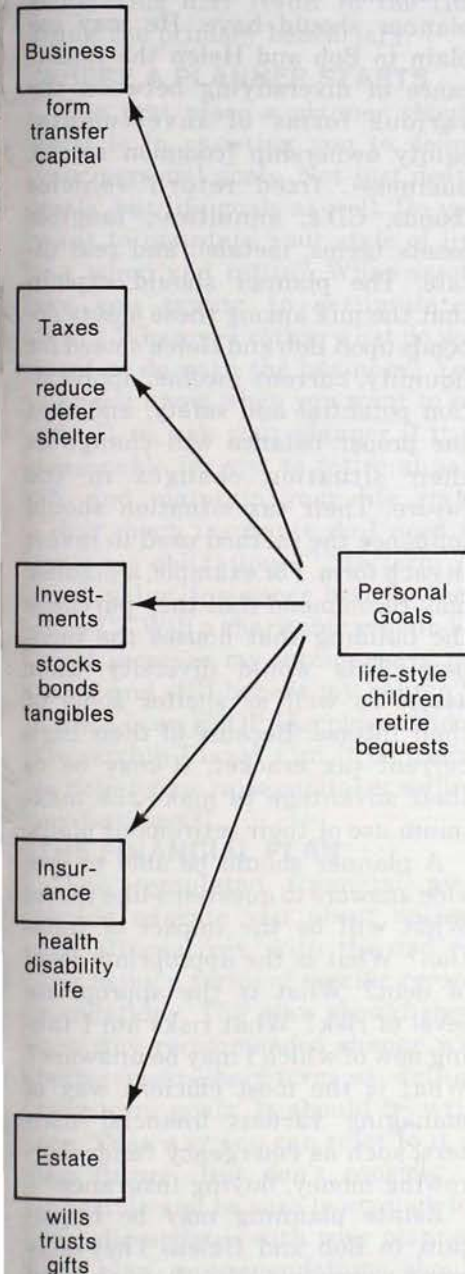
They are proud of what they have achieved and happy with their lifestyle. They are in the 49 per cent tax bracket. However, there are some concerns. With both of their careers, there is little time to plan for the future. They haven't, for example, considered how to maintain their standard of living upon retirement. How do they reduce their taxes? How do they expand Bob's business and, at the same time, pay for the younger children's college education?

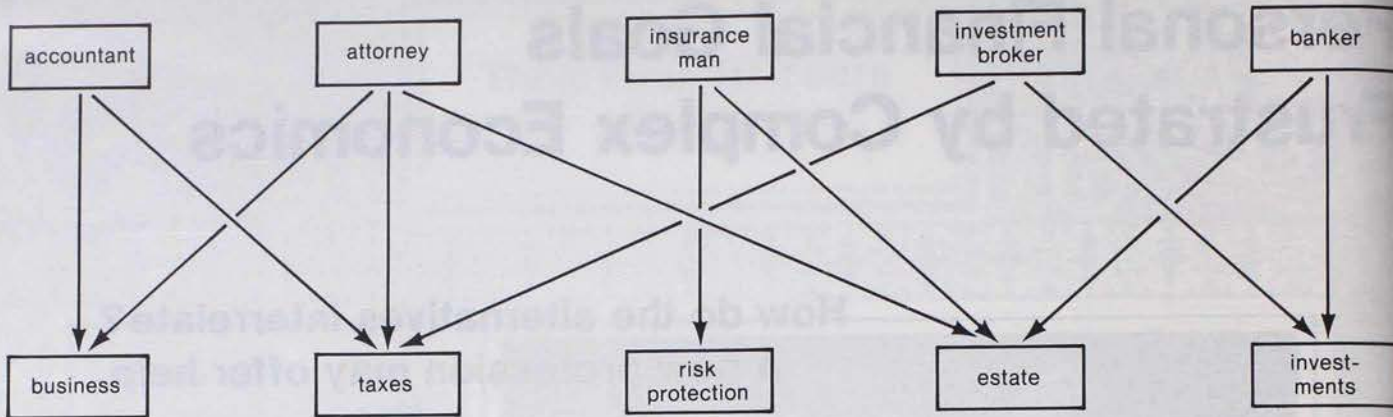
They have asked their accountant's advice. However, personal planning is not his specialty. Their attorney wrote their will and represents them on business matters. His personal planning is in the same shape as theirs. Their insurance man's ideas mostly involve the use of "whole life." Bob considers himself "insurance poor" and wonders about how much he really needs. A stockbroker friend has a lot of ideas on stocks and tax shelters that sound risky. Their banker provides short-term cash when needed, but doesn't know how to put it all together, either. What should they do? They should find a qualified financial planner.

FINANCIAL PLANNERS

A financial planner is a professional advisor whose job is to serve business owners, professionals and individuals. They help people save tax dollars and implement a plan to help them reach their objectives. Financial planners should have a general knowledge of taxes, insurance, investments, estate planning and business. Their job is to knock down the fences that separate the accountant, attorney, banker, insurance man and investment broker. Their job is to understand your goals and philosophy, show you how your alternatives interrelate and which are best for you.

All of us have personal goals and a philosophy that is unique to us. If we weren't faced with high taxes, inflation, complex laws and a multitude of investment alternatives, we could develop our own plan. In earlier days, our parents seemed to be reasonably successful by following a few common sense principles. If we were very wealthy, we could hire an accountant, an attorney, a banker, an investment advisor and an insurance man. We could put them together in one room and hammer out a plan using all their recommendations. Unless one of them was too domineering, we probably would have a good plan. Unfortunately, few of us have enough time or are wealthy enough to do that.





YOUR ADVISORS

Each of your advisors has a tool kit. These are solutions looking for problems. Each advisor's tool kit may provide a different solution to the same problem. Further, the solution to one problem may make the solution of others more difficult. They shouldn't be considered without knowledge of the overall situation. This would deny you the opportunity to "trade off" between two or more goals. For example, the obligations left by Bob's premature death could be met with life insurance purchased in his retirement plan. This would reduce his costs because he would be using pre-tax dollars. However, that may not be smart if it denied him and his wife sufficient retirement assets.

Most of us usually look at situations in the manner in which we have been trained. Advisors are no different. Where an advisor's professional background is law, accounting, securities or insurance, he tends to look at his own discipline for solutions to your problems. If you ask his or her advice in a different area, it will be a rare person that will admit ignorance. Typically he will tell you what he believes to be the least risky solution or will tell you what you want to hear. He has been trained to advise and to answer your questions. However, his advice in alien areas may not be consistent with your goals and philosophy.

This isn't to say that we should replace all our advisors with a finan-

cial planner. The technical skills of the attorney, accountant, trust officer, etc., still may be needed to implement a financial plan. You should learn the limits of each advisor's expertise. A financial planner may be useful in coordinating his overall efforts to best meet your goals.

HOW A PLANNER HELPS

A financial planner could show Bob how a profit sharing plan would help him meet his retirement needs. Because it was funded with pre-tax dollars it may be his best "tax shelter." The plan could be constructed to provide an incentive for top people. It also could exclude almost any group of employees he wished. There are many prototypes available that do not have one-time or annual administrative charges. These no-charge plans usually entail using sponsors' products. Therefore, they should be used only when these products or investments vehicles meet Bob's needs.

Bob may have a business partner or major shareholders. He needs to understand various methods used to prevent ownership in the company going outside or to unqualified individuals. There are various techniques and agreements that could protect him and his family including cross purchase, stock redemption, buy-sell, disability buy-sell, etc. Most business owners have the majority of their assets tied up in their company. The avoidance of these problems should be high on their priority list.

The understanding of investment

is another skill that a financial planner should have. He may explain to Bob and Helen the importance of diversifying between the various forms of investments: equity ownership (common stocks, business), fixed return vehicles (bonds, CD's, annuities), tangible assets (gems, metals), and real estate. The planner should explain that the mix among these assets depends upon Bob and Helen's need for liquidity, current income, appreciation potential and safety, and that the proper balance will change as their situation changes in the future. Their tax situation should influence the method used to invest in each form. For example, a planner may recommend that they purchase the building that houses the business. This would diversity their assets as well as shelter some of their income. Because of their high current tax bracket, it may be to their advantage to make the maximum use of their retirement plans.

A planner should be able to provide answers to questions like these: What will be the impact of inflation? What is the appropriate level of debt? What is the appropriate level of risk? What risks am I taking now of which I may be unaware? What is the most efficient way of managing various financial matters, such as emergency funds, borrowing money, buying insurance?

Estate planning may be important to Bob and Helen. They may want to be sure that their son will some day gain control of the busi-

ness. However, estate planning may not be important to them. Irrevocable trusts, family trusts, personal annuity sales, etc., may or may not be appropriate. A financial planner should have enough knowledge in these areas to show them how these tools meet their needs.

The use of company benefits to meet personal goals also is important. Benefits obtainable with pre-tax dollars are usually, but not always, to the business owner's advantage. One mistake sometimes made is to provide the bulk of life insurance protection through the company. This may result in the IRS being the primary beneficiary.

WHERE A PLANNER STARTS

The first place a planner should start is in assisting you to define your personal goals. Not just death goals, but life goals as well. Do you want to maintain your style of living when you retire? What assets are you trying to accumulate? Why? When you retire, what do you want to do with the business? You may not know when you want to retire. If so, ask your planner if it is reasonable for you to retire at say, 55, and maintain your life style. "How much insurance do I need to meet my obligations?" "Is 'term' or 'cash value' insurance best for me? Why?" "Will a charitable remainder trust increase my income, save me taxes and still benefit my church?" "What is an ESOP (Employee Stock Ownership Plan)? Can it be useful in helping me raise capital or selling my business?"

THE FINANCIAL PLAN

The completed financial plan should educate you about options and alternatives, with the end result being a series of specific recommendations. The plan should show how any recommended change will better meet short-term as well as long-term goals. It should be written. That way you can refer to it in the future. But don't consider it inflexible and be sure to arrange for periodic updates with your planner. The plan recommendations should be generic so you can "comparison

shop" any products used to implement the plan.

The financial planning profession has evolved over the last 10 years from a plan drawn up before you on a yellow note pad to a "gilt edge" 150 page bound book. Some place between these extremes is a plan appropriate for your situation and pocketbook.

IMPLEMENTING THE PLAN

The plan document should not stay on your night stand or in your desk. You should implement the recommendations. This is how you save money and alter your direction to reach your objectives. You may want your planner to help here also. His knowledge of your situation may be of value in the future. He could help you relate changes in your situation or proposals from others to the financial plan. If Helen and Bob received a wind-fall or had a set-back, a financial planner could help them relate the change to their overall goals. They should have their plan updated in a few years to see if they were on target. This also would measure the success of their advisor's recommendations.

FINDING A FINANCIAL PLANNER

The best way to find a financial planner is through a friend that has used one. A second source would be your attorney or CPA. Ask them if they have worked with financial planners. "Financial Planning Consultants" are now listed in the telephone book's yellow pages; however, you should check qualifications carefully. Another source is The International Association of Financial Planners, 2150 Parklake Drive, Suite 260, Atlanta, Georgia 30345. You could request a list of financial planners from your area that are members of the association.

HOW PLANNERS ARE PAID

Financial planners are paid in several ways. Some work on an hourly basis just like a CPA or attorney. Some work for a flat fee (some CPA's or attorneys do this also). A few planners agree to be paid a portion of the first year's sav-

ings they produce. A family should expect to pay from one to four times the cost of having their taxes prepared. Some planners are paid by commission, based on the sale of insurance, mutual funds, etc. This tends to lower the planner's objectivity, but is an inexpensive way to obtain more than one opinion. One consideration for the fee is that it's largely tax deductible. A second is that many of the planner's suggestions may involve no-commission products or ideas.

For most families, a financial plan will save hundreds of dollars over the fee. In Helen and Bob's case, an annual savings of several thousand dollars would not be unusual. It also will result in a certain peace of mind that comes with the knowledge that you adequately planned your lifetime goals. Ignorance is not bliss.



Gregory Wright, the author of this article, has spent the past 12 years advising individuals and corporations on financial and investment matters. He was a founder of the Indiana Chapter of the International Association of Financial Planners and is an adjunct faculty member at Indiana-Purdue University (IUPUI) where he teaches Financial Planning. He is a vice president and director of an investment research and counseling firm, Unified Management Corporation in Indianapolis, Indiana.

When In Doubt, Go For It!

BEFORE I BEGIN my talk, I would like to thank all the members of the Eta Xi Chapter of Delta Sigma Pi for naming me an Honorary Member of your fraternity. (I am told that Delta Sigma is supposed to take the place of apple as my favorite pie). As you know, I spent two years teaching at the Philadelphia College of Textiles and Science and, looking out at you today, I know why I have so many fond memories of Textiles. It is you, the students who make the school, and that is why Textiles is a fine school. This honorary membership will be added to the top of the list in events at Textiles that I will always cherish.

I have a story that I would like to tell that is often told as a joke. One day the little animals and the big animals were playing football. The big animals won the coin toss and elected to receive the opening kickoff. The little animals huddled before the play and advised the kicker not to kick the ball to the hippopotamus, because they knew that they could not stop him. They kicked off, but the hippo got the ball anyway. He literally ran over the little animals for the touchdown. The score was 7-0, big animals to little animals. The entire first half followed the same scenario, until at the end of the half the score was 63-0. The first time the little animals had to kick off in the second half, they again told the kicker not to kick to the hippopotamus. They could not keep the ball away from him, however, and he began to return the kick. This time he was tackled right on the spot where he caught the ball. The little animals clamored around.

"Who did that?" said one.

"I did," said a squeaky little voice.

"Who are you?" said another.

"I'm the millipede," replied the squeaky voice.

"Where were you the first half?"

"Oh, I was in the locker room, putting on my sneakers!"

Can we learn anything from the story of the millipede? Yes, we can. A recent article in *Sports Illustrated*¹ espoused the philosophy "When in Doubt, Punt." The author contended that punting, in a sense giving up under conditions of uncertainty or doubt, was a good philosophy, both for football and for life. He implied that if things were going poorly that one should, in fact, give up and try something else; that upon facing adversity or monumental tasks, we should turn our attention to projects which were easier to conquer. In effect, we should punt.

In football, the punt is indeed a good strategy, but not at all times. When a doubt exists, a punt may not be the best strategy. I contend that if a doubt exists, we should "go for it." The history of this country is full of stories of people "who went for it," who did not punt, indeed who refused to punt. Did George Washington punt at Valley Forge in the cold, harsh winter of 1777? Did Abe Lincoln order General Ulysses S. Grant to punt in the civil war? Did the Reverend Martin Luther King punt in the early sixties during the struggle for civil rights? No, none of them did. They faced up to adversity and fought for what they thought was right, just and proper.

Indeed, one of the things that irks me the most is when I see students with unused potential, students who have literally punted and given up on themselves prematurely. The tasks of life are difficult, but that does not mean that we should not stand up to them and attempt to accomplish them. We cannot spend our entire lives looking for the easy way out, looking for excuses to explain why we have failed, or worse yet, why we have not even tried. Presi-

dent Kennedy said, "Ask not what your country can do for you, ask what you can do for your country." I say we must extend that and ask ourselves not only what can be done for our country, but also for ourselves and our fellow men and women.

This country is currently burdened with many problems—an energy shortage, double digit inflation, stagnation of economic growth and now an international diplomatic crisis in Iran. I sense a feeling of frustration in our society; a feeling where individuals believe that they are victims of the problems. These "victims" waste time and effort looking for individuals to blame for these problems instead of looking for the solution to the problems, or even trying to be part of the solution. The solution to many of these problems is not through legislation, or nationalization of the oil companies for example, or even through a change in our leadership, although that may help. The solution is for the people, you and me here today, to attack the problems to the best of our abilities, head-on. We must feel as if we can make a difference as individuals, because indeed we can.

Those of you that I taught in management should recall the game, the theoretic concept of "prisoner's dilemma." There we saw examples of situations where if one person, by himself, tried to improve society's well being, he became worse off, but once everybody cooperated, not only was each individual better off, but society as a whole was significantly better off. Only through the realization of each individual's potential can society reach its aggregate potential.

That is why I do not advise punting under conditions of adversity. For example, we too often say that our individual attempts at saving energy will not make a difference,

but they do. One example of a successful campaign where individual actions made a difference was the fight against litter. I recall times when the streets of Philadelphia were full of litter, but the campaign, "Every Litter Bit Hurts," was very successful in convincing the majority of people that they could as individuals make a difference.

One final point before I finish. In our introductory management classes we spend a lot of time speaking about motivating employees. We study Maslow's hierarchy of needs and the motivation theories of MacGregor, Herzberg and others. The common denominator of all these theories is that employees who are self-motivated are the ones that we prefer—the hard workers, the over-achievers. It is my contention that this motivation cannot be externally supplied, but that each one of us must provide it for ourselves. Only then can we overcome the hurdles that we face daily. Each morning, when we awake, when we look at ourselves in the mirror, we must instill in ourselves a sense of confidence. We must convince ourselves that we will attack our problems, not run away from them. We cannot always punt and then go on the defensive. We must go for it, certainly not all the time, because we cannot fool ourselves into thinking we are invincible, but I say, "When in Doubt, Go for It."

¹Telander, Rick—"When in Doubt, Punt," *SPORTS ILLUSTRATED*, Volume 51, No. 20, November 12, 1979, pp. 96-108.

*Elliott Weiss, Instructor
Department of Decision Sciences
The Wharton School
University of Pennsylvania*

*(presented at the initiation banquet of
the Eta Xi Chapter of Delta Sigma Pi,
Philadelphia College of Textiles and
Science)*

Our Heritage

Difficult times impel each of us to make difficult choices, in both personal and professional matters. During this time of severe inflation, a difficult choice faces those of us who care most deeply about Delta Sigma Pi and the heritage it has embodied for nearly three-quarters of a century.

At this time I ask that you consider increasing your annual gift to the Delta Sigma Pi Educational Foundation. Your most recent gift was an encouragement and a very tangible help as we tried to balance the budget—again with success. But during a time of ever increasing inflation, the pressures on our ability to maintain basic services mount daily, and thus a proportionate increase in annual support is necessary for preserving even the status quo. The obligation of a vital heritage, however, means that we must continue building new strengths as well—in people and in programs.

The heritage we have received is ours to use as we will, and altered for good or ill, it is ours to pass on to those who follow. As president of our Delta Sigma Pi Educational Foundation, I feel a special responsibility to assure that we pass on to the next generation something worth having. Because of Brothers like you, this fraternity has exemplified certain basic qualities: a sense of honor and decency, an enduring concern for values, scholarship marked by vigor and vitality, a sense of joy in work and play, and a love of being together and growing together in Brotherhood. These qualities, though intangible, can only be maintained within a climate of financial sureness.

Good Brothers—undergraduate and alumni—have made Delta Sigma Pi what it is. Without them Delta Sigma Pi may survive, but not as Delta Sigma Pi. Attracting good Brothers and good leaders to this Brotherhood has been our strength in times past and will remain our future security. To do so—today—costs more and more.

Viewed in this way, the difficult choice becomes easier. An increase in annual giving to your Delta Sigma Pi Educational Foundation will assure that we continue to meet basic costs and will provide a margin for attracting good Brothers to a very good professional fraternity. Only in this way can we pass on to our successors a fraternity undiminished in value!

Fraternally,

Keith N. Masuda

President—Theta Xi 23

Life Member No. 5877

Twin City Alumni Association

3237 15th Avenue South

Minneapolis, Minnesota 55407

Please send your gift today to:

DELTA SIGMA PI EDUCATIONAL FOUNDATION

Marc H. Cohen, Treasurer

2717-2 Norseman Drive

Symrna, Georgia 30080

alumni in action

ALUMNI REPORT

THE ARRIVAL OF this March issue of The DELTASIG should remind us all that the worst of the winter weather is over and spring is on the way. With spring will come "Career Days" and job hunting for most seniors and a "spring thaw" of activities for many of our alumni clubs.

TO THE GRADUATES OF "80", I would like to extend my congratulations and make two suggestions. First, keep in mind that you are a Deltasig for life and your participation in the fraternity shouldn't end with graduation. There are now 50 active alumni clubs and many more in the early stages of organization. If there is a club in your area, contact its members and let them know that you plan to join them. Not only will you be continuing your participation in Delta Sigma Pi, but you will also be meeting and working with the business leaders of your community. If there is no club in your area yet, contact me at Box 452, Shannondale, Harpers Ferry, WV 25425, and I'll get in touch with you about how to start one. The second suggestion goes right along with the first. If you have not started on your Life Membership yet, consider doing so NOW! When you start your Life Membership as an undergraduate you save 20 per cent of the total cost. That means \$15.00 saved now and \$15.00 a year in National Alumni Dues in future years, plus, you enjoy the other advantages of Life Membership like this magazine. And if those benefits aren't enough, you also will be helping your chapter's CEI standing. (Just be sure to tell your CEI Chairman that you've completed your Life Membership so he or she can file for the available points).

TO THE ALUMNI who are reading this, I also have two suggestions (REQUESTS). If you are not now a

member of a chartered alumni club, check the club directory in this issue and contact the club in your area about membership. If there is no club in your area, contact me at the address above and we'll talk about getting one started. If you already belong to an alumni club, make a commitment to personally bring in one new member (at least) to your club this summer. Work with your membership chairman on recruiting the seniors from nearby schools and on recruiting "senior members" from your community, who are listed in the area ZIP Code printout. If each of us does our part, our fraternity will prosper and grow.

Incidentally, regarding the alumni club directory this month, there are a few clubs that are active, but not listed because The Central Office has not received the club Form L yet. If you belong to or know of a club in this category, PLEASE ask the club secretary to contact The Central Office with this information. Also, many clubs which are just organizing are not listed. This includes groups in Orlando, Raleigh-Durham, and Richmond for which addresses are not available yet and the following: PHILADELPHIA, contact District Director Mike McKenna, 5005 Pine Lake Village, Lindenwold, NJ 08021; MIAMI, contact District Director Jim Raspolich, 2608 N.W. 7th Avenue, Ft. Lauderdale, FL 33311; DALLAS-FT. WORTH, contact District Director Ron Bryant, 11151 Denton Drive, Dallas, TX 75229; WINSTON-SALEM, GREENSBORO, HIGH POINT, contact M. J. Marko, 1720 Clarendon Drive, Greensboro, NC 27410; SALT LAKE CITY, contact Martin Van Nood, 430 West Broadway, Salt Lake City, UT 84101.

A very old cliché says "Don't put off until tomorrow what you can do today." If you are an undergraduate take a few moments now to ensure

your continued active participation in your fraternity. If you are an alumnus, take those same few moments to help your alumni club and your fraternity grow.

—DIRECTOR OF ALUMNI
ACTIVITIES MICKEY JOHNSON

CHICAGO

With spring just around the corner we once more realize that we are nearing the close of another active year. Rather than a "gearing down," we even now are beginning to look with anxious eyes toward next year. We all hope that it will be a better year than this one, although this year will certainly be remembered as one of the best. The year started off with a super Grand Chapter Congress in Atlanta, and was spurred on by large turn-outs at Round up (attended by Past Grand Presidents Tom Mocella and Bill Tatum), Founders' Day (attended by Grand President Mike Mallonee) and Wine Tasting in February attended by the entire National Executive Committee of Delta Sigma Pi. Even now we are looking forward to the largest Undergraduate Day in Chicago Alumni Club history.

Our thanks go to Alpha Omega Chapter at De Paul, Gamma Pi Chapter at Loyola University, Zeta Xi Chapter at Lewis University and Eta Mu Chapter at Northern Illinois University for their tremendous support of club activities this year. We also appreciate the support some of our more distant chapters have given us this year, namely Epsilon Omega Chapter at Eastern Illinois and Psi Chapter at the University of Wisconsin-Madison. We look forward to seeing all of you during the rest of your undergraduate days and as life-long, loyal Deltasig alumni. We encourage all undergraduate chapters to experience Delta Sigma Pi to the fullest by participating in our local alumni clubs.

Coming up on March 12 is dinner at the Italian Village in downtown Chicago, followed by a spectator sports event. April 17 is the date of our annual Undergraduate Night—plan now to attend the dinner at the Como Inn. A dinner theatre party is scheduled for May 10 (spouses and dates welcome), and June 12 is the date of the annual Golf Outing and Election of Club Officers and Directors for 1980-81.

For information about the club just write us at: Chicago Alumni Club of Delta Sigma Pi, P.O. Box 11314, Chicago, IL 60611. Instead of just being one of those literally "hundreds" of alumni in the northern half of Illinois who are receiving and reading The DELTASIG, why not join the club and enjoy Delta Sigma Pi once more. Club dues are an affordable \$12.50 per year for Life Members; \$27.50 a year for non-Life Members.

—JAMES L. PRESCOTT

DENVER

THIRTY YEARS IS a long time, and we felt it was time to have a really "big one," so

we invited all Deltasigs in the area to join us on Saturday, November 3, at Pinehurst Country Club. Using The Central Office membership list, we contacted by mail some 1200 members in the state, and then followed up almost 400 in the local area by phone. Results—86 members, with 18 chapters represented. Of this group only 12 were undergraduates!

Iowa and Nebraska had the biggest turnouts with five alumni and spouses—Eddie Allen, Al Baldwin, Roger Helvick, Steve Small and Clayton Wood, all from Epsilon Chapter. An award winner was Carl Jeffers of Drake, now living in Flagstaff, Arizona, who

received the Harry Hickey Award for outstanding service to the fraternity.

Alpha Delta Chapter of the University of Nebraska-Lincoln had Les Jenkins, Paul Kugler, and Robert Patterson attending with their wives, and Gamma Eta Chapter of the University of Nebraska-Omaha turned out Tom Mullins, John Herke and Dell Villnow with wives!

Other chapters represented were: Steve Castle of Eta Theta, Angelo State in San Angelo, Texas; Darrell Winn of Gamma Omega, Arizona State at Tempe; Ellen Kennison of Epsilon Xi, Ball State University at Muncie, Indiana; Robert Leary and his charming wife from Beta Theta, Creighton University at Omaha, Nebraska (he made it a tie between Iowa and Nebraska, so we judged the winner on distance); J. Lindley Williamson, a Charter Member of Upsilon in Illinois and first treasurer of same, who prevailed upon his good wife Betty to lead us all in singing the "Rose of Delta Sigma Pi" at closing. Each guest was given a red rose to take home as a favor.

Scott and Regan Anderson were there—he from the Beta Omega Chapter at the University of Miami in Florida at Coral Gables; Ted Jacobs from Gamma Iota Chapter at the University of New Mexico in Albuquerque; Robert and Judy Kissle, Gamma Epsilon at Oklahoma State in Stillwater (our regular member, Ed Mossman, is from the same chapter); Ed Zolinski, one of the speakers of the evening is from Gamma Kappa Chapter at Michigan State in East Lansing; Les and Mary Ann Falgout—he is a Charter Member of Zeta Sigma Chapter at Southeastern Louisiana University in Hammond and didn't even sound like a Cajun! James Lloyd was there from Beta Kappa Chapter at the University of Texas in Austin, and Chuck King, Cathy Hunter and Beverly Weed from Zeta Kappa Chapter at Western State in Gun-

nison. Alpha Rho at Colorado University and Alpha Nu from the University of Denver were both well represented.

Fifty year Members and Golden Helmet Recipients were there in force—Harry Hickey, past Grand Council member, John Tyrone, and Milt Kidder up from Ft. Smith, Arkansas, were Charter Members of the chapter, with Carl Johnson, Lester Kuper, Jack Richards, Harold Norbloom and Joe Williamson from Upsilon Chapter at Illinois-Urbana . . . eight in all!

The Dean Cecil Puckett Award went to Glenn Davis for his service to the cause, and The Central Office was represented by Steve Castle and Ted Atlass. We found out the do's and don'ts of using our mailing list and next year will try to improve on the attendance. If any other club wants to learn from our experience, please write.

Biggest news of the present is that Member Frank Ricketson, Jr., was honored on January 9 by the State of Colorado as Citizen of the West . . . so the proclamation of our Governor says! Frank is best remembered for his innovative "Bank Night" ideas that saved the movie industry during the depression period. He has been the moving force behind a half dozen philanthropic organizations and brought into being the Central City Opera House Association. Always supportive of Delta Sigma Pi, he served as Trustee of the University of Denver, and we're sure proud of him!

In closing, I would like to congratulate both Dale Hopkins and Bob Williams, who were honored for their service to the club. We have two cardinal rules—one, our meetings are over on time, usually by nine o'clock; and two, we honor those who honor us by attending. We usually have 30-35 in attendance and invite anyone in the area on the first Thursday of the month to drop in. Address is 130 Magnolia Street, Denver, CO 80220; Telephone (303) 388-1431.

—FRED JEFFRIES



Rod Desroches of Eta Psi Chapter at Houston accepts the second place trophy at the annual Houston Alumni Club Softball Tournament.



Left to right are Carl Johnson, John Tyrone, Milt Kidder, Harry Hickey, Harold Norbloom, Joe Williamson, Lester Kuper and Jack Richards as they received certificates of the Order of the Golden Helmet for fifty years of continuing active membership in the fraternity.

HOUSTON

THE HOUSTON ALUMNI CLUB kicked off the new year in January with its continuing happy hour held the second Tuesday of each month at the Memorial Steak and Ale. We invite any Deltasigs residing in the Houston area or just passing through to join us for a cocktail or two.

Also in January, 40 Brothers came to transfer funds at the poker tables and to enjoy a good game of hearts or bridge. Everyone who attended had lots of fun.

Our Wine and Cheese Parties seem to be our greatest asset in attracting Brothers to meetings. Each Brother is requested to bring two bottles of various (grapes, nationalities, regions, etc.) wines. The alumni club provides all set ups and hors d'oeuvres. Our February party was an overwhelming success.

Our annual softball tournament, sometime this month, promises to be a winner once again. Over 200 Deltasigs and friends participated in the tournament last year. Several chapters who have not sent teams in the past have said that they will definitely be here this year. Each alumni club or group in the Southwestern Region is invited to send a team to play in the tournament.

In April we will be sponsoring a Casino Party to recruit new members. This whole

year has seen progress and growth toward becoming an active, viable organization of Brotherhood. We hope to continue this trend in the coming year.

For those moving to the Houston area, you can contact the Houston Area Alumni Association through our President, Marcus Murphy, 8427 Hearth Drive, Apt. 5, Houston, TX 77054, (H) phone (713) 668-6556, or (W) phone (713) 651-3258, or through our Secretary, Barry Kleypas, at (713) 469-2627.

—VICTOR A TABOR

LAKE CHARLES-BAYOU COUNTRY

THE BAYOU COUNTRY Alumni Club opened the 1979-80 year by electing Frank Guidry, president; Raymond Guillory, vice president; Glenn Comeaux, secretary; and Donna Middleton, treasurer. We are looking forward to a great year and have plenty of activities scheduled.

In celebration of the 10th Anniversary of the Eta Tau Chapter, we sponsored a reunion of all the Brothers initiated into the chapter. Five of our charter members were present, including Nick Hebert, the first president and No. 1 initiate of Eta Tau Chapter. After meeting at Prien Lake Park for some food and drink, we met at Cowboy Stadium to watch McNeese State demolish Louisiana Tech 44-7. After the massacre, we went back to Prien Park for some more food and partying.

Brother David Jones invited us to his home after the McNeese-U.S.L. football game for gumbo, and it sure tasted great after having to sit on the cold ground all during the game. Thanks, Dave!!!

Our annual Poker and Gumbo night was held on January 16. Special thanks to Donna Stockwell for arranging the festivities.

We planned a pot luck supper for February, and a barbecue at Holbrook Park in April, but that is not set at this time.

The Bayou Country Alumni Club is looking forward to defending its crown at the Crescent City Alumni Club Basketball Tournament this month. We plan on bringing home another championship.

Also, I want to take this opportunity to invite any alumni in the area to join us in our many activities. With everyone participating, we can make 1979-80 the greatest year in the history of the Bayou Country Alumni Club.

—GLENN P. COMEAUX

NORTHWEST INDIANA

GREETINGS FROM THE Northwest Indiana Alumni Club. We certainly have been busy so far this year. Our first function this academic year was our annual Monte Carlo Night on October 27, 1979, held at Fast Bobby's Lower Saloon. Special thanks to Brother Bob Taylor for letting us use his place of business. Betting on the "mice races" proved once again to be an interesting part of the evening.

On December 15 we had our Christmas and Membership Drive Party. Brother Gary Crum was in charge of this event so it had to be a big success. As part of a new tradition, on December 23, Brothers in the alumni club and Brothers from Theta Psi Chapter at Indiana University-Northwest joined together at St. Anthony's Nursing Home to share the holiday spirit with the senior citizens. We are

hoping this will become an annual event.

Because we never let harsh winters slow us down in Northwest Indiana, January 12 was our annual Alumni Bowling Outing. This is a special time of the year when the Brothers brave the winter elements to join together in a sporting contest. Brother Kurt Knutsen, our outing chairman, knows that not even a blizzard such as occurred last year can prevent our getting together.

February 1, 2, and 3, 1980, was the weekend of our ski outing to Alpine Valley, Wisconsin, and it was anxiously awaited. Brother Dave Smith, our vice president, worked hard to make this trip a success.

—JOHN V. HENIK

ST. LOUIS-SOUTHERN ILLINOIS

WINTER IS ALMOST over and the St. Louis-Southern Illinois Alumni Club is beginning to gear up for the spring. Two events were held thus far and both were favorites among the alumni.

On January 3, we held a 50's-60's party to celebrate the New Year. The dress and music of the evening really brought back happier times. Our February event was a bowling party. After the party we all gathered for pizza and beer at a local pub.

On March 15, the Eta Sigma Chapter at Southern Illinois University-Edwardsville is holding its annual Rose Ball. The club members are always invited and a majority of the members are planning to attend. This function is a great opportunity to mix with the undergraduate chapter at a true fraternity function.

Any Brother living in the St. Louis-Southern Illinois area who wishes to join, please contact us. You can call or write Bill Stroud, 1003 N. 2nd Street, Edwardsville, IL 62025, home phone 618-656-6873, or work 618-656-0648; or Hal Kutter, 438 Ruth Avenue, Cottage Hills, IL 62018, home phone 618-259-2909, or work 314-487-7900.

—HAL KUTTER

SHEPHERDSTOWN

THE SHEPHERDSTOWN ALUMNI CLUB is preparing to end another successful year of fraternal activities. Our year has included an interesting mix of social and professional activities such as the Founders' Day Banquet in February. We joined Epsilon

Kappa Chapter in celebrating it with a presentation on Delta Sigma Pi tradition. We also participated in their spring banquet.

The Shepherdstown Alumni Club meets the first Tuesday of every month at the Elks Lodge in Frederick, Maryland. With graduation just around the corner, we would like to welcome all the graduates into the ranks of the alumni of Delta Sigma Pi.

The Shepherdstown Alumni Club is a well-oiled, smoothly operated, improving enterprise geared to utilize the combination of Brotherhood, unique business knowledge and expertise. We envision and achieve excellent entertaining social events while continuing to seek out new members. If you are interested, investigate us: The Shepherdstown Alumni Club, Box 238, Hagerstown, MD 21740, or call Brothers John McCracken (703) 683-6994 and Bob Grim, Jr. (301) 655-8926.

—JOHN L. MC CRACKEN

TAMPA

THE TAMPA BAY Alumni Club is strengthening as the one year anniversary approaches. As an incentive to encourage recent graduates to join, we now offer a special plan which enables them to have one year's worth of free membership should they join within three months following graduation and are Life Members. If they aren't a Life member, we will apply the \$12 towards their first Life Membership payment.

Our club celebrated Founders' Day on November 10 with the two local undergraduate chapters. Everyone had a great time although there were sore muscles, throbbing heads and one casualty (a broken arm . . . sorry, Tony!!!).

December kicked off the beginning of the club's monthly get together at the Holiday Inn on Dale Mabry for dinner and drinks. This is a regular occurrence on every third Wednesday after work and all alumni in the area are welcome to attend.

The Director of Alumni Activities, Mickey Johnson, visited with us on January 3. The members had an enlightening rap session about the club's progress and plans of the future.

January saw the club supporting the local undergraduate chapters during their rush



Members and guests of the Jacksonville Alumni Club during a recent visit by Southeastern Regional Director Mike Mazur and Past Grand President Bill Tatum.

programs. The alumni met a lot of well qualified prospective pledges and were assured of the continuing strength of the undergraduate chapters.

Later in the month, the alumni relaxed and enjoyed a Super Bowl social (Even though the Bucs didn't play!!!).

Since Deltasig is a lifetime commitment we all accepted, I urge alumni in the area to get involved. We need input as to what the area alumni would like to see the club do and also to support the local undergraduate chapters. Come out, come out, wherever you are, and contact Brother Cecil V. Gary, 3608 El

Prado, Tampa, FL 33609, Phone 813-837-5565.

—BETH THOMAS

alumni club directory

The following alumni clubs have met or are meeting the requirements for the 1979-80 year:

ALBUQUERQUE-ZIA

President: Mr. Robert W. Boyden
12011 Grande NE
Albuquerque, New Mexico 87123
Telephone: 505 298-8119

ATLANTA

President: Mr. John C. Blackshire, Jr.
2450 Sheila Lane
Marietta, Georgia 30062
Telephone: 404 973-8597

BALTIMORE

President: Mr. C. William Kilburn
321 Hawthorn Road
Baltimore, Maryland 21210
Telephone: 301 235-4245

BEAUMONT-GOLDEN TRIANGLE

President: Mr. Kenneth P. Dies
2229 Earle
Pt. Neches, Texas 77651
Telephone: None Listed

BOCA RATON

President: Mr. L. Ray Saxton
826 Small Drive
Lake Worth, Florida 33461
Telephone: 305 585-9921

BOSTON-BAY STATE

President: Mr. David W. Dube
175 Union Street
Everett, Massachusetts 02419
Telephone: None Listed

BUFFALO

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

CHICAGO

President: Mr. James L. Prescott
4901 N. Marmora, Apt. 2-D
Chicago, Illinois 60630
Telephone: 312 267-3600

CINCINNATI

President: Mr. Lewis H. Ebstein
231 Oak Street, Apt. 303
Cincinnati, Ohio 45219
Telephone: 513 751-6465

COLUMBIA, SOUTH CAROLINA

President: Mr. Donald P. West
605 Waccamaw Avenue
Columbia, South Carolina 29205
Telephone: None Listed

COLUMBUS-SOUTHEASTERN (Georgia)

President: Mr. R. Brian Patteson
4427 Bondale Drive
Columbus, Georgia 31907
Telephone: 404 561-5647

DENVER

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

DETROIT-GREATER DETROIT

President: Mr. Daniel J. Desmet
1375 Kipling Court
Troy, Michigan 48084
Telephone: 313 689-6082

FT. WAYNE

President: Mr. Philip R. Fluegemann
6506 Covington Road, 324-A
Fort Wayne, Indiana 46804
Telephone: 219 432-1451

GARY-NORTHWEST INDIANA

President: Mr. Frank A. Valpatic, Jr.
912 S. 14th Street
Chesterton, Indiana 46304
Telephone: 219 926-4430

HOUSTON

President: Mr. Paul M. Murphy
8427 Hearth Drive, Apt. 5
Houston, Texas 77054
Telephone: 713 668-6556

INDIANAPOLIS

President: Mr. Patrick J. O'Connor
6032 Rosslyn Avenue
Indianapolis, Indiana 46220
Telephone: 317 255-0171

JACKSONVILLE (Florida)

President: Mr. Kee J. Eng
7528 Arlington Expressway, Apt. 421
Jacksonville, Florida 32211
Telephone: 904 725-3140

KANSAS CITY

President: Mr. Dennis G. Sartain
6918 N. Bales, Apt. 330
Gladstone, Missouri 64119
Telephone: 816 454-8474



Alpha Nu Chapter charter members, left to right are Harry Hickey, Milt Kidder and John Tyrone present at the special Founders' Day and anniversary celebration of the Denver Alumni Club.



Southwestern Regional Director Vic Tabor, right, played on the Houston Alumni Club team in the annual Houston Softball Tournament.

LAKE CHARLES-BAYOU COUNTRY

President: Mr. Francis M. Guidry
4017 Harvard Street
Lake Charles, Louisiana 70605
Telephone: 318 478-1190

LINCOLN

President: Mr. Bruce F. Evans
2022 S. Cotner Boulevard
Lincoln, Nebraska 68506
Telephone: 402 477-3448

MILWAUKEE

President: Mr. Norbert D. Rebholz
1732 Cottonwood Drive
Waukesha, Wisconsin 53186
Telephone: 414 549-9141

NEW ORLEANS-CRESCENT CITY

President: Mr. L. Malcolm Dicharry
6020 Louisville
New Orleans, Louisiana 70124
Telephone: 482-4955

NORTH JERSEY

President: Mr. David G. McIntee
50 Bellair Place
Newark, New Jersey 07104
Telephone: None Listed

NORTHERN VIRGINIA

President: Mr. Thomas E. Sheely
5907 Amherst
Springfield, Virginia 22150
Telephone: 703 451-1444

ORANGE COUNTY-PACIFIC SOUTHWEST

President: Mr. Kenneth L. Vadovsky
2619 E. Palmyra
Orange, California 92669
Telephone: 714 997-1043

PHOENIX-THUNDERBIRD

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

PITTSBURGH

President: Mr. Edward F. Will
RD 1, Box 119-A
Burgettstown, Pennsylvania 15021
Telephone: 412 729-3939

ROCHESTER

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

SACRAMENTO

President: Mr. Kenneth L. Bode
8333 Canyon Oak Drive
Citrus Heights, California 95610
Telephone: 916 726-0695

ST. LOUIS-SOUTHERN ILLINOIS

President: Mr. William E. Stroud
1003 N. 2nd Street
Edwardsville, Illinois 62025
Telephone: 618 656-6873

SAN ANGELO

President: Mr. Stanley D. Smith
3833 Butterfield
San Angelo, Texas 76901
Telephone: 915 944-2884

SHEPHERDSTOWN

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

SUN CITY-ROADRUNNER

President: Mr. Leon J. Heidgen
17428 Jasmine Drive
Sun City, Arizona 85373
Telephone: 602 972-1408

TAMPA-TAMPA BAY

President: Mr. John E. Murphy, Jr.
4703 Deerwalk Avenue
Tampa, Florida 33624
Telephone: 813 961-0977

TRENTON

President: Mr. Stephen A. Crane
308 Dwight Street
Waterbury, Connecticut 06704
Telephone: 203 754-6368

TUCSON

President: Mr. Joseph S. Hardy
7345 N. Mt. Shadows
Tucson, Arizona 85718
Telephone: 602 742-3657

WASHINGTON, D.C.

President: Ms. Patricia A. Polchinski
9314 Edmonston Road, Apt. 102
Greenbelt, Maryland 20770
Telephone: 345-6237

WHEELING

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



Brother Beth Thomas takes her turn pitching during the Tampa Bay Alumni Club Founders' Day picnic and softball game.



Cecil Gary pitches a strike at the Tampa Bay Alumni Club picnic in honor of Founders' Day.

the chapters speak

GEORGIA STATE

KAPPA CHAPTER ENDED a good fall quarter by initiating three pledges at the Georgia State Lodge on December 8, 1979. Initiation started with a breakfast held at a nearby restaurant at eight o'clock, and ended with a semi-formal dinner at a nearby steak house.

Winter quarter was a busy one for Kappa Chapter. Coffees were held twice during the quarter in order to help recruit new prospects for Delta Sigma Pi, as well as a "Meet the Brothers" dinner held in mid-January. Professional activities for the quarter included a tour of the Georgia Federal Savings Building and our quarterly Career Upgrade, which this quarter featured a seminar on interviewing skills and resume writing.

February 23 and 24 marked Kappa Chapter's third annual planning trip to Bear Paw, North Carolina, where plans were discussed for the coming year and where the past year was discussed and analyzed. Also, plans for the Area Conference, which took place the following weekend in Columbus, Georgia, were finalized.

Kappa Chapter's plans for spring quarter include Career Upgrade which we hope will be a Career Marketplace where representatives from various companies will inform students of business of different job opportunities available at their firms.

Social plans for spring quarter include playing co-ed softball for the second year. Even though we don't win many games and it's not business-related, it provides an opportunity for Brothers to get together and enjoy the Brotherhood which is something that is often difficult to do at such a large urban university as Georgia State University.

—T. LYNN GREEN

PITTSBURGH

LAMBDA CHAPTER AT the University of Pittsburgh completed its fall pledge program by initiating ten undergraduates and three faculty advisors. Edward Palascak, Director of the Undergraduate Business program at Pitt, along with Renee Lichenstein and Dr. Robert Agnew, faculty members at Pitt, were formally initiated into the chapter. Afterwards the Brothers of Lambda Chapter welcomed their new Brothers at a luncheon held at Gustine's on campus.

Prospective pledges for our spring pledge class have already been contacted and invited to attend our professional meetings. An invitation to our recruiting smoker to be held the middle of March will be extended to all those interested in becoming Deltasigs.

All of the officers of the chapter have been busy keeping up with their assigned duties. Since most of Lambda Chapter members are employed full-time while working toward their degrees, the Brothers find it necessary to juggle school work, fraternity activities, a job, and family responsibilities. As with all Deltasigs, we are looking forward to graduation and the attainment of our goals.

The school year is rapidly passing. Each of us is actively pursuing our ambitions and progressing at our individually set paces as we look to the future.

—CYNTHIA M. LEPCZYK

OHIO STATE

NU CHAPTER STARTED off winter quarter refreshed and enthusiastic, following a much needed month long break. Naturally, the first few days were spent listening to several of our members' stories of their Rose Bowl trip.

We had a very successful recruiting pro-

gram the first week of classes, thanks to a fine organizing effort by Jeff Ritter, the Senior Vice President. Vice President for Pledge Education Paul Smith used his fine educational skills to help the pledges along throughout the quarter, which resulted in another class of members who are very dedicated to the purposes of our fraternity.

Our professional program organized by Bob Craycraft was very full once again this quarter with tours and speakers. One of the speakers who highlighted our quarter was Mr. Charles Collins, CLU from American General Life. He presented us with a slide show and discussion on the opportunities for sales and management careers in the insurance business. Several members also attended the Area Conference in Akron in January. It provided everyone with some very good new ideas which we plan to try at our chapter.

At the end of this quarter some of our finest and most experienced members are graduating. Three of them have been our senior officers for the past year and they are led by two of our eldest members and best party holders, Dick Murray and Ray Cross. Congratulations, thanks and good luck to all of them.

—BETH BUSBY & DAVID RESLER

GEORGIA

PI CHAPTER KICKED off the new year with a busy winter quarter. Prior to rush week, our vice president for membership, Julius Davidson, conducted a seminar on recruiting. Active involvement by all Brothers in this area of activities resulted in another successful rush.

With the close of football season, the Brothers buckled down to some serious studying of business. Tom Collins from Chase Manhattan Bank spoke to the chapter on the subject of Chase econometrics and forecasts. The topic of preventive labor relations in the unionized world was discussed by a representative from the law firm of Jackson, Lewis, Schnitzler and Krupman of Atlanta. Ann Fambrough from Southern Bell shared with us some of the problems in the communications industry. Ms. Fambrough also touched on her personal problems as a woman in the previously male-dominated business world.

In campus activities Pi Chapter was actively involved in the promotion of Professionals Day, a project of the College of Business Council. Some 50 representatives from various firms were invited to campus to meet with Georgia business students. The program concluded with a Professionals Day banquet at the Holiday Inn.

As usual, social activities were not lacking for Pi Chapter. The big event for winter quarter was the chapter ski trip to North Carolina. Several Brothers went along just to see the snow! In February an oenologist came to Athens to give us a few lessons about wine. Naturally, a wine and cheese party followed



At a recruiting function of Lambda Chapter at Pittsburgh were, left to right, Edward Palascak, Director Undergraduate Business Programs; Dot McMullen, chapter Vice President for Pledge Education; Frank Gustine, chapter alumnus; and Dick Baird, chapter President.

the seminar. Finally, the Brothers of Pi Chapter will never forget the parties and all around good times they had at the Area Conference in Columbus, Georgia.

—HEATHER S. YORK

PENN STATE

ALPHA GAMMA CHAPTER—Always growing, professionally, socially, fraternally, with just a few highlights of what we've been doing here at Penn State, aiming for another 100,000 points. Awareness of our fraternity on campus has definitely increased, as the turnout at rush was the best yet. In an extensive pledge program, our 17 new Brothers really proved themselves: as entrepreneurs, raising funds for the chapter by involving baseball fans in an exciting World Series pool; as citizens, organizing a games evening at the Centercrest Nursing Home; and as true Deltasigs, putting on a hilarious skit night that really caricatured Alpha Gamma Chapter.

Along with added new Brothers, we've been reaching out in the other direction, toward our alumni, strengthening our relationships with them, especially during our alumni weekend in late fall. We were honored to have with us Bill Tatum, Harry McMahon, and Lee Myers. We hope they enjoyed both the alumni banquet at the Penn State Sheraton and the Founders' Day party afterwards as thoroughly as we did.

Alpha Gamma Chapter was also on the move at the beginning of winter term, traveling to Washington, DC, where we sat in on a session of Congress and toured the SEC, FBI, and FTC.

Besides these highlights, we've been keeping up professionally, with our usual fantastic schedule of speakers and plant tours, and socially, with the traditional Penn State Deltasig happy hours and parties for every occasion. But that's Alpha Gamma Chapter—always growing.

—KAREN SEVERSON

NEBRASKA-LINCOLN

ALPHA DELTA CHAPTER at the University of Nebraska-Lincoln sponsored the Third Annual Delta Sigma Pi Basketball Marathon on November 30 through December 2. For 44 hours Deltasigs were on the court playing opposing teams consisting of university students and various people throughout the city. The proceeds from the marathon were used to purchase Christmas presents for the mentally retarded and underprivileged children in the Lincoln area. Everyone had a great time playing basketball, but the greatest thrill was seeing those children's smiling faces when they received their gifts.

Topping off the list of professional and social activities during the fall was our Awards Dinner on December 7, where recognition was given for the outstanding efforts of many graduating seniors and members of the Alpha Delta Chapter. The Brothers of the chapter also celebrated Founders' Day with a hayrack ride. For the spring semester we look forward to having several professional dinners, guest speakers, tours, and a trip to St. Cloud State University for the North Central Regional Basketball Tournament.

Last November, 10 men and women were initiated into the Alpha Delta Chapter. Our chapter, now numbering over 50 Brothers,

hopes everyone is having a good year and best wishes to all of you in the 80's.

—MARK F. MANNING

MINNESOTA

ALPHA EPSILON CHAPTER at the University of Minnesota has been very active this year after beginning the fall quarter with a renewed spirit and enthusiasm that has reinforced our fraternal bond. Our fall quarter activities included professional dinners and tours, social gatherings, and community service projects.

Professional activities in the fall began with a dinner in St. Paul which featured District Director Dave Brumbaugh as our keynote speaker. In October we toured the worldwide headquarters in General Mills and found it to be a very interesting and informative experience. Also in October it was our pleasure to host the Brothers of Alpha Iota Chapter from Drake University in Iowa. Many constructive ideas were exchanged during their visit and we discovered some surprising similarities between our chapters. The second professional dinner of the quarter featured Professor Richard Gaumnitz of the U. of M. Business School. Professor Gaumnitz gave us some valuable insight about the business of consulting.

One of our community service projects this past fall was the renovation of a recreation room in a church in Minneapolis which involved cleaning, painting, and furniture moving. We performed similar work at a Home for the Retarded also in Minneapolis. Near the end of the quarter we volunteered to answer telephones to help raise funds for our local Public Broadcasting station.

Finally in this, the fifty-fifth year of Alpha Epsilon Chapter, we are proud to announce the addition of our first female member of our chapter, Alpha Epsilon 1147 Julie Nelson. Congratulations, Julie!

—BOB ANDERSEN

SOUTH DAKOTA

ALPHA ETA CHAPTER at the University

of South Dakota increased membership during the fall 1979 semester by initiating 20 new members. Our pledge class developed a truly ingenious fund raising project called a slave auction. Our auctioneer, Advisor Dr. Hadley, was quite successful in selling off each pledge to the highest bidder for three hours of "hard labor."

Our professional program was extremely interesting and covered diverse cross-sections of the business world. We had professional speakers from Touche Ross, A.G. Edwards and Son's, Inc., and Prudential. The mini field trip this semester found 14 members touring two large businesses in Lincoln, Nebraska, the Goodyear Plant and Dorsey Laboratories.

New officers elected for the 1980 school year are President Jim Pekelder, Senior Vice President Greg Johnson, Vice President of Pledge Education Kent Withers, Vice President of Professional Activities Gary Fish, Treasurer Jon Schulte, Secretary Barb Vavruska, Chancellor Tom Rolling, CEI Kim Merkwon, and Historian Brian Lutz. Best of luck to our newly elected officers, and continued success to all other chapters of Delta Sigma Pi in reaching the 100,000 CEI point goal.

—BARB HANNA

CINCINNATI

WINTER REVIEW FROM the Alpha Theta Chapter at the University of Cincinnati conjures up some vivid memories. The chapter was lucky enough to witness the automobile giant, General Motors, in full scale production recently by touring their automobile assembly plant in Norwood, Ohio. The tour was extremely comprehensive in all aspects of manufacturing; unfortunately, the members were unable to obtain free samples of the final product: Camaros and Firebirds.

The chapter was once again able to assist with the University's 12th annual tax seminar for accountants. It was held in late December and ran smoothly and efficiently.



Pledges of Mu Chapter at Georgetown "bear down" on their final exam.

Some of our Deltasigs are involved with Junior Achievement, also, to provide guidance and assistance for 15 achievers and their company, Woodco. The achievers initially raised capital by selling stock, thus allowing them to manufacture wooden tic tac toe boards. The entire chapter looks forward to the success of these young entrepreneurs at the upcoming trade fair this spring.

We recently kicked-off our fall scale winter rush program, and were very pleased with the response by students. The new members have shown much enthusiasm for the fraternity and promise to be future leaders. The end of the quarter post-exam blowout took the form of a toga party; some of our members are still suffering from slight embarrassment due to the cold air and even colder overabundance of beer.

—PAUL L. DORGER

DRAKE

GREETINGS FROM THE Alpha Iota Chapter at Drake University! Activities in our chapter over the past several months have been many and varied, thanks to the involvement of a good number of members.

Starting off the winter, Brothers took part in the chapter's annual Christmas Dance in downtown Des Moines. Attended by over 80 chapter members, alumni, faculty, and their

dates, the dance also featured a visit from Santa and his elves.

Professional activities included visits from a Des Moines clothier, who spoke on the importance of proper attire in business, and a Des Moines banking executive. Alpha Iota Chapter's spring field trip is this month, and the chapter looks forward to visiting a number of corporate headquarters in the Southwest during that time.

In January of this year, 14 new actives were initiated, as were three new faculty members from the College of Business Administration. After the initiation ceremonies, Brothers enjoyed a banquet dinner at a local restaurant.

Future activities include working at the Drake Relays in April, and our upcoming Rose Dance. We look forward to closing out the year with 100,000 points in the Chapter Efficiency Index, and we wish the best to all other chapters.

—BILL WEBER

INDIANA

ALPHA PI CHAPTER at Indiana University rounded out a great fall semester with the Rose Dance, crowning JoAnn Wyman Rose Queen and President Dan Stephens Rose King. Congratulations are extended to Eliot Scheuer, who received the Delta Sigma Pi Scholarship available to the member who demonstrates superior academic achievement, financial need and, most importantly, leadership and involvement in the School of Business. Another identical scholarship sponsored by Alpha Pi Chapter will be awarded to a non-Deltasig undergraduate of the School of Business on April 16 at the Founders' Day ceremonies for Indiana University. These two scholarships have been made possible through the revitalization of our chapter Scholarship Committee. The money for the awards came solely from our alumni, with the hope that the fund will be totally self-supporting within ten years. The recognition of leadership ability through these scholarships is an attempt to stimulate students within the School of Business to get involved and, hopefully, be rewarded for their efforts and leadership abilities.

Our strong professional program from the fall has carried through with encouraging results in the spring semester under the direction of Mary Anne Poinsette. In late January our chapter sponsored the second annual Career Night for Professional Practices, in which various company representatives helped students realize the finer points of particular fields within the spectrum of business. This year's program contained a more career-oriented approach, while last year's program dealt with interviewing techniques. Other professional activities planned for the spring include Dr. Fred Witney from Indiana University's department of economics and a presentation by the founder of Hooks Drugstore.

Our spring rush program was successful through the efforts of Senior Vice President Dean Wright, and our chapter is looking forward to initiation of the pledge class this month. Social events coming up include the annual faculty-student golf outing (providing the snow melts!) which is being promoted by the Faculty and School Relations Commit-

tee. This active committee, chaired by Paula Oyer, is also planning to present the Delta Sigma Pi Teacher Excellence Award close to the beginning of April. The voting body consists of graduates and undergraduates and the professor with the greatest percentage of votes is the recipient of the award. Another Faculty and School Relations project was greeted with much success earlier this year with the Medicus Roast. This is an evaluative program for all School of Business students to give feedback to the faculty about the Medicus Case, which takes approximately two weeks to complete. The Medicus Roast is carried out in an attempt to continually update the students' input about this particular facet of the School of Business, which will, hopefully, improve the program for students in upcoming semesters.

Special thanks to Suzy Baurley for her outstanding work on the rejuvenation of the Alpha Piper, our chapter newsletter, which keeps our alumni in touch with us!! The Brothers of Alpha Pi Chapter wish all Deltasigs the best of luck in all activities for the remainder of the year.

—JEANENE M. BETTNER

MIAMI-OHIO

AFTER A SMOOTH transition at the start of the second semester, our new officers have assumed their respective positions. The chapter would like to thank all the past officers for their time and effort and congratulate the new officers. They are an enthusiastic group and have planned many different and unusual activities for the Alpha Upsilon Chapter. The professional activities program is making a strong comeback, also. Area tours include the Cincinnati Branch of the Federal Reserve, and Merrill Lynch; a weekend tour of Atlanta also is planned by the Brothers. Many dynamic speakers have been scheduled.

Recruiting activities began the first week of February. These activities included a general business meeting and social, a casino party, an ice skating party and Speaker Dr. Phillip Shriver, president of Miami University. The pledges are very energetic and are preparing for their upcoming initiation.

The semester has been running very smoothly and even more activities are scheduled for the remainder of the year.

—LAURA A. COLISTER

OKLAHOMA

BETA EPSILON CHAPTER at the University of Oklahoma wishes to thank Gamma Epsilon Chapter at Oklahoma State University, Iota Omicron Chapter at Central Missouri State University, the Tulsa Alumni Club and the Oklahoma City Alumni Club for their participation in our 50th Anniversary Celebration. We enjoyed having them with us and hope that they will visit us again.

The Brothers of the chapter raised 200 dollars in our fund raising project which consisted of selling coupon books that contained coupons from area businesses.

The busy fall semester was finished with a Founders' Day party, a wine and cheese party with a Kerr-McGee executive, and finally a graduating seniors get together. Our spring semester was planned and waiting for us to get back from Christmas break. During spring we will have our annual joint initia-



Phi Chapter at Southern California went cake crazy on Founders' Day and on the chapter's birthday.

tion with Beta Chi Chapter-Tulsa University, and Gamma Epsilon Chapter-Oklahoma State University, which will be held at Oklahoma State University in the month of April.

The members of the Beta Epsilon Chapter wish the best of luck to all Delta Sigma Pi chapters in their spring rush. Remember that it's quality not quantity that counts.

RIDER

BETA XI CHAPTER at Rider College has, under the leadership of President Frank X. Brown, held its second successful semi-annual Welcome Back Concert. Joseph Lenzi, senior vice president, is working hard with Thomas A. Venanzi, vice president for pledge education, in designing an innovative pledge program. Francine Schiano, vice president for professional activities, has coordinated a creative program that is being supported by the Rider College community.

—PHIL VOGEL

KENT STATE

THE HONORABLE JOHN F. Seiberling, Congressman from the 14th Congressional district of Ohio (Akron and Kent), spoke to members of the Beta Pi Chapter and other students and professors at Kent State University on November 19, 1979, in the Kent Student Center. The Congressman spoke on what he called the "Bad Man Theory of Current Events." Using such examples as Idi Amin and the Ayatollah Khomeini, he described how events were attributed to one person who came to be a symbol of the event. Other topics that were covered were foreign policy, foreign aid, and SALT II. There was a question and answer period following his talk.

—RICK WAYMAN

TEXAS-AUSTIN

THE BETA KAPPA CHAPTER of Delta Sigma Pi (University of Texas at Austin) had one of the most successful semesters ever last fall. We had our hands into everything, from having the majority of students on the College of Business Administration Council to impacting the country with our assistance in the National Economic Symposium. After such a successful semester last year, we are keeping that winning instinct by not gloating on our past, but forever fighting for a better future.

This spring is no exception, either. We elected an elite set of officers to carry on the glorious tradition of Beta Kappa Chapter. Matt Mathias, after completing the fall semester as president, was re-elected to continue his fine efforts at that position. Matt said, "The fraternity's successes are based on total member involvement. This semester, we will be concentrating on this particular concept by setting up committees on matters of utmost concern to the fraternity. These committees will relay the members' feelings on matters and the Executive Council will work toward our goals with the chapter's thoughts in mind."

Some of these committees are the Professional Committee, the Pledgeship Re-evaluation Committee, the Social Committee, the 50th Annual Celebration Committee, and the Alumni Coordination Committee.

The Professional Committee, headed by Professional Vice President Mike Wadsworth, deals with helping the students

understand the business world when they are still in college so they will be prepared for it at graduation time. This has been accomplished by setting up brown bag luncheons with businessmen in the community. These businessmen range from small business entrepreneurs to former Texas Attorney General John Hill. Also, we have sponsored seminars and a field trip to Dallas in which we met with some big Eight Accounting Firms, the U.S. Treasury Department, and other assorted businesses.

Having this established contact with the business world, it was no wonder that we had another successful rush this semester. Senior Vice President Eddie Thomas, with the strong support of our beautiful little sisters, brought us over 70 rushees from which to choose our new Brothers. Our year-round rush efforts have once again paid off in high caliber pledges.

Taking care of pledge education is Junior Vice President Eddie Pool. His pledge training processes have been improved by our Pledgeship Re-evaluation Committee. They analyzed each aspect of the program to cut out the deadwood and make sure each portion retained was essential. The committee made pledgeship more meaningful, constructive, and education-oriented.

The 50th Anniversary Celebration Committee is working hand in hand with our Alumni Coordination Committee. Having been established November 13, 1930, Beta Kappa Chapter is gearing up for our Golden Anniversary. Of course, being proud of our alumni, we would love for them to join us in our celebration. For us to accomplish this, we have our Alumni Coordination Committee who will be collecting all "lost" alumni's addresses and making sure they know of the important events in our schedule. If anyone knows of a Beta Kappa Chapter alum that we have not contacted, please send us his address for our mailing list. Our new perma-

nent address is: Delta Sigma Pi (Beta Kappa), P.O. Box 12164, Austin, TX 78711.

Besides our alumni being very important to us, we equally greet transfers with open arms. In fact, our Social Chairman this semester is Alan Mulder, a transfer from the Zeta Mu Chapter at the University of Texas at Arlington. He came to us last fall eager to get involved. Since then, he has implemented new ideas that he brought from Zeta Mu Chapter to our social program and has done a superb job. For example, he crowned the First Annual Beard Brothers Bash Queen Nikki Novelli, and Leslie Dye as first runner-up. Our social program, guided by Alan and his committee, has set up and had many successful parties with other organizations on campus. Beta Kappa Chapter feels that one needs to understand others in a more relaxed atmosphere. One needs to understand fellow students not merely in a business sense, but as a man or woman with a social or family life, too.

This concern for others has also led us into many projects directed toward the bettering of the community. We established a Delta Sigma Pi Blood Fund in January which yielded 56 units of blood! We are also participating in "Round-Up," a traditional week of fund raising for Muscular Dystrophy. (The last two years, Beta Kappa Chapter has placed first and second in Round-Up competition of over 20 different teams, and we plan to do just as well this semester). We are also using our talents to help with the National Economic Symposium. This seminar, hosted by the UT College of Business Administration, will be discussing "The Economic Problems of the 80's." Experts from all over the country will be attending this nationally televised production.

With all that we have done this semester and what we have planned for the rest of spring, this summer, and next fall, the Beta Kappa Chapter of Delta Sigma Pi has become



Grand President Mike Mallonee (playing quarterback?) joins members of Psi Chapter at Wisconsin-Madison for a little football workout.

one of the well known and most respected fraternities on the UT campus.

—RANDY LEMER

AUBURN

THE BETA LAMBDA CHAPTER at Auburn University had a great fall quarter. We got off to a grand start with a tremendous rush in October. We had two busy days of open rush, with the first night being a time of getting to know each other and learning more about Delta Sigma Pi. A cook-out was given the next night which was a fun and informal time. As a result of these two days, our chapter gained 35 new pledges. The pledges were then turned over to Pledge Educator George Mize, who met with them weekly in order for them to learn all about the national fraternity and local chapter. In

order to welcome our new pledges we had a dinner meeting at Andy's Restaurant, at which James Daily, a Transportation Professor, spoke to us.

As a chapter, we are planning a new event for Auburn which we would like to sponsor. This event will be called "Careers Day" in which we will have speakers come to Auburn to speak to the business students. Therefore, our chapter is really looking forward to next quarter when we will initiate this event.

Beta Lambda Chapter members will end the quarter with a Pizza Party on the night after the last day of classes. This is always a fun time of getting together before a hard week of finals.

—GENIE GRAETZ

SOUTHERN METHODIST

AT SOUTHERN METHODIST, Beta Phi Chapter began the year with a very successful rush program, headed by Vice President John Wilkins. Thirty pledges were inducted into the chapter in late September. The pledge class, led by Vice President for Pledge Education Ruth Ann Burton, performed exceptionally well on all tests and other activities. They gave the members a hayride party in October. The class was initiated in late November and celebrated with a banquet at a local steakhouse.

Karen Cotton, vice president for professional activities, brought speakers from real estate, accounting, finance and retailing for a well-rounded professional program. All activities were well attended.

Under the direction of President Van Hooker, the chapter has been very active, both professionally and socially. A lake party, a reception for faculty and a meet-the-chapter function were all held. Our chapter retreat, in November at Lake Texhoma, was a resounding success.

New officers elected in December are: Mike Bryant, president; Ed Easterling, senior vice president; Jim Schultz, vice president for pledge education; Kyle Rains, vice president for professional activities; Dan Shipp, secretary; Tamara Thompson, treasurer; Rick Hawkins, historian; and Leslie Peskett, social chairman.

TULSA

BETA CHI CHAPTER at the University of Tulsa wasted no time in starting this semester's activities, as our new officers assume their respective duties. Rush was underway almost immediately, highlighted by a tour of IBM and our traditional "Meet the Chapter," along with several new additions to our recruiting activities. All of this combined to bring a pledge class of which we are very proud.

The pledges and the chapter alike are looking forward to the traditional "joint initiation" between the Deltasigs at the University of Oklahoma, Oklahoma State University, and the University of Tulsa. This year it will be hosted by Gamma Epsilon Chapter on March 29 in Stillwater, Oklahoma.

Plans are presently being made for our Rose Dance to be held on April 12, 1980, and it promises to be even better than last year. There will be fund raising activities to help in covering the costs.

As a community service project, we are sponsoring a disadvantaged family in the Tulsa area, which has proved to be a very rewarding experience for those involved.

—ALISON B. GEORGE

LOUISIANA TECH

THE BETA PSI CHAPTER of Louisiana Tech University started off the winter quarter with Past Grand President Bill Tatum. The Beta Psi Chapter was one of about 20 chapters chosen by Mr. Tatum to spend a few days with and to talk to us on Life Membership. That night we had an increase of 70 per cent in the chapter's Life Membership enrollment.

On December 8, Beta Psi Chapter initiated 17 new members. Dr. Dwight Anderson, an alumnus of the chapter and now a finance teacher at Tech, was the guest speaker at the banquet.



Phi Chapter at Southern California was recognized on the scoreboard (if you can see it) during a Dodgers baseball game.



Alpha Beta Chapter at Missouri earned a trophy in a tug-o-war to benefit a local charity.

The chapter also had a Christmas party December 17. The students celebrated the coming of Christmas with lots of spirit and good cheer.

—SHARON A. PORTER

MEMPHIS STATE

GAMMA ZETA CHAPTER at Memphis State University had a successful spring rush and a joint initiation with the Epsilon Psi Chapter from Christian Brothers College. Frank Busch, Regional Director, attended the initiation and welcomed each of the 13 new members. Afterwards, members, new initiates, and Chapter Advisor Dr. Binford Peoples celebrated at a dinner.

During the summer, Deltasigs raised money for the chapter with two car washes. The group effort was successful and there was an unexpected surprise when members from Mississippi State University's chapter of Deltasig pulled in for a wash and to discuss Deltasig happenings in their chapter.

This fall has been a busy one for the Gamma Zeta Chapter. It began with rush as we sought to add to our membership. In October, Delta Sigma Pi sponsored its annual "Techniques of Interviewing" for 300 interested students. Representatives from Exxon, Burroughs Corporation, Ernst & Whinney, Holiday Inn and University Placement gave advice to the future graduates about the career challenge. The Area Conference was held October 27 and Frank Busch, Regional Director, attended.

In November, members toured Merrill Lynch, Pierce, Fenner and Smith, the nation's largest brokerage firm. The tour guide familiarized us with commodity bond and stock markets. Two films were presented and a question and answer session capped the end of the outing. Afterwards some members talked individually with the brokers and other personnel of the firm.

Delta Sigma Pi gave an open house for the College of Business Administration at Memphis State University. The College sought to honor Janie Poody and her "Blue Chip Mobile," recently installed in the main lobby of the business building. The mobile's various forms symbolize blue chip stocks, gold standards, American business and the dollar. It is a great addition to the largest college on the campus.

Brother Doug Garner, president, bade us farewell as he graduated in December, along with several other members. Former CEI Chairman Pete Crowe succeeded Doug in his office.

—ROBIN MUZCHINSON

FLORIDA STATE

GAMMA LAMBDA CHAPTER would like to congratulate our 1979 football team on their perfect 11-0 season and their trip to the Orange Bowl in Miami, Florida, on January 1, 1980. Many of the Brothers enjoyed block seating at every home game. Our chapter celebrated Homecoming by entering a float in the Homecoming Parade and by hosting a reception for all returning alumni Brothers. About 15 alumni attended the reception and everyone had a great time. We also had three visiting alumni Brothers to participate in our V.O.C. pledge ceremonies which just happened to be held during Homecoming weekend. The visiting Brothers were Dr.

Charles H. LaCoste, Mike Mallardi and Herbert Weiss.

Gamma Lambda Chapter continued its tradition of having speakers from the business world make presentations to the chapter. This year we began inviting the entire student body to these presentations. One of our key speakers for the quarter was the Dean of the College of Business, Dr. E. Ray Solomon, who is also a Deltasig. A professional tour of Jacksonville, Florida, was held during which we visited Independent Life Insurance Company, Atlantic Bank and the Anheuser-Busch Brewery. Also this quarter we distributed an advertising blotter to students which contained ad-space sold to local merchants. By

the way, if you are an alumnus of Gamma Lambda Chapter and have not been receiving any of our chapter correspondence, please send your address to: Delta Sigma Pi College of Business, Florida State University, Tallahassee, Florida 32306.

In closing, we would like to thank Michael Mazur, our Southeastern Regional Director, for attending our fall quarter initiation. It was certainly a pleasure to play host to one of our National Board of Directors.

—CALEB EADY

UNIVERSITY OF MARYLAND

GAMMA SIGMA CHAPTER at the University of Maryland has taken part in the



Alpha Delta Chapter at Nebraska-Lincoln played for others in a Deltasig sponsored basketball marathon to raise funds for Christmas gifts for the mentally retarded and underprivileged in the Lincoln area.



Alpha Gamma Chapter President Charles Petredis cuts the cake at Founders' Day celebration at Penn State.

marketing research project for Kings Dominion, an amusement park located near Richmond, Virginia. The project, headed by Roger Grief, Vice President of Professional Events, was a paper analyzing the marketing strategy of Kings Dominion. Many students contributed to this paper and everyone benefited greatly from this experience.

The Brothers of the chapter celebrated Founders' Day with dinner and dancing. A good time was had by all.

At our recent initiation 23 new members were initiated into the fraternity. Everyone agreed that it was a demanding pledge period, but one worth experiencing. Gamma Sigma Chapter of Delta Sigma Pi continues to be very active in the business community and further strives for the highest standards of commercial ethics.

—JODY BLUM

SOUTHERN MISSISSIPPI

FALL SEMESTER FOR Gamma Tau Chapter was very productive in many ways. The chapter made much needed improvements to "the house" with thanks to Brothers Tim Martin and Marvin Leake who worked hard and made good deals for us. We wish you, especially our alumni, could see how the new furniture and carpet improves the appearance of the house. Also, alumnus Zerk Herrington made a much needed new coffee table for the house.

As a public service project, members and pledges trick or treated by hayride for United Way on Halloween night. Everyone had fun, plus an added treat was a tour of our university president's magnificent new home.

Our professional activities program has brought new excitement to the chapter. In

addition to various speakers at our business meetings, we have had a professional dinner at a local steak house with an alumnus as speaker. We have toured the Executive Office Plaza of McRae's Department Stores in Jackson, Mississippi. That was an interesting as well as informative event. More interesting tours and speakers are in the plans for spring.

On November 17, we held a very successful Initiation Banquet at which 23 undergraduates were initiated, plus one faculty member, Dr. Tyrone Black, Chairman of the Economics Department, who was in as much awe as his pledge Brothers as the fraternity secrets and Ritual were revealed to them. We had very good participation from our alumni and faculty at initiation and throughout the semester; we take pride in that, and thank them.

Senior Vice President Vicki Stephens took advantage of the turkey season to have a Life Membership Drive on November 19. Everyone brought a dish for turkey dinner. After everyone was satisfied, Vicki explained the benefits of Life Membership and many showed interest.

Fall semester ended with a Christmas Party on December 14. But before that, Gamma Tau Chapter turned 29 on its December 9 birthday and new officers for spring were elected at our last meeting.

Spring means a new beginning for us and our new officers who have promised to advance our chapter and our fraternity.

—DWIGHT GAINES

NORTH TEXAS STATE

THE FALL SEMESTER has been one of our most successful and eventful semesters

ever. At our Ritualistic initiation we inducted 13 excellent new members. Our professional program has been varied and exciting. The chapter toured the facilities of Electronic Data Systems and WFAA T.V. in Dallas, and the local Budweiser distributorship. Our speakers have included people from a bank president to a geologist.

On the social side, the chapter held a combination costume/Founders' Day party and is planning a Christmas party for December 14. For the spring we are looking forward to the Rose Ball and our annual basketball tournament for the Southwest Region. We hope all our fellow chapters have an exciting and successful academic year.

LAMAR

LAMAR UNIVERSITY'S DELTA Eta Chapter in Beaumont, Texas, has had a busy spring semester thus far, and we anticipate an even busier end.

On our first class day we set up our annual "Hospitality Room," and on January 30 we held a "Meet the Chapter Night." Both of these events enabled the student body of our College of Business Administration to get acquainted with Delta Sigma Pi. It also gave us an opportunity to extend a helping hand to pledge candidates and give whatever help we could to make their college life an enjoyable one.

Our fall pledge class grossed a large profit with its coffee and bake sale. We are continuing with this idea during our university's basketball season.

We take pleasure in presenting 12 new additions to our chapter for the spring semester. In the few months since their initiation, they have become involved in many of the chapter and University activities.

Rush Party was held on February 2. Pledge candidates and members found this to be a time of relaxation, fun, and good food.

Brother Jolein Miller, vice president for professional activities, assisted in organizing our agenda which included a field trip to Houston on February 22.

Special thanks go to Brother Dave Daigle, CEI Chairman, whose constant reminders aided us in making this semester such a successful and worthwhile one.

—JAYNE F. PIERRE

LOYOLA-NEW ORLEANS

WE THE DELTA NU CHAPTER at Loyola University in New Orleans are meeting the pleasures and challenges of another semester. We ended the year with the biggest and best pledge class ever. Four of our new members were elected to the executive board. Three of our members received scholarships and awards, one of them a new member. Claudia Hopkins was awarded the National Association of Public Accounting Scholarship Award, Lecia Smith was awarded a Shell Incentive Fund grant, and Marilyn Doskey was nominated to "Who's Who Among Students in American Universities and Colleges." We also hosted the First Annual Southern Region Football Tournament. Even though it was rained out, we still had lots of fun.

In addition to these accomplishments, Delta Nu Chapter has started off the year with its first executive board to include three



Past Regional Director Harry McMahon, Alpha Gamma Chapter President Charles Petredis, Mideastern Regional Director Lee Myers, Norma McMahon, and Past Grand President Bill Tatum attended the Penn State-Miami football game while at Penn State for Founders' Day.

blacks, one of which is the president. We also took steps to try to reactivate Gamma Mu Chapter at Tulane University, but we found it wouldn't be feasible at this time. Don't worry, we will continue to try!

Our professional program has received a big boost with the business luncheons which we started this semester. Through moves to keep our chapter unified, we now participate in intramural sports on campus. Delta Nu Chapter is continuing to grow and prosper.

We wish all of you a Happy Easter!

—CHERRILYNNE WASHINGTON

SAN FRANCISCO STATE

DELTA OMICRON CHAPTER at San Francisco State University returned from the semester break with a brand new group of enthusiastic, energetic, hard working officers headed by President Guymond Louie. During the semester break members of the fraternity spent a fun filled weekend of skiing and enjoying the sun at Lake Tahoe.

At the end of last semester we paid tribute to six graduating seniors; they were very active in the fraternity and we hated to see them go. However, as everything must come to an end, so did their undergraduate status. They will travel their own roads now and go in many different directions, but never will they forget the many memories, most glad, some sad, of the road they all traveled at one time, the road to Delta Sigma Pi. The graduates are Cedric Von Alexander, Tim Gardner, Patrick Clements, Devera Mason, Larry Brieseno and Kevin Garretz.

I am very glad to announce that we have five new members to our chapter. The five successful pledges had a hard road to climb, but the many obstacles in the way were overcome by these special people. They stuck it out and captured the victor's cup, when many a person would have turned about.

The slate of officers this semester is a very dynamic group and together they shall lead our chapter to another successful year. Our President Guymond Louie set up a list of goals to be achieved; heading the list was improved communications and reaching higher than average CEI points. Jennifer Leong, the senior vice president, is doing a great job, having planned a spectacular rush week. Claire Sammon, the vice president for pledge education, is very excited over her new position and rightly so—the pledges look like a fine group this semester. Our vice presidents for professional activities, Jeff Nebenzahl and Leianne Wong, have a wide variety of events planned for us and we are all excitedly waiting for them to release the program schedule.

In concluding, I would like to say that our chapter has come a long way and that we are getting bigger, stronger, and more quality-conscious every semester.

—TONY VELLA

NEVADA

NEVADA'S DELTA PI CHAPTER has been "on the grow" during the 1979-80 academic year. Chapter membership increased with the initiation of 14 new Brothers in November. Officers have been working diligently in pursuit of 100,000 Chapter Efficiency Index points. Improved recognition is being achieved by the chapter, both on campus and in the community.

The current professional program has centered around the theme, "People in Business: Problems and Opportunities." Program activities have included field trips and visits by professional speakers of diverse backgrounds. Local industries, including gaming, have been highlighted.

In other activities, the chapter honored University of Nevada-Reno's entry into the Big Sky athletic conference with the sale of

T-shirts promoting the theme, "The Sky Is The Limit." Also a Media Relations committee was formed in order to augment chapter publicity.

Each semester, achievements are acknowledged through awards presentations. In November the chapter revived the presentation of its Outstanding Pledge Award. Also, a new custom of honoring the chapter's presidents with a plaque has begun. Finally, the



Ford Motor Company in Connersville, Indiana was part of the professional program of Alpha Pi Chapter at Indiana.



Members of Alpha Pi Chapter at Indiana toured The Central Office in Oxford.

Dr. Kathryn Duffy Award is presented by its namesake to the outstanding member of the chapter.

In closing, Delta Pi Chapter looks forward to the celebration of its 21st birthday on April 23, 1980.

—MATTHEW E. PICHON

FERRIS STATE

A CHRONOLOGICAL ESSAY of Delta Rho Chapter History enlightened and inspired our Brothers to build on the professionalism and success of the past. The essay, prepared by Chapter Historian John B. Rossi III, is a revision and update of an earlier work by Dennis Neinhuis. With the past in mind, we set out to conduct ourselves with the upmost professionalism in our present projects.

Flint, Michigan, was the destination of this year's winter tour. Brother Dennis Krusniak, an alumnus of Delta Rho Chapter, was instrumental in setting up the tour to General Motors Parts Division. Accounting, data processing, and industrial/personnel management were the focal points of this tour.

Our Professional Speaker Series continued with Bob Carty, Assistant Director of Cooperative Education for Ferris State, holding a workshop on time management. The workshop was attended by Brothers, faculty, and the public.

Over 100 snowblind Ferris State students stepped off a plane and into the sunshine of Daytona Beach as Delta Rho Chapter's 4th Annual Florida Trip began last month. This year we combined with Consolidated Tours, and our combined efforts made this trip the most successful ever. Special recognition is due to Barry Cargill and Rick Fowler for their hard work and expert leadership as Florida Trip Chairmen.

A new aspect added to our chapter this winter were written guidelines for Pledge Education and Parliamentary Procedure. Both these booklets were extremely helpful in developing a consistency and an efficiency among our Brothers.

In Big Rapids, Michigan, Delta Rho Chapter is striving to expand and improve upon the professional and scholastic foundations of our chapter and our fraternity. With a combined group effort we are finding much success along our way. In the spirit of Brotherhood.

—JOHN T. BLACK

SUFFOLK

THE DELTA PSI CHAPTER at Suffolk University has undergone preparations for a productive spring semester.

Our annual Christmas raffle helped us raise over \$400. With the help of the money, we had a special Valentine's Day Party for Suffolk University students at a local Boston Discotheque. This has helped us in getting the fraternity's name out among the students at the university.

The Vice President for Professional Activities has arranged for many visitors. From State Equipment Company to Digital, we've had our fair share of speakers.

May will mark the 20th year of our chapter. In preparation, our historian has gotten in touch with Brothers from the various classes throughout this 20-year period. We plan to have, at our annual Rose Dance in May, special gifts for those most senior alumni Brothers.

The chapter would like to welcome their new Brothers, Stephen Braga, David Dennis, Joseph Paluzzi, Mark Panetta, and Nick Steinkrauss.

—JOSEPH C. PATI

WEST LIBERTY STATE

AFTER A WELL-DESERVED Christmas vacation, every Brother came back with plans to help the fraternity.

Recruiting was started within two weeks. "Meet the Fraternity Night" was very successful and several prospective pledges attended. Some of the officers and the Deltasig professors spoke to the prospective pledges and told them what to expect and what was

expected of them. Everyone that attended had a good time getting to know each other.

Four weeks after the pledge ceremony, the candlelight ceremony was conducted. Every pledge benefited from the experience. Following the ceremony, there was an informal party so all the Brothers and the pledges could become better acquainted. After our spring break, the pledges will become one of us.

Plans have been made to have a Businessman's Luncheon in late March. Area businessmen associated with different areas of business will be attending. This will help all Brothers to become better acquainted with the business world.

Under the leadership of Brother Ron Osmianski, his committee has carefully organized the Rose Dance. The plans are to have the dance the first part of April.

Through the hard work of the publicity committee, headed by Brother Lori Bryan, Brother Edward's professional activities have been very successful this semester. The publicity committee has also helped promote all the activities of the other committees.

The Delta Omega Brothers wish all other Brothers a fantastic spring break. We all know we need it, so enjoy! Don't get sunburned!

—CATHY A MULLETT

SHEPHERD

EPSILON KAPPA CHAPTER at Shepherd College started off the semester by initiating five new members into the chapter on January 19. This was our second pledge class to be initiated into the fraternity in this academic year. On January 31 our spring pledge class was inducted into a seven week pledge education period. We are looking forward to the spring banquet and celebrating with new Brothers.

We all had a great time on our long distance tour to Philadelphia on February 9. While there we had professional tours to Campbell's Soup Company and RCA Manufacturing, and naturally took the opportunity to tour the Mint. Rounding out the semester will be Epsilon Kappa Chapter's annual Horse Show to be held in Morgan's Grove Park in Shepherdstown in mid-April. Some other activities of Epsilon Kappa Chapter this year have been: short distance tours, professional speakers, flower sales, football concessions, and our semi-annual parking job for the Arts & Crafts Festival. Socially, we sponsored several pub-nights, formal and informal parties, and a cook-out at the frat house.

All the Brothers of the chapter are proud of the accomplishments we have made in the year. We have been making positive strides to become more visible on campus. We believe we are the Number One Fraternity on campus and through new promotional efforts we are determined to spread the word of what Delta Sigma Pi has to offer.

In closing, the Brothers of Epsilon Kappa Chapter wish the best of luck to all the Deltasigs in meeting their personal and fraternal goals.

—VICTOR REEDER

ROCHESTER TECH

THE BROTHERS OF Epsilon Lambda Chapter are proud to announce a strong enthusiastic pledge class of 14. They have exhibited outstanding leadership qualities in



Deltasig's Ship of Commerce earned a second place trophy in the Homecoming parade at the University of Florida.

organizing fund raising financial events such as car washes and raffles. They have provided the chapter and RIT with a professional event concerning future careers in corporate management. We are convinced that they will soon become Brothers of Delta Sigma Pi and maintain our level of quality membership.

Recently, Epsilon Lambda Chapter was in competition with the other Greek Chapters on campus for the award of outstanding chapter. Evaluation and determination of the winner was based on various activities and programs, sports, scholarship, campus leadership and community involvement. We were very strong in all categories, but unsuccessful in being chosen. We feel that next year will be our year for this award and for outstanding performance at RIT and in the surrounding Rochester community, based on the upcoming events planned.

A major campaign will begin later this fall to obtain local business support for a Christmas Party for the children at Hillside Children's Center. Plans are to make use of our alumni in the form of a Career Day. This Career Day promises to act as a promotion for the fraternity's reputation as a business fraternity, and also to draw attention to the growing Epsilon Lambda Chapter.

It is the goal of this chapter to present the best image of our members and to continually build a reputation of professionalism and Brotherhood. Epsilon Lambda Chapter has become one of the strongest fraternities on the RIT campus and will continue in this direction.

BALL STATE

EPSILON XI CHAPTER was very busy making plans for a prosperous winter quarter. To help out, we have nine new members from the fall rush class. Brother Patric Wearly was voted Most Outstanding Pledge. The chapter voted 12 men and women into the winter pledge class.

The Brothers of Epsilon Xi Chapter are happy to welcome back Brother Bob Hurley, who has returned to Ball State after seven years to finish his education. Brother Hurley and his wife recently opened up their home for the winter quarter pledge party and a good time was had by all.

Special congratulations go to Brother Becky Skillman for being chosen Most Outstanding Member for fall quarter and Brother Greg Arnott for being the Epsilon Xi Chapter nominee for Undergraduate of the Year.

Epsilon Xi Chapter graduated four members fall quarter. We wish these alumni all the luck and happiness in their careers: Brothers Tamie Aeschliman, Dean Bruns, Deanna Duke and Tim Roach. Because these members left, three new officers had to be chosen. The new officers are: Becky Skillman, treasurer; Mike Thomas, vice president for pledge education; and Lisa Sopko, historian.

Some of our chapter activities included a Halloween Party for the children at a day care center, lectures from representatives of Muncie Power Products and the Muncie Chamber of Commerce, a bake sale, a speaker and a tour of L. S. Ayres in Indianapolis. Plans were also made for the chapter's biggest event of the year, the Winter Banquet. Over 400 invitations were sent out to alumni

for this huge dinner and dance held February 2 at the luxurious Hillcrest Country Club in Indianapolis.

—LISA SOPKO

CAL STATE-SACRAMENTO

NEWLY INITIATED BROTHERS won 50 per cent of the offices in Epsilon Phi Chapter for spring of 1980, kicking off a new tradition in the chapter. One theory for this extraordinary performance was the sheer size of the fall of '79 pledge class. Thirty-one new members swelled the active body to a record 67 Brothers.

Although some members feel that the chapter is too large, President Dennis Hawkins says our size is our strength, assuring our future as a viable organization on campus: "We have more people with a broader range of talents and interests which will allow us to actualize our potential and move towards fulfilling the Purpose of Delta Sigma Pi."

And "actualizing our potential" is exactly what we're trying to do! Professionalism, idealism, and enthusiasm characterize our chapter activities this semester. Activities have taken on an international flavor as the Vice President for Professional Activities broadens our horizons with speakers from the international business sector. We're continuing our national fund-raising project which was begun last year.

We may not be an ideal chapter yet, but every indication is that we are well on our way toward achieving that lofty goal. Apparently, a large dose of new members provides the vital ingredient to spark the "can do" attitude which Deltasigs perpetuate.

—THERESA A. CASEBEER

GEORGIA SOUTHERN

EPSILON CHI CHAPTER at Georgia Southern College started off winter quarter

with two smokers and a rush party which resulted in the fraternity acquiring six new pledges.

Our annual winter quarter "Meet the Faculty" night was a great success. Dr. Douglas Nettleton, a devoted faculty member, provided his home for the purpose of letting professors from the School of Business and the Deltasigs get together, making for a better relationship between the fraternity and the faculty.

Other activities for the quarter included an informal chicken barbecue for the members and pledges to get better acquainted. A dinner at the House of Sirloin was also planned for the purpose of roasting the Little Sisters. Our winter quarter trip was spent at Beech Mountain in North Carolina for four days of skiing and recreation.

This quarter has provided us with many interesting tours and speakers. We toured WWNS Radio Station in Statesboro, and Gulf Stream American in Savannah. Our speakers for the quarter were Mr. Lewis Stewart, Director of the Small Business Development Center, who spoke to us about "Small Business," and a Milliken Company Representative who presented a lecture series in the Foy Auditorium at Georgia Southern College.

Our winter quarter activities came to a close the weekend of March 8 with our initiation banquet that Friday night at the Nic Nac Restaurant. The Brothers were pleased to have Dr. Michael Mescon, from the Georgia State University Department of Management, who spoke to us on "Management and Motivation."

Epsilon Chi Chapter wishes all our Brothers a successful year in every respect.

—ANN T. THIGPEN

CHRISTIAN BROTHERS

EPSILON PSI CHAPTER at Christian Brothers College is in the middle of another



"Oh, sweet achievement!" are the words of Homecoming Chairman Jim Pool of Beta Eta Chapter at Florida after the chapter's float earned a trophy.

busy semester with professional and social activities. Pledges, tours, speakers, fund-raising projects, and parties have made this year very fulfilling.

The Barn Dance held in October was a big success. Holly Hills Country Club was filled with hay, cowboy hats, boots, and live music ranging from rock to jazz. The bus ride to the Barn Dance was unforgettable. Our semester ended with a big Christmas party at Brother Bill Lusk's home.

Our chapter would like to congratulate two Brothers, Philip Zaricor, and an alumnus, Peggy Hoppe Milford. Philip is the newest addition to our chapter, after being initiated in November. Two years ago, he almost finished pledging but had to stop for personal reasons, but persevering as ever, Philip happily became a Deltasig. Peggy Milford is the first female CBC graduate to become a Certified Public Accountant. During the same week, she also gave birth to a healthy son. We doubly congratulate her.

Deltasigs, keep striving for better fraternities and we hope you have a great year.

—HELEN VANZANT

EASTERN ILLINOIS

EPSILON OMEGA CHAPTER is proud to report another successful rush. With a good number of our Brothers graduating in May, we have worked especially hard and diligently to make this one of the best rushes ever.

Again, we are preparing for our annual softball tournament. All chapters in the Central Region should be alerted and can expect the information in the mail this month. The tournament has been very competitive in the past few years, however, Epsilon Omega Chapter has been able to keep its win streak intact. So once again, we are expecting a good time for all involved.

Our professional program continues to be the strong point of the chapter with many interesting tours and speakers in the making.

Congratulations go out to our new officers: Brad Irle, president; Mike Daniel, senior vice president; Tom Bosler, vice president for pledge education; Jim Mansk, vice president for professional activities; Jim Brock, treasurer; Jim Stowell, secretary; Tonnie Griffin, historian; and Daryl Mirza, chancellor. Also congratulations to Mike Daniel and J. Dean

Gillard, who will tie the marriage knot in May and June, respectively, and to our former President, Bob Maliszewski, who became a proud father just before the end of last semester.

—KEITH SPRAGUE

ST. PETER'S

ZETA ETA CHAPTER at St. Peter's College is proud to welcome our 11 new Brothers initiated late last semester. We are sure that these Deltasigs will be valuable assets to our chapter. We are presently getting our spring pledging period underway. Our "meet the fraternity" luncheon was greeted with great enthusiasm by all who attended.

Mr. Mandell, President of Sardina Food Corporaton, spoke to the Zeta Eta Chapter as part of our professional program. His informative lecture of "Management Opportunities in the Fast Food Business" was an eye opener to a field many never thought of, let alone considered. Much interest was displayed during the question and answer period that followed the formal talk.

What an exciting time our chapter had while touring the United Nations! The guided tour, which lasted for approximately one hour, has given all who participated in this event a clearer understanding of the United Nations' functions.

—MARIE LA BRUNO

WESTERN KENTUCKY

ZETA THETA CHAPTER has an impressive pledge class for the spring semester of 1980. In addition, the chapter had its Third Annual Recognition Banquet honoring Mr. Earl Fisher, along with many other professional activities during this semester.

A chili dinner was sponsored by the chapter in recruiting qualified business students. The chapter saw this as an important objective, due to the fact that 80 per cent of the members will be graduating in May, 1980. The dinner and the Meet-the-Chapter Meetings were instrumental in recruiting an impressive pledge class for the semester.

The pledge class was very helpful in the huge success of our Third Annual Recognition Banquet. The honoree, Mr. Earl Fisher, is the Regional Director of Western Kentucky Gas Company and was a past President of the Chamber of Commerce. Our professional program also included many speakers and plant tours.

The Spring Formal will be held April 5 at the Executive Inn in Owensboro, Kentucky. The theme of Spring Formal is "A Chapter Reunion." We hope to see all of our alumni Brothers attending the dinner-dance. Our candidate for Undergraduate of the Year, Karen D. Figler, will be honored. In addition, the Scholarship Key will be awarded.

—KAREN L. HOLYOKE

MISSISSIPPI

ZETA IOTA CHAPTER at Mississippi College in Clinton enjoyed Christmas Season with caroling, family gatherings and festive holiday spirits that we hope all our Brothers also enjoyed.

The new year made way for a fine schedule of professional and entertainment activities, including tours such as the Allstate Insurance Company, which has the largest computer system in the state, the Internal Reve-



Beta Kappa Chapter entered this first place float in Texas' Round Up parade, raising that same week \$4,000.00 for Muscular Dystrophy.



John F. Seiberling, Congressman from the 14th Congressional District of Ohio, visits with members of Beta Pi Chapter at Kent State.

nue Service and the Federal Reserve Bank in New Orleans, Louisiana.

The chapter's pledge activities for the new semester got off to a big start, thanks to our Pledge Education Leader, Melissa Couch, and some new approaches developed to attract the interests of some fine new students. Our Chapter Efficiency Index points are mounting every day and we hope to reach 100,000 by the close of this year.

Exciting the interests of all our members is our forthcoming trip to New Orleans this month where the Southern Region plans to hold their annual basketball tournament. We are looking forward to seeing all of our Southern Brothers in New Orleans and hope they are prepared because we have strong visions of walking away with the trophy this year.

—SHARON D. WHITEY

WESTERN STATE

ZETA KAPPA CHAPTER at Western State College started the '79-80 school year with only eight members, two of which graduated in December, Scott Lambdin and Mike Huggins. Our rush program yielded 12 new members. If the enthusiasm that came in with the new Brothers continues we will reach 100,000 points with few problems.

Zeta Kappa Chapter held a number of fund raising events last fall; concessions at football and basketball games saw another increase in profits of 35 per cent this year. The fall pledge class held a dance, "Beer & Boogie" which netted \$200 for "Six Points," an organization for the handicapped in Gunnison.

Professional activities included films and a number of speakers. Dave Hartman, a safety inspector for Safeway, Inc., talked with us in early December. We are also in the middle of planning for the Muscular Dystrophy "Dance for Those Who Can't."

The Associated Student Body (student government) held elections the last week of fall term and Zeta Kappa Chapter members hold three seats out of 20: Harlan Barcus, president; Dwayne Reeder, business division representative, and Sandi King, club representative.

Our new officers for the 1980 school year are: president, John M. Palm; senior vice president, Carol Kaper; vice president for pledge education, Lisa C. Healy; vice president for professional activities, Jerry S. Blount; secretary, Dwayne Reeder; treasurer, Harlan Barcus; chancellor, Jay Baker; CEI chairman, Anne Weissenfels; and chapter advisor (for the 15th year), Dr. V. Whiting.

And congratulations and best wishes to recently engaged Jay Baker.

—JOHN M. PALM

ST. JOSEPH'S

ZETA PI CHAPTER at St. Joseph's University sends greetings to all the chapters of Delta Sigma Pi. This has been a very profitable spring for the Brothers of our chapter, the most outstanding event being the Basketball Marathon held in February. This event, run by Chairman Jim Waldron, was a great success, and raised over \$1500 in the fight against hemophilia.

Four Brothers, Larry Heck, Joe McLaughlin, Mike Swanick, and Mike Fitzpatrick are spending this semester in an

exchange program at Trinity College in Dublin, Ireland. Although much of their time is spent in the local taverns, they have written that they have each attended class at least once. Congratulations are in order to Pledgemaster Dave Ibarguen. With his help, the Zeta Pi Chapter initiated six new members last semester, bringing our total membership to 329.

FLORIDA ATLANTIC

THE ZETA PHI "Business Machine" at Florida Atlantic University moved into the new year under the leadership of a new group of competent men and women. Those elected to office include President Luke Therien; Senior Vice President Russell Flott; Vice President of Pledge Education Mary Parnes; Vice President of Professional Activities Kathy Vignau; Secretary Suzette DeMunn; Treasurer Rick Orlan; Chancellor John Williams; CEI Chairman Glen Mills; Honorary Susan Newman; Chapter Advisor Dr. James Montgomery; and Alumni Advisors Jay Eggenberger and Michael Kaman. The new officers have already shown their eagerness and devotion in taking on the responsibilities of the offices. Many thanks go to the past officers, who helped make the past year a very successful and rewarding one. Special thanks go to our Past President, Mark T. Davis, whose tremendous efforts in our chapter activities are greatly appreciated by all the Brothers.

Once again our chapter had another successful pledge program. The fall Pledge Class of 1979 brought to the chapter 12 new Brothers, bringing the chapter membership to 411 total members initiated since our inception—another indicator of the strength and determination of our fraternity at Florida Atlantic University.

Continuing its close relationship with the community, the chapter held its quarterly community service project. This quarter the chapter conducted a "Gong Show" at the Regional Detention Center in West Palm Beach. Many of the Brothers exhibited their

talents to the delight of all the members at the Center.

During the past quarter, the chapter conducted its Life Membership Party. This quarter's theme consisted of a "Clash Night" where many Brothers were seen in a very unusual light. The main objective of the party was to promote Life Membership, coupled with a good time. After it was all over, nine Brothers signed their life away to Delta Sigma Pi—this brings the number of life members in Zeta Phi Chapter to 80.

In preparation for this year's appointment of the Undergraduate of the Year by Delta Sigma Pi, the Zeta Phi Chapter is proud to have as its nominee for the Undergraduate of the Year 1980, Elaine M. Norton. The entire chapter wishes her the best of luck and is behind her 100 per cent.

Our social events were excellent, as usual, with our annual Founders' Day picnic held at Birch State Park in Ft. Lauderdale. Topping the year off was a most enjoyable banquet held at the Sea Garden Hotel in Pompano Beach.

The Brothers of the Zeta Phi Chapter wish all Deltasigs success in all their future endeavors.

—MICHAEL C. BAUER

SUNY-ALBANY

ONCE AGAIN ZETA PSI CHAPTER has experienced a full and active semester. Along with our very successful rush program and regular professional events, Zeta Psi Chapter had the pleasure of hosting the Eastern Region Area Conference. Brother Al Gordon arranged the three-day event with the help of Regional Director Dick Parnitzke. Seventy-one Brothers participated, representing seven of the chapters in our region. The weekend activities included a day of seminars conducted by the various District Directors in attendance, a keg party, and a formal brunch with a professional speaker. The ideas exchanged and the Brotherhood experienced by all who participated made this a most memorable event.



Members of Beta Psi Chapter at Louisiana Tech attended a basketball tournament. Among the group are Southern Regional Director Frank Busch, Past Grand President Bill Tatum, and visiting brother Danny LaFont.

The eight undergraduate Brothers, led by delegate Bob Maxant, who comprised Zeta Psi Chapter's delegation to the 32nd Grand Chapter Congress, enjoyed the many educational and fraternal benefits accrued through their active participation in the numerous seminars and social events presented throughout the week. One highlight of the delegation's participation in the business sessions was the introduction of a resolution commending Zeta Psi Chapter mentor, Brother and Past Grand President Harold L. Cannon, for his years of devoted and unselfish service to Delta Sigma Pi.

Our Life Membership drive headed by Senior Vice President Karen Smayda proved to be quite productive, and culminated in the

14 pledges becoming Life Members upon initiation, along with 10 current undergraduate Brothers.

The semester's pledge program, designed and implemented by Vice President for Pledge Education Bob Maxant, indoctrinated our 14 pledges with the ideals of Delta Sigma Pi. We feel certain our 14 new Brothers who were initiated on November 17, 1979, will be an integral part of our continued success as a chapter.

Other activities included the Brothers' and pledges' participation in the State University of New-York at Albany's annual Walkathon to help raise money for a local charity, and our chapter's Fifth Annual Career Day. This campus-wide event, organized by Chairper-

son Audrey Berkman, took on new dimensions this semester as the number of firms in attendance doubled in size. Representatives from such firms as IBM, Coopers and Lybrand, and the FBI attracted many members of the university community to this successful event.

Of course, our high degree of success could not have been achieved without the fine leadership of President Nancy Hughes and our Executive Committee. Other Executive Committee members are: Vice President for Professional Activities Rich Iacono; Treasurer Bruce Kulzer; Secretary Carrie Chandler; Chancellor Hal Weidman; Historian Helene Drucker; and Chapter Advisor John Levato.

We are looking forward to even bigger and better things in the future, and would like to wish our fellow Deltasigs good luck and success in all their endeavors.

—LESLIE KANTER

NORTHERN ARIZONA

THE ZETA OMEGA CHAPTER at Northern Arizona University has completed a great semester and is well into preparations for another of the same quality. We are hoping to reach 100,000 CEI points very soon.

We have been working hard in order to obtain the points, and there will be no way that we will stop once we reach our goal. With our professional, social, and fund-raising activities, Zeta Omega Chapter will most certainly be busy for the 1980 spring semester.

On November 17, we added 24 new members to our chapter. This is the largest number we have ever had initiated! But with the quantity, we also got quality. On that night of November 17, we had a Life Membership drive. With the help of our District Director, Bob Hamer, 30 people signed up. Bob pitched in the \$5.00 to start each membership. Thanks, Bob!

We are looking forward to many events, including a Las Vegas professional tour, a business seminar, an on-campus movie, our annual Togarita party, and Deltasig Days with Gamma Omega and Gamma Psi Chapters, to name just a few.

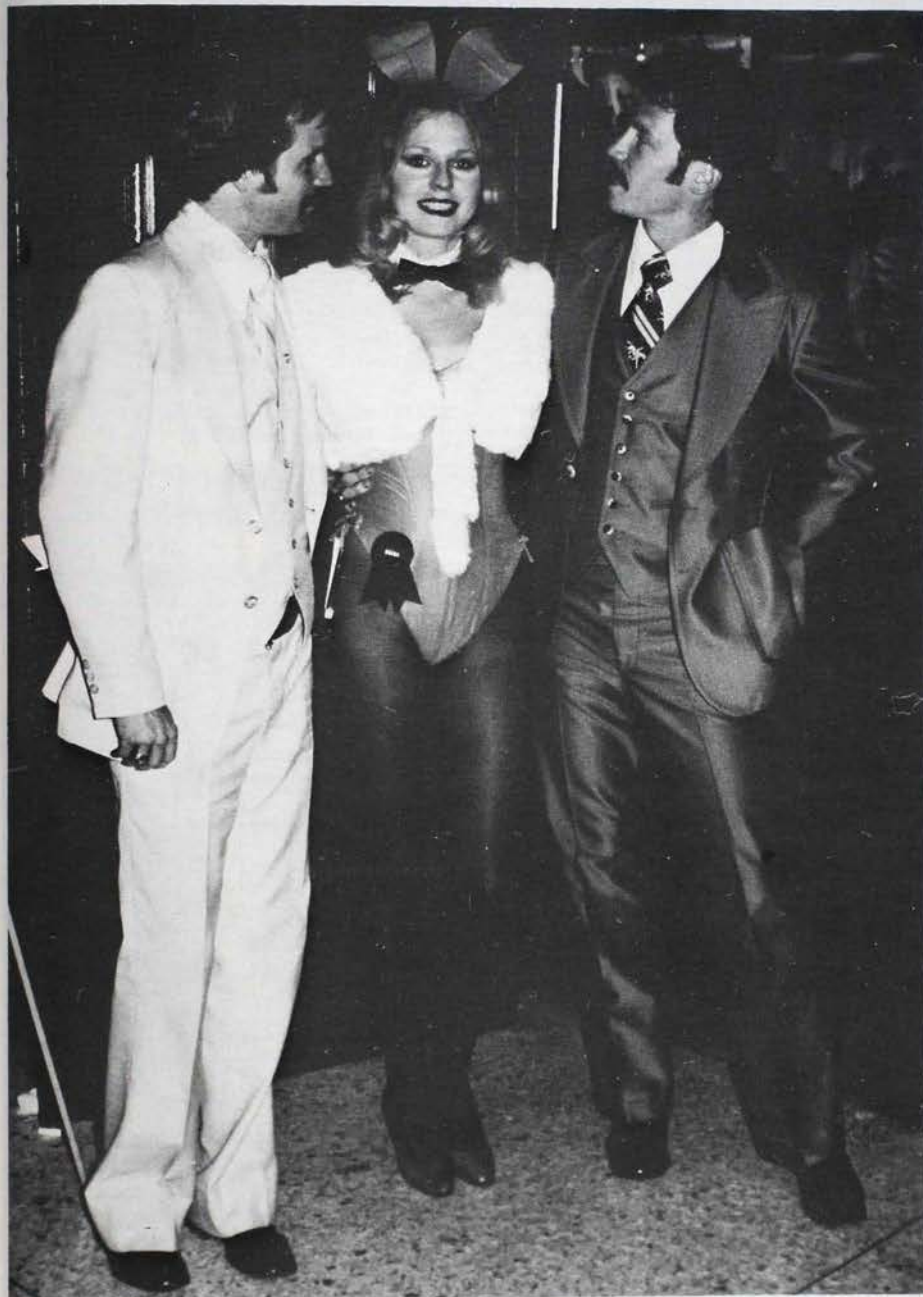
Our Undergraduate of the Year Delegate this year is Mark D'Agostino, our newly elected president. We all wish Mark the best of luck. Another person worth mentioning is Greg Hoglund. Greg has made a personal contribution to Professional Vice President Jeanne Mazarella of \$100 for the spring professional program. Thank you, Greg. Zeta Omega Chapter made Honorable Mention for the Presidential Award on campus. This is given to the group or organization with the highest cumulative grade point average. We are all proud of that.

Our new officers for the spring semester are people to be proud of. They are: Mark D'Agostino, president; Sandy Burlem, senior vice president; Matt Bowman, chancellor; Lesley Saenz, CEI; Joe Kuczora, recording secretary; Debbie Sharp, social chairman; Laurie Morton, faculty relations; Deserie Mogensen, fund raising; Susan Friedberg, historian; and I am Lisa Shaw, corresponding secretary.

—LISA SHAW

PHILADELPHIA TEXTILES

ETA XI CHAPTER held elections on December 11, and we would like to congratu-



The corporate offices of Playboy International in Dallas were the site of a professional field trip of Beta Kappa Chapter at Texas. (They really did discuss marketing techniques, financial management and other business aspects with corporate officers, but this makes a better picture.)

late the new officers: President Vic Meronyck; Senior Vice President Benita Jackson; Vice President for Professional Activities Mary Kramarski; Vice President for Pledge Education Mike Kartman; Secretary Denise Lites; Treasurer Raymond Ray; Chancellor Scott Cunningham; and Historian Sue Neiman. We are very pleased with the new officers and are sure they will always keep the best interests of our chapter in mind.

At our recent initiation we welcomed eight new members into Eta Xi Chapter. We are counting on these new members to help maintain our unity and to aid in the efficient running of our chapter. Congratulations, Bill, Dennis, Sue, Raymond, Mike, Mary, Faith and Denise!

One of the main social events for the spring semester will be a large Deltasig graduation party. Fifteen of our members will be graduating in May. With Mike's help in supplying the music and Vic's help with the catering we're sure this good-bye party will be one to remember. Congratulations and good luck to our graduating seniors: Donna, Pattie B., Mary, Rick, Pattie I., Jackie, Susan Noskow, Susan Neiman, Larry, Merle, Sue Brown, Leonora, Cecelia, Carolyn and

—DOREEN SCARANGELLI

NORTHEAST LOUISIANA

ETA OMICRON CHAPTER at Northeast Louisiana University had a great fall semester. Our successful rush activities brought in 25 new members. We would like to say congratulations and good luck to our December graduates: Michael Crawford, Sherry Peterson, Tim Quinn, and Jolene Miller.

Our girls' intramural volleyball team deserves a round of applause for clinching second place in their division. Ginger Martin's coaching and the skill of many of our new members were essential in winning this position. The boys' team did well considering the loss of three key players who graduated last spring. Athletic Chairman Nicholas Morgan, along with Dewayne "Killer" Tidwell and Mike McShane, put their best effort into the games. We are looking forward to softball intramurals soon to begin.

The spring semester has started out great. We had an exciting rush week with parties at the homes of several faculty members. We would like to thank alumnus Scott Ellen for allowing us once more the use of his cabin for our weekend retreat. Members and pledges got better acquainted and everyone had a fun weekend. We were glad to see alumni members Murphy and Kathy Smith and Al LeBrun there.

Eta Omicron Chapter now has 63 members and we're working hard to reach 100,000 CEI points once again.

We wish all our Brothers a successful semester and invite them to correspond with us.

—BEVERLY LOVE

WAYNE STATE-NEBRASKA

ETA PI CHAPTER of Wayne State College kicked off the last term of the 1979-80 school year with a much enjoyed hayrack ride. Brothers Randy Pinkelman and Peggy Myers reported the events of the Grand Chapter Congress they attended last August. They brought back many new ideas. The Eta Pi

Chapter is currently 41 members strong. A pledge class of 22 is under the guidance of Brother Buster Kreifels, so the Eta Pi Chapter will have a high of 63 members.

Professionally, we have had Brother Bob Matthews, past Undergraduate of the Year and now an employee of the FBI, and Brother Morris Grotjohn of Peat, Marwick, Mitchell and Company, speak to us. The annual professional tour took us to Colorado during the

latter part of October. We had some very interesting and educational tours of IBM, Eastman-Kodak, Hewlett-Packard, and Coors Brewery.

With the hard work and direction of Brother Randy Pinkelman, the Eta Pi Chapter captured second place in the Homecoming float competition. A Homecoming party was held for members and alumni with a generous share of alumni attending which added to its success.



Grand President Mike Mallonee (with hat) joins members of Gamma Pi Chapter at Loyola-Chicago.



Pete Moles, left, and Frank Zubricki, right, of Gamma Pi Chapter at Loyola-Chicago, flank Grand President Mike Mallonee after presenting him with the first edition Grand Poobah Hat at the Chicago Alumni Club Founders' Day celebration.

Some of the fundraisers we have held this year, or are currently working on, include the sale of discount coupon books, a disco, sale of gift packs of cheese, and energy (food) packets which are distributed during the week of final examinations.

Although we had a very successful semester, we look forward to what this semester holds in store. We wish other chapters good luck in attaining their goals both now and in the future.

—MARY ANN KASARDA



Midwestern Regional Director Jim Deaton and Grand President Mike Mallonee, front and center, joined Gamma Epsilon Chapter at Oklahoma State for fall initiation.



Beta Psi Chapter at Louisiana Tech presented a \$200.00 David L. Gloer Memorial Scholarship to Rhonda Davis, center. At left is Bill Seaman of Financial Aid at Louisiana Tech, and at right is Ronnie Sledge, Beta Psi Chapter President.

SOUTHERN ILLINOIS

ETA SIGMA CHAPTER at SIU-E sends you its greetings. The Alpha Zeta pledge class sponsored a successful candy sale and bowling/pizza party. We have all been granted a fun and exciting quarter by this pledge class, highlighted by a tour of Barhenhner Winery in St. Louis.

On November 7, our chapter prepared a home-cooked banquet to complement our Founders' Day observance. Parents were invited and the night was enjoyed by all. It was indeed a pleasure to have the parents attend this function so they can see the fraternity in action.

Brother Cathy Wagoner has been elected our Undergraduate of the Year Award candidate. We wish for her the very most.

We initiated 11 pledges into our chapter. We celebrated our happiness in the appropriate style.

May good fun and good fortune surround you always.

—MARK D. BECKER

CAL POLY-POMONA

THE BROTHERS OF the Eta Chi Chapter at California State Polytechnic University at Pomona kept themselves very occupied during fall quarter. One of our projects was the first annual Deltasig Christmas Tree Sale.

The Brothers decided on a project of this magnitude because we felt that we needed an ongoing project that we could count on year after year. Also, we felt we needed a project that would totally involve the whole chapter.

To get this project off the ground, everybody needed to generate some enthusiasm, ingenuity, and hard work. Also, we got a real experience on what it takes to go through the local levels of government red tape, with licenses, insurance, and so on.

The sale was a success. We hope to be able to improve upon our plans for this sale and be able to have successful sales in the future.

This past quarter our professional program was outstanding. Our theme was Accounting, Finance, and Small Business. We had accountants, stockbrokers, and bankers give talks on campus. One area that we have been a little forgetful of is our social activities. These past two quarters we have been really busy with our professional programs, so next quarter we are planning to celebrate the 206th anniversary of the Boxer Rebellion.

Eta Chi Chapter membership has changed dramatically in the past year and a half, from older, more mature actives to younger, bolder ones. The Brothers of the Eta Chi Chapter are now trying a new step in development, one that will combine our old, traditional programs with our bold, new ideas. From this we hope to develop a new mold, a new base with which new Brothers and Alumni alike can fall right into place.

—JEFFREY W. GRANT

CONNECTICUT

THETA IOTA CHAPTER at the University of Connecticut held its fall initiation on November 18. Twelve pledges were inducted at that time, bringing our chapter to 44 Brothers strong. Alumni attendance helped make this event the success that it was. We are well on our way to 100,000 points in the Chapter Efficiency Index, and these new initiates can only help in our achieving this goal once again.

Our chapter was very active last semester. For example, on Monday, December 10, some of the Brothers attended a very interesting tour of the Phoenix Mutual Insurance Company in Hartford. Recently, we enjoyed a very informative presentation by Ed McDougall, a professor here at the University, on the topic of Investments in Real Estate. This was just one of the many professional speakers our chapter has enjoyed this year.

The Brothers of Theta Iota Chapter are proud to announce that Chapter President Thomas W. Gorzkowski is our selection for the 1980 Undergraduate of the Year. Tom is well deserving of this chapter honor and an excellent candidate for regional competition.

—ROBERT E. MAQUAT

XAVIER-CINCINNATI

THETA LAMBDA CHAPTER began its tenth year at Xavier University with special enthusiasm. Brother Bob Morris and I attended the Grand Chapter Congress in Atlanta and brought back a strong feeling of unity and much useful information. For example, we learned that our CEI total had increased more than 400 per cent over last year. This success was due to a lot of hard work by all our members, but especially our CEI Chairman, Terry Long.

Our fall rush was very successful and we initiated eight new members in early December. Theta Lambda Chapter expresses its appreciation to Alpha Theta Chapter, Alpha Upsilon Chapter, the Cincinnati Alumni Club, Regional Director Jeffrey L. Philippi, District Director David Wood, Alumni Representative Mary Jo Wuest, and Chapter Consultant Michael T. Walsh for their support and assistance in recruiting.

Our professional program to date has also been excellent, including many interesting speakers and several worthwhile and enjoyable tours.

Social highlights include our Founders' Day Dance (which we celebrated with Alpha Theta Chapter) and our Christmas Party. Our chapter birthday is in April and we are expecting to have a great time at that celebration, as well.

We are growing rapidly and our enthusiasm is building, and we look forward to great success in the near future. Theta Lambda Chapter is on the rise.

—LINDA B. SHEBLESSY

BOWLING GREEN STATE

THETA PI CHAPTER of Bowling Green State University had several new projects to highlight the winter quarter. In February, members and their dates attended the first annual formal dance in nearby Toledo. The event was held at The Ramada Inn-Southwyck, and couples enjoyed dining and dancing. It is hoped that the formal dance will become a yearly tradition with the Brothers of Theta Pi Chapter.

A potentially great fund-raising project was brought to our attention by Chapter Advisor Dr. Ronald Hunady, and we've been eagerly pursuing it ever since. Our Deltasig chapter receives a commission on each of the Creative Clocks we can sell. The clocks are of high quality and feature designs of local and national universities, including Bowling Green. This project will enable members to gain valuable sales experience, as well as

making money for our fraternity.

All members are looking forward to an enjoyable and productive spring, with a newly elected group of officers in charge.

—TIMOTHY M. GALLAGHER

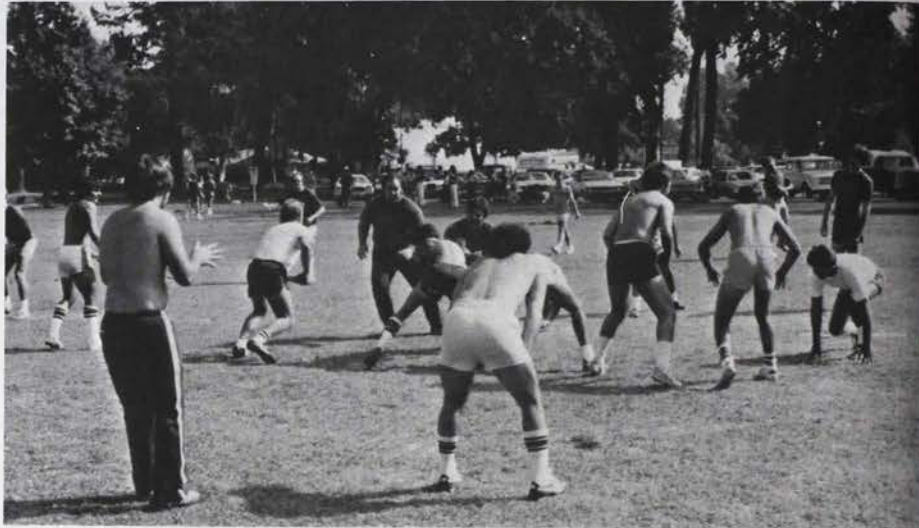
ST. CLOUD STATE

THE WINTER QUARTER for Theta Tau Chapter at St. Cloud State University started off under the direction of Brian Warnert, president, and Greg Kapsner, senior vice president. The efforts of the fraternity were directed towards the annual spring break Florida trip and the North Central Regional Basketball Tournament.

The Florida Committee was headed by Bob Meath. They worked very hard on publicizing the trip and, even with rising prices, we still have the best quality trip at the lowest price on campus. Theta Tau Chapter easily sold out the trip and will proceed to "Swing Daytona This Spring."

The Basketball Committee also worked very hard this quarter under the direction of Jim Lutterman. The efforts were realized at the North Central Regional Basketball Tournament at St. Cloud State University on February 15-17. The tournament proved that hard work and dedication can turn an annual occasion into a bigger success each year that it is held. The tournament contained competition and fun, and the end result was Brotherhood.

This brings us to our newest and strongest committee, the Brotherhood Committee, previously headed by Larry Saia. This committee has worked all year to celebrate Theta Tau Chapter's Ten Year Anniversary. In connection with the ten year celebration will be a new event known as "Parents Night." It will bring all the Brothers and their parents together so that our parents can learn more about Delta Sigma Pi. This big event will



Members of Epsilon Theta Chapter at Cal State-Chico held their 19th annual alumni-undergraduate football game.



Gamma Tau Chapter members at Southern Mississippi put Eagle Fever sign into place for Homecoming.

take place in May.

—HOWARD D. HEMBERGER

SOUTH FLORIDA

THETA PHI CHAPTER at the University of South Florida kicked off the new year on January 10 with a "Meet the Chapter Night," held on campus in the University Center. Alumni, faculty and undergraduates joined in to formally explain to all interested Business majors the workings and purpose of Delta Sigma Pi. An idea we recently tried, that has been particularly successful, is a pre-rush table. In the final two weeks of a quarter we have our rush table set up and

talk to all interested students. We had 10 already signed up for this quarter! We also held our traditional Rush Smoker, which signals the end of our rushing and gives all interested students a chance to party with the Brothers and talk to them on a less formal level.

Our financial projects kept us quite busy this quarter. We worked at all the sports events held at a local high school, taking tickets and being guards; plus, Tampa's Annual Gasparilla Day Parade allowed us to have plenty of fun while working. This is the one day when pirates rule downtown Tampa and people from all over the country come

here to see it. We sold chairs and ran two concession stands.

Highlighting the quarter were our professional tours and speakers. Not only did we benefit from the variety of businesses, but there was a vast number of other business students that attended, too. We had some interesting feedback from several of our speakers on how they enjoyed coming back to campus and interacting with the student body.

Our Area Conference on February 16 was a much anticipated event. It fulfilled our expectations—meeting and re-meeting Brothers and talking out various projects and ideas.

The quarter wound down really well with a formal Cocktail Party congratulating both new Brothers and graduating Brothers; lasting to the very early hours of the morning there was ample time for dancing and talking. What a way to prepare for finals!

—MARYJANE HYATT



President Ike May, left, and Vice President for Professional Activities Bob Waller were among chapter members raising funds with a car bash at Zeta Iota Chapter at Mississippi College.



The gift of a permanent trophy case in the school of business building at Southern Mississippi was from alumni of Gamma Tau Chapter. A plaque commemorating the donors was presented by chapter president Ken Geotes, left, and Past Grand President Bill Tatum, right, to Dean Joe Green, center, during Homecoming. Joe Green and Bill Tatum are also from Gamma Tau Chapter.

INDIANA NORTHWEST

THE THETA PSI CHAPTER of Delta Sigma Pi has had a good year in spite of the fact that the transition of officers from last year did not go as smoothly as possible. With the help of the Northwest Indiana Alumni Club, our chapter should be stronger than ever in the coming year.

Our chapter and the alumni club are two very close organizations that enjoy many activities together. One of the favorites is the Pledge/Brother football game. Of course, the Brothers always win, but the pledges put in their best effort. The spring semester contest between the pledges and Brothers is the bowling tournament. Those alumni Brothers have some of the highest averages on the team!

Since our chapter is at a commuter campus, many of the Brothers work full time. But on the weekends, they are ready to relax. One of the traditions of the Theta Psi Chapter is the trip somewhere for an I.U. vs. somebody football game. This year we spent an enjoyable weekend at Illinois State University with the Brothers from the Upsilon Chapter. The Brothers of the Upsilon Chapter were a great bunch to be with and we want to thank them for an excellent weekend.

As school ended for fall semester, many of our chapter members graduated, but the rest of us know that we will meet again at the next chapter or Alumni Club function—all Brothers in Delta Sigma Pi.

—LYNN RIECHERS

INDIANA-PURDUE

THE IOTA LAMBDA CHAPTER of Indiana University-Purdue in Ft. Wayne has acquired 10 new members to their chapter last semester. This raised our membership to about 30.

The initiation took place on December 9; afterwards there was a big party at a country club in Leo, Indiana. Mark Wells won the outstanding pledge award for his outstanding work and leadership. We also had a new faculty member who was initiated, Dr. Reichert, our professor of business here at Indiana-Purdue University at Ft. Wayne. We are happy at the big turnout this semester.

—LARRY L. SNEARY, JR.

CENTRAL MISSOURI STATE

IOTAOMICRON CHAPTER at Central Missouri State University will hold its first anniversary next month following a year of many, many accomplishments. The chapter has gone into full swing with many, many activities and substantial growth during its first year. A total of 72 members has been initiated into the chapter, which includes the 20 initiates of the fall pledge class. A goal of reaching 100,000 Chapter Efficiency Index points is coming to a reality as our many activities of professional speakers, service projects and chapter functions take place. An Area Conference was held at Central Missouri State University, Warrensburg, Missouri. Through the participation of surrounding chapters in the area, a feeling of stronger Brotherhood was experienced with their association.

The Iota Omicron Chapter Rose Ball-Formal was held January 26. A banquet and

dance was held to commemorate the first Rose of Delta Sigma Pi-Iota Omicron Chapter. A chapter member who has done outstanding work in the chapter and fraternity was selected to be the first Rose of the Iota Omicron Chapter. The Rose Ball-Formal will be an annual event for the Iota Omicron Chapter.

Ten members from the Iota Omicron Chapter visited the University of Oklahoma-Beta Epsilon Chapter in Norman, Oklahoma, to help celebrate their 50th Anniversary last December. Sharing the celebration with the chapter, and several members from other chapters, brought us great pride in knowing that it's possible to have 50 years of success as a chapter of Delta Sigma Pi. We were honored to help Beta Epsilon Chapter commemorate its first 50 years, and hope that in 49 years we will have the pleasure of having them and other chapters present at our 50th Anniversary.

—JOHN F. POTTIER



Zeta Kappa Chapter at Western State is proud of its 150% growth this year.



Pledges and Big Brothers of Zeta Phi Chapter at Florida Atlantic.

personal mention

Wilson F. Mathews, Jr., *South Florida*, has a new position as Systems Analyst with Home Mission Board/SBC at Atlanta, GA.

Thomas J. Moore, *Wayne State-Michigan*, has been appointed to the Michigan Cancer Foundation's newly-created position of Manager, Computer Systems. The Michigan Cancer Foundation is a Torch Drive-United Way Agency in Detroit, MI.

Robert E. McNatt, *North Texas State*, a licensed mortician and cemeterian, was elected Vice President and General Manager of the Laurel Land Memorial Park, Dallas, TX.

Thomas J. Stramiello, Jr., *Tennessee-Knoxville*, has been named manager of the Business Research and Services Department of the Huntsville-Madison County Chamber of Commerce in Huntsville, AL.

David W. McFadden, *Lamar*, has been promoted to International Financial Management Consultant with Union Carbide Corporation in Tarrytown, NY. In this position he will travel primarily into Africa, South America, and the Far East on consulting assignments.

Kenneth G. Burdell, *Ohio State*, a field representative of the Charleston/Barber general agency of National Life Insurance Company of Vermont, in Charleston, West Virginia has earned the Ethan Allen Award for insuring with life or disability insurance 26 lives in his first four months with the company.

Neal S. Metal, *Nevada-Reno*, has accepted a new position with Inscape Scandia, an interior design studio in Reno, NV.

In Akron, Ohio, directors of Firestone Tire & Rubber Company have selected former Zenith chairman John J. Nevin, *Honorary Member at Large*, as their new president.

Michael R. Tuosto, *Rutgers-Beta Omicron*, has begun his second term as president of the Rutgers Alumni Federation. Brother Tuosto is corporate manager for equal opportunity services at New Jersey Public Service Electric and Gas Company. He lives in North Brunswick, NJ.

Donald J. Sajwaj, *Washburn*, has been promoted to office administration manager of the Southern California Hartford Insurance group office in LaHabra, CA.

Jack H. McCluskey, *Creighton*, is now a technical specialist with the national personnel system of Dunhill of Topeka, Inc., in Topeka, KS.

Michael D. Reichgut, *Johns Hopkins*, has joined Hooker Chemical's Corporate Public Affairs Department as Manager-External Public Relations, in Houston, TX.

Norman C. Stahl, *Kansas*, technical specialist with Dunhill of Topeka, Inc., in Topeka, Kansas, has been promoted to area manager specializing in recruiting for the rubber industry.

Raj Aggarwal, *Indiana Northwest*, is co-author of a book, *Management Science: Cases and Applications*, published in the fall of 1979 by Holden Day, Inc., of San Francisco.

Delta Sigma Pi

Statement on Hazing

The Board of Directors wishes to remind you that hazing activities during either pledge education or initiation are considered immature, juvenile practices which have no place in Delta Sigma Pi and will not be condoned under any circumstance. A constructive pledge education program and initiation that will uphold the dignity of our fraternity should be followed by all chapters. This means programs which will result in materially better members, better public relations, and increased prestige to the fraternity.

In order that there will be no question as to what constitutes hazing, it is generally defined as follows:

“Any action taken or situation created, either intentionally or unintentionally, on or off the college campus, to produce physical discomfort, embarrassment or ridicule; or possibly cause physical harm or injury. Such activities and situations include paddling in any form; creating of excessive fatigue; physical or psychological shock; treasure hunts, scavenger hunts, road trips; kidnapping of pledges by members or kidnapping of members by pledges; consumption of food, beverage or any other substance except in the course of regular meals; wearing apparel at any time or at any place which is conspicuous or not in good taste; engaging in public stunts, tricks, gags or horseplay; morally degrading games or humiliating activities; any activity on the part of the pledges or members which might possibly violate any local, state, or federal law, including fraternity law; late work sessions which interfere with scholastic activities; and any other activities which are not consistent with fraternity law, ritual or policy, or the regulations and policies of the educational institution.”

Rationalization on how to circumvent these and other acts of hazing are not enough. The Board of Directors insists on the complete and total elimination of any activity which either is or closely resembles hazing.

The chapter president in general, and the vice president of pledge education specifically, are in charge of the pledge education program of the chapter. If any member or pledge is reported to be engaged in hazing activities, these chapter officers are to be held personally responsible for the activities of the members and pledges, and may be personally disciplined.

As you can readily see, hazing is a matter which is not to be considered lightly by any member or pledge of any chapter. The Board of Directors, therefore, directs that this communication be made known to all members and pledges in order that no chapter, member or pledge will engage in activities which are or closely resemble hazing.

DELTA SIGMA PI INVITES YOU TO BECOME A LIFE MEMBER

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

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

TO JOIN THIS SPECIAL GROUP—

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

Alumni - \$75.00

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

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

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

INVEST IN DELTA SIGMA PI
AND ASSURE YOUR LIFE PARTICIPATION

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

DELTA SIGMA PI APPLICATION FOR LIFE MEMBERSHIP

Name _____ Chapter _____

Address _____

City, State, and ZIP Code _____

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

_____ Alumnus (\$75.00)

_____ Undergraduate (20% Discount-\$60.00)

_____ Undergraduate and CEI Discount (Total 30% Discount-\$52.50)

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