

# the **deltasiq**

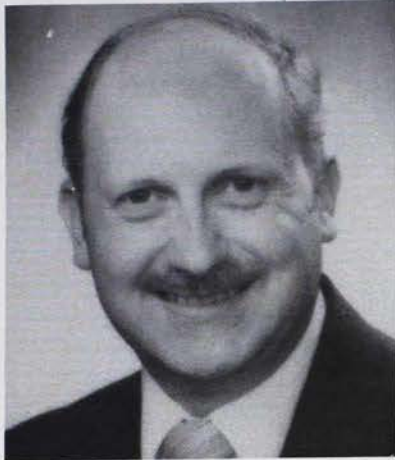
of delta sigma pi november 1984



## annual report 1983-84



# commentary



Richard J. Parnitzke

Welcome back from a summer that undoubtedly was filled with fun, employment and perhaps some university courses. I hope each of you enjoyed the summer and will have numerous memories to savor for years to come.

Now that we have entered the fall season, we should be ready for another year of Deltasig activities. Looking into 1984-85, I see an upbeat year containing our Regional Leadership Conferences, continued expansion in the number and size of our chapters, an even higher spirit of cooperation between our fraternity and the Educational Foundation and preparations for our greatest Grand Chapter Congress in Dallas, Texas. A year that will provide all Deltasigs with ample opportunity to develop their individual abilities and contribute to the success of our fraternity.

I have just reviewed some of the major highlights of where we are going. Now we can spend a few moments reviewing where we have been during the past year. Our volunteer national officers, the staff at The Central Office and our general member-

ship have all worked very hard to achieve another good year. We have made progress and future achievements will show we are now on the "high road" to greater success. During the past year we installed or reactivated four collegiate chapters. Our alumni program became a stronger part of our fraternal world. We renewed and expanded our positive relationship with the Delta Sigma Pi Educational Foundation. Our operations have been streamlined even more to provide faster response time to our members' needs.

In general, I firmly believe we as a fraternity are on a course that shows great promise for the future. Difficult, but required, decisions have been made. Expenses have been slashed and income projections have been established at a more reasonable level. In an attempt to relieve the unbearable pressure previously placed on our dues and fees orientated income structure, new sources of funds are in the process of being developed during this year. Everyone is looking forward to getting the annual "Foundation for Business 1985" appeal off to a good start. This appeal will provide our Educational Foundation with the funds they need to support many fraternity leadership activities. This in turn will allow our fraternity to re-allocate funds reducing the need for increased income from dues and fees.

This past year has set the stage for a stronger Delta Sigma Pi. Our leaders have addressed many of our most pressing problems in a manner that is consistent with our objectives. We have evaluated our operations and have made decisions

that are in the best interest of our fraternity as a whole.

Now it is you, our collegiate and alumni members, who must do your part in helping our elected leaders to provide for a strong fraternity. How can this be done?

First, actively participate in all chapter activities. Recruiting, fund raising, community service, professional and campus activities are all essential ingredients for a good year. A good recruiting program with an eye toward numerous quality members is vital for the future success of each chapter and our fraternity as a whole.

Second, I urge each collegiate and alumni chapter to submit any funds due to the national treasury as soon as possible. Cash flow is and will continue to be tight this year.

Third, when you receive your "Foundation for Business 1985" appeal mailing, please support this worthwhile Educational Foundation project. Our fraternity will ultimately benefit from your generous contributions. Membership in Delta Sigma Pi is for Life.

Last, but of equal importance, start planning to send a delegate and a minimum of five chapter members to our Grand Chapter Congress in Dallas next August. Today is not too soon to start planning for next summer.

The stage has been set. The participants are in place. Now is the time to perform.

Fraternally yours,

A handwritten signature in cursive script that reads "Richard J. Parnitzke".

Richard J. Parnitzke  
Grand President

# the **deltasig**<sup>®</sup> of delta sigma pi

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Delta Sigma Pi is the professional business fraternity founded in 1907. The Deltasig of Delta Sigma Pi, its official publication, was first published in 1912.

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# FRATERNAL GROWTH: EAST AND WEST

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**Delta Sigma Pi celebrates the return of Omega Chapter to Temple University in Philadelphia and the installation of Lambda Mu Chapter at the University of the Pacific in Stockton, California**

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After an absence of thirteen years, Omega Chapter at Temple University was reactivated on April 14, 1984. Omega Chapter, the oldest chapter in Philadelphia, was originally founded in 1923 and was active for many years until declining membership forced it to close in 1971. Since that time, many Omega Chapter alumni had worked to reactivate the chapter but were unsuccessful. In 1983, though, Northern Provincial Vice President Mickey Johnson, Mideastern Regional Director Tom Sheely and members of the Philadelphia Alumni Chapter and Omega Alumni Association combined their efforts to begin what was to be a successful attempt to reactivate Omega Chapter.

The initial efforts to reactivate the chapter resulted in the attendance of 109 students at the introductory presentation of Delta Sigma Pi on September 20, 1983. At the second and third meetings, interested students began to organize a colony for the purpose of reactivating Omega Chapter. By mid-October, 1983, the Omega Alpha Colony had been formed and was

functioning with elected officers and appointed committees. Approximately 50 students were counted among the membership. They then submitted a letter on November 7, 1983 to the Board of Directors expressing their intent to reactivate Omega Chapter. Chapter Consultant Rich Garber visited with the members of Omega Alpha Colony on November 29, 1983 and returned with a favorable report.

During the remainder of the fall semester many activities were planned by Omega Alpha Colony as it met every Tuesday. A high degree of enthusiasm and involvement carried the Colony into the spring semester and even more professional, community service and social activities were planned.

Words of encouragement also came from Dr. Edward Mazze, the Dean of the School of Business Administration at Temple. In his letter of support dated January 27, 1984, he indicated that Dr. Samuel Hodge, a faculty Deltasig, had agreed to serve as Faculty Advisor to the Colony.

As the members of Omega Alpha

Colony continued to progress toward their goal of Omega Chapter's reactivation, they received a great deal of guidance and support from Mickey Johnson, Tom Sheely and local alumni in Philadelphia, most notably Frank Frehmel, an alumnus of Omega Chapter. Frank had been working behind the scenes for years, along with other alumni of Omega Chapter, to develop interest in reactivating the chapter's charter. In addition, he was involved on an almost day-to-day basis with the students who composed Omega Alpha Colony. Less than a month before the chapter was reactivated, though, Brother Frehmel passed away suddenly.

Despite this emotional setback, the members of Omega Alpha Colony continued to plan for the chapter's reactivation and submitted their petition to the Board of Directors requesting that they be initiated as the reactivated Omega Chapter. The petition was approved by the Board of Directors on April 4, 1984 and Omega Chapter was reactivated on April 14, 1984.

Deltasigs from around the coun-



Omega Chapter President Mark Rocktashel receives the Omega Chapter Charter from Grand President Richard J. Parnitzke.

try gathered in Philadelphia the morning of April 14 for the ceremony marking the reactivation of Omega Chapter. Grand President Richard J. Parnitzke, Assistant Executive Director Michael T. Walsh, Northern Provincial Vice President Michael M. Johnson and Mideastern Regional Director Thomas E. Sheely, as well as members of Mu Chapter at Georgetown University, Epsilon Sigma Chapter at LaSalle College, Shepherdstown Alumni Chapter and the Omega Alumni Association constituted the initiation team.

The 22 members of the reactivated Omega Chapter were joined by friends, members of the installation team, other chapters and by many alumni of Omega Chapter for the traditional banquet held that evening. Mideastern Regional Director Tom Sheely acted as Toastmaster, Dr. Samuel D. Hodge, Jr., presented a history of the School of Business Administration and Philip S. Evaul presented a history of Omega Alpha Colony leading up to the reactivation of Omega Chapter. Also, several alumni from Omega Chapter who were on hand for the banquet were introduced, including Omega Alumni Association President Bill Rinck. In addition, Golden Council member Bob Hughes and his wife Arlene were recognized. Following the introductions, Tom Sheely asked for a moment of silence in memory of Omega Alumnus

Frank Frehmel and for all he did in helping to reactivate Omega Chapter. Grand President Parnitzke then re-presented the Omega Chapter Charter to new chapter President Mark J. Rocktashel. Assistant Executive Director Walsh shared some of the many letters of congratulations for the reactivated chapter from Deltasig Brothers and chapters from across the country.

Following the banquet was a dance with the music being provided by the Brothers of Epsilon Sigma Chapter. The dance provided everyone with the opportunity to continue the festivities of the evening and congratulate the new Omega Chapter on a job well done.

Omega Chapter is located at one of the most respected schools in the State of Pennsylvania, Temple University. The School of Business Administration at Temple was established in 1919 and offers four-year undergraduate degrees in Accounting, Management, Economics, Marketing, Finance, M.I.S., Insurance and Risk and Statistics, and General Business. The school's Day Division undergraduate enrollment is over 3,400 and the Evening Division undergraduate enrollment is almost 1,000. As with the undergraduate school, Dean Edward M. Mazze heads the Graduate Division of the School of Business with a

graduate daytime enrollment of 150 and a graduate evening enrollment in excess of 1,000.

Delta Sigma Pi is proud to return to Temple University and hopes for a continued successful relationship between Omega Chapter and the school.

#### LAMBDA MU CHAPTER INSTALLED

Who would have thought that a chance meeting and casual conversation on an airline flight could lead to the formation of a new chapter of Delta Sigma Pi! In the case of Lambda Mu Chapter, at the University of the Pacific, work toward its establishment began when William W. Tatum, Jr., Western Provincial Vice President, and Elliot H. Kline, Dean of the School of Business and Public Administration, met somewhere over Colorado and struck up a conversation about our fraternity. Shortly after that chance meeting, in October of 1983 to be specific, the Upsilon Pi Fraternity was formed with the purpose of pursuing a chapter charter of Delta Sigma Pi.

The members of the Upsilon Pi Fraternity quickly and effectively developed their organization into a viable and very active organization on their campus. An extensive com-

*(See LAMBDA MU on page 18)*



Members of Omega Chapter gather together after their chapter was reactivated.

# REVIEWING RECENT HISTORY . . . . .

Beginning with the largest Grand Chapter Congress in its history, Delta Sigma Pi enjoyed a very good year during 1983-84.

In this section, we give you a capsulized look at the past year . . . our first Annual Report feature.

## NUMBERS '83-'84

- Initiated 4,208 new members including 133 new Faculty Members and 15 new Honorary Members.
- Maintained operations at 163 collegiate chapters and over 50 alumni chapters.
- Recognized 30 collegiate chapters that earned Honor Roll status in the Chapter Efficiency Index.
- Recognized 38 other collegiate chapters that achieved Honorable Mention status in the Chapter Efficiency Index.

## TOP TEN CHAPTERS BY INITIATES \*

Alpha Beta	Missouri-Columbia	2,245
Beta Kappa	Texas-Austin	2,204
Alpha Pi	Indiana-Bloomington	1,729
Alpha Upsilon	Miami (Ohio)	1,684
Alpha Rho	Colorado	1,602
Beta Lambda	Auburn	1,550
Epsilon	Iowa	1,514
Alpha Lambda	North Carolina	1,398
Alpha Delta	Nebraska-Lincoln	1,393
Alpha Eta	South Dakota	1,387

\* since founding

# ..... ANTICIPATING AN EXCITING FUTURE

## TIME LINE '83-'84

- Conducted the 34th Grand Chapter Congress with the largest attendance of any previous national convention. Nearly 700 gathered in Denver, Colorado to participate.
- Advanced the involvement of members nationwide in Junior Achievement, our national community service project.
- Extended the Delta Sigma Pi family with the installation of new collegiate chapters at Ballarmine College (Kappa Psi), Purdue University (Kappa Omega), and the University of the Pacific (Lambda Mu).
- Welcomed back to the family our Omega Chapter at Temple University.
- Provided consultation support from The Central Office to 133 collegiate chapters and 15 alumni chapters. This represented visits to over 75% of the collegiate chapters and the first full year of consultation visits with alumni chapters.
- Implemented a reorganization program of Provinces resulting in full geographical representation of all chapters on the National Executive Committee.
- Continued to apply performance standards designed to assist marginally performing collegiate chapters toward improved operations.
- Maintained a staff of professionals at The Central Office to administer and develop national fraternity operations and programs.
- Involved over 150 volunteers in positions on the Board of Directors, as District Directors and on national committees, all working toward the refinement and development of fraternity programs and operations.

# WHAT IS AND IS NOT A GOOD POSITIVE SELF-IMAGE?

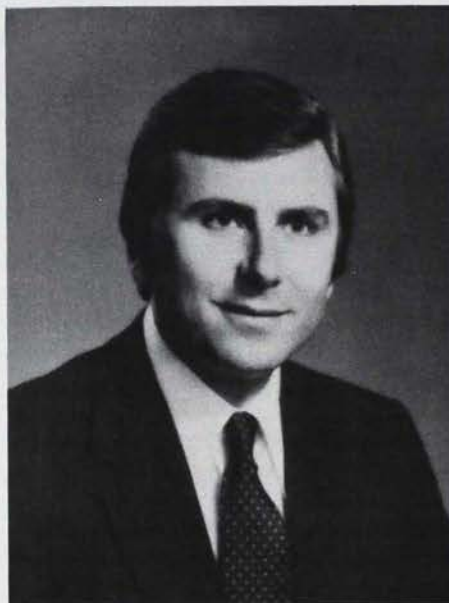
By Nido Qubein

It is easy to point a finger at the bums in the skidrows of major cities, at the chronically depressed people in mental hospitals, at the hopeless drug addicts, and at the countless people in prisons. Those people obviously have poor images of themselves. What is not so easy is determining which of the people you encounter in the everyday world are motivated by strong feelings of their own value. The hardest thing to do is to look within yourself and see how you really feel about yourself.

## A GOOD POSITIVE SELF-IMAGE IS NOT:

1. Self-Centered Egotism! Someone has said that, "The smallest package in the world is a person all wrapped up in himself." In fact, if you want a formula for becoming miserable, the first ingredient is to think only of yourself. People who think only of themselves, and what they want, find it hard to be happy with anything they get. For them, gaining the cooperation of the others who are so vital to their success is almost impossible. Most of their personal relationships are frustrating and disappointing. Mental depression is the constant lot of those who feel they are the most important people in the world. The ultimate expression of self-centeredness is the loneliness and despair that drives a person to suicide. Show me a self-centered person, and I will show you a person who is driven by a poor, negative self-image!

2. Personal Complacency and



Nido Qubein

Smug Self-Satisfaction! You can bet your bottom dollar that the person who flits around from job to job and from relationship to relationship is unwilling to put his or her self-image on the line. Every human relationship involves risk, and those who have a strong positive self-image are willing to risk being hurt or failing in their efforts to become all that they can be.

3. Disdain for Other Persons! People who have strong positive self-images don't look down their noses at people who don't have the advantages they have, or who don't achieve the status and recognition they do. One of the oldest mistakes of the people with low self-esteem is

the belief that they can elevate themselves by tearing others down.

## A GOOD POSITIVE SELF-IMAGE IS:

1. Accepting Yourself as the Person You Are! Comedian Flip Wilson rose to fame largely through his character, Geraldine, who was always saying, "What you see is what you get!" When Geraldine delivered that line, it was funny—but it's not a bad attitude for a person to develop.

Total, unconditional acceptance of yourself is the first step in building a good positive self-image. All of us have characteristics we don't particularly like about ourselves—things we can do nothing about. Maybe, we think, our nose is too long, our eyes are too close together, or we are too short or too tall.

Why feel like you are second-rate because you are not perfect? No body is absolutely ideal, so why should you try to be? "Nobody's perfect . . . But parts of me are excellent," said the sign on a T-shirt worn by a shapely young lady. The idea reflected by that sign offers a good basis for accepting yourself as you are. I would bet that parts of you are excellent! As you focus on the strong elements of your personality, of your body, and of your aptitudes, you have a basis for building a good positive self-image. Accept yourself as the unique, wonderful person that you are—then move on from there.

2. Holding Warm and Non-Judgmental Regards for Other People!



People who feel good about themselves realize that comparing ourselves with other people is a losing proposition. It is a mark of maturity to allow God to be as original with other people as He is with us. When you accept yourself totally, you are free to accept other people. In fact, one of the surest tip-offs to the insecure personality is a mistrust, or general disliking, of other persons.

3. A Willingness to Risk! Someone noted that the lobster has to shed its shell and grow a new one, if it is to grow. The process of growing and learning always involves risk. The person who reaches out to form new relationships, or to deepen existing relationships, runs the risk of getting hurt. A new job, a new location, a new situation might hold many dangers to the happiness and fulfillment of a person, but the positive person is willing to weigh more heavily the possible gains. Those with a strong self-image realize that the only way to keep from making mistakes is to do nothing—and that's that biggest mistake of all!

4. Finding Positive Ways to Express Your Individuality! I once

read a sign that said: "Be who you is, 'cause when you ain't who you is, you is who you ain't!" While speaking in Greece recently, a professor told me about an ancient god, Prometheus, who was such a trickster that he could change into any

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**"People with strong positive self-images are satisfied to be themselves, regardless of what anyone else thinks about them."**

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person he chose to be. He changed into so many different people that he eventually forgot who he was. People who accept themselves are not preoccupied with what others think about them. They are willing

to express those traits and inner feelings that give them their uniqueness, without an undue regard for what anyone else thinks. People with strong positive self-images are satisfied to be themselves, regardless of what anyone else thinks about them.

5. Being Self-Reliant and Self-Determinating! People who feel good about themselves realize that they cannot blame their troubles or shortcomings on any person, circumstance, or system. They look within themselves for answers as to how things got a certain way and how things can be changed for the better. You won't find them fixing the blame. You'll find them drawing on their internal resources to find solutions. They will graciously accept help, but they are far more concerned about giving it. They are not as likely to be found talking about freedom, as they are just being free.

*Nido Qubein is a nationally known speaker and consultant and President of Creative Services, Inc., P.O. Box 6008, High Point, North Carolina, 27262. Telephone 919/889-3010.*

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# WILLIAM A. FICKLING, JR.

## Chairman & CEO, Charter Medical Corporation

By Jasper Dorsey

An uncanny ability to set goals and fulfill them has paved the way to the top for this leader in the field of health-care facilities.

Since 1950—when William Arthur Fickling, Jr., was a student at Lanier High School in Macon, Georgia—it was obvious that he was a young man bound for success. His present position as chairman and chief executive officer of Charter Medical Corporation would have surprised no one.

He stood out in a crowd—and not just because he is a strapping 6'4" tall. He was a star athlete in football, and All-State in basketball and track but, more importantly, an honor student, near the top of his class, displaying strong leadership talent. This, generally, is more than enough for a reasonable start to success.

Fickling's athletic ability was good enough to gain him a basketball scholarship at Auburn University, where he became the Southeastern conference high-hurdles champion twice and was named to the school's basketball "Team of the Decade" in the 1950's. Too many gifted athletes are distracted by recognition, but he wasn't. In addition to being an honor student, Fickling also had the personality and brainpower to stand out in many extracurricular activities, such as the Spiked Shoe Society, "A" Club, Squires, Delta Sigma Pi, Arnold Air Society, Kappa Alpha social fraternity, and an officer in Air Force ROTC.

Upon graduation in 1954, he had earned a cum laude Bachelor of Science degree with a major in Business Administration and memberships in Phi Kappa Phi and Phi Eta Sigma national scholastic honor societies.

Boyhood friends describe Bill Fickling as quiet and easygoing with a penetrating sense of humor, always good-looking, with a modest self-assurance. Early on, his ability was apparent in setting goals and knowing how to reach them.



William A. Fickling, Jr., a graduate of Auburn University and alumnus of Beta Lambda Chapter of Delta Sigma Pi.

For example, while at Auburn, Fickling met a very pretty and personable Florida student at Wesleyan Conservatory in Macon—Neva Jane Langley—who in 1953 was selected Miss Macon, Miss Georgia, and Miss America. They were married in 1954, just a few months after Fickling's graduation, and the end of her tour as Miss America.

Less than two months after their marriage, Fickling went into the U.S. Air Force as a guided-missile officer, and his wife completed work for her Bachelor of Music degree at Wesleyan Conservatory, also with cum laude honors, in piano.

After a two-year tour of duty with the Air Force, Fickling returned home to join a diversified mortgage banking and real estate firm, Fickling and Walker, Inc., where his father was a major shareowner. After learning every facet of the enterprise and the market, he became executive vice president in 1962, taking overall responsibility for the day-to-day operation of the company and participating in major policy decisions.

To indicate he'd learned both the market and the enterprise well, Fickling was instrumental in increasing the gross income of

Fickling and Walker over 400 percent, and net earnings by more than tenfold. Insurance division commissions increased over 300 percent during the same period, and he helped transform the construction division from a residential builder to a diversified development and construction company.

In 1969, Fickling changed careers by organizing and serving as president of Charter Medical Corporation, now a \$400-million investor-owned enterprise which owns and/or manages hospitals and health-care facilities, in addition to a medically oriented data processing/accounting service. Operations are located in 15 states, Puerto Rico, London and Saudi Arabia. Under construction are four additional psychiatric hospitals; eight are under development, and 13 more applications have been filed for approval.

Starting slowly and going public two years after the competition did in 1969, Charter Medical gave its competitors an advantage in acquisitions in the health-care field. However, the company's growth has been charmingly rapid since 1976. Revenues have enjoyed a compounded growth of 27 percent per year; net income growth has compounded at a yearly 54 percent, and earnings per share have leapt upward at a 62 percent compound rate. Return on equity has risen from 9 percent to 30 percent, one of the highest in the industry.

Fickling believes that the most important decision he has made—next to starting the company—was a 1976 directive to expand heavily into the psychiatric hospital market, then small and underdeveloped. From three psychiatric hospitals in 1976, the company expanded to 17 by 1981, to 27 presently, and a projected 31 facilities are expected by April, 1984. More are on the way.

"We did a self-study on future direction for the company," Fickling recalls. "Analysis showed there was a large, growing, unserved market for psychiatric hospitals because of new techniques in mental health treatment and changing attitudes toward alcohol and drug dependence."

Moreover, these hospitals were smaller in size and cost about one-

third as much to build as general hospitals. They have much lower operating costs also, so the return on investment is greater.

Another major policy decision made by Fickling was restructuring the capital of the company in two steps. The first step, in 1977, was to permit shareowners to exchange common stock for preferred, in order to acquire a higher dividend. The next step, in 1981, was to offer a further exchange of common shares (B) for a different class of common share (A) which paid a higher dividend, but had only one-tenth of a vote per share. An additional incentive was to give 1.1 A shares for one B share to those who exchanged shares. Nearly 90 percent of the Class B shares eligible for exchanged were swapped for Class A common stock.

The effect was to decrease management ownership, and to increase its voting strength. Establishing A and B shares eliminated takeover concerns in an industry where they are commonplace.

Charter Medical's operating revenues were \$342.2 million at the end of September 1982 and are expected to approximate \$425 million this year. 1982 net income was up 59 percent, to \$18.3 million; common shareholders' equity was up 96 percent, to \$76.9 million. Figures for the first nine months of this fiscal year indicate that revenues are up 24 percent, net income has risen by 53 percent, and they've added nearly 17 percent more hospital beds.

Fickling's corporate strategy has put Charter Medical in an exceptionally favorable position. He pioneered expansion into the more profitable psychiatric hospital field, giving him the leader advantage in choosing underdeveloped market areas. His decision to make the psychiatric hospitals smaller and more congenial than wards in a large general hospital is also proving a wise choice.

Last year, Business Week reported that "Charter's lead in underdeveloped health-care markets could prove to be a greater asset than being No. 1 (largest). Indeed, federal reimbursement policies require certificates of need to open new hospitals in given communities. So

Charter's established hospitals are virtually protected from competition."

Fickling will continue to build and add acute-care hospitals, but he is determined to exploit his strong and unique advantage in the sunbelt by expanding the psychiatric hospital growth opportunities. Occupancy rates are reported to average about 60 percent in the psychiatric hospitals; consequently, the break-even point of 30 percent should make the growth in occupancy rates most attractive and timely.

The essence of Fickling's objectives for his company are deceptively simple: "Charter Medical could not provide a fair return to its stockholders if it first did not concentrate on making our hospitals the kind of facilities where physicians can provide high-quality care to their patients."

For emphasis he adds, "Behind the balance sheets of our successful enterprise stands a commitment to quality health care that can be realized only through the caring and concerted efforts of thousands of dedicated professionals. This has been the most important element in Charter Medical's progress. We will energetically sustain our commitment."

Fickling believes in a free enterprise economy: "If the free market is allowed to function as in other parts of our economy, it will assure that the highest quality care is delivered in the most cost-effective manner. We would not have to worry whether it is more appropriate to spend 9.8 percent of GNP on health care than, for example, to spend 2.7 percent on alcohol and tobacco. The marketplace—the most effective determinant of these kinds of questions—would tell us."

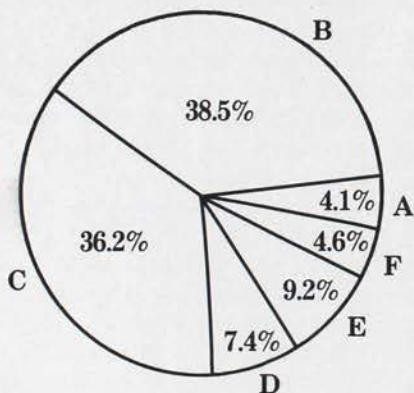
Fickling also believes the greatest contribution he can make in the next five years is to reduce the cost of superior health-care service. There are valid reasons for the cost escalation in health care, he thinks; it's an unusual business in that the customer doesn't make the buying decision—the doctor does. And a third party pays the bill—either Medicare, Medicaid or an insurance company. Fewer than 10 percent of

(See FICKLING on page 14)

# Deltasigs Across The USA



## REVENUES 1983-84



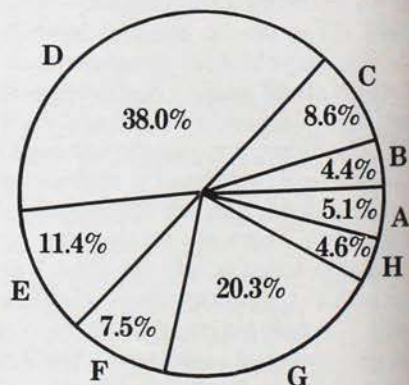
### REVENUES

- A— Alumni Dues
- B— Collegiate Chapter Dues
- C— Initiation Fees
- D— Interest
- E— Jewelry
- F— Other (includes insurance, regalia rental and merchandise)

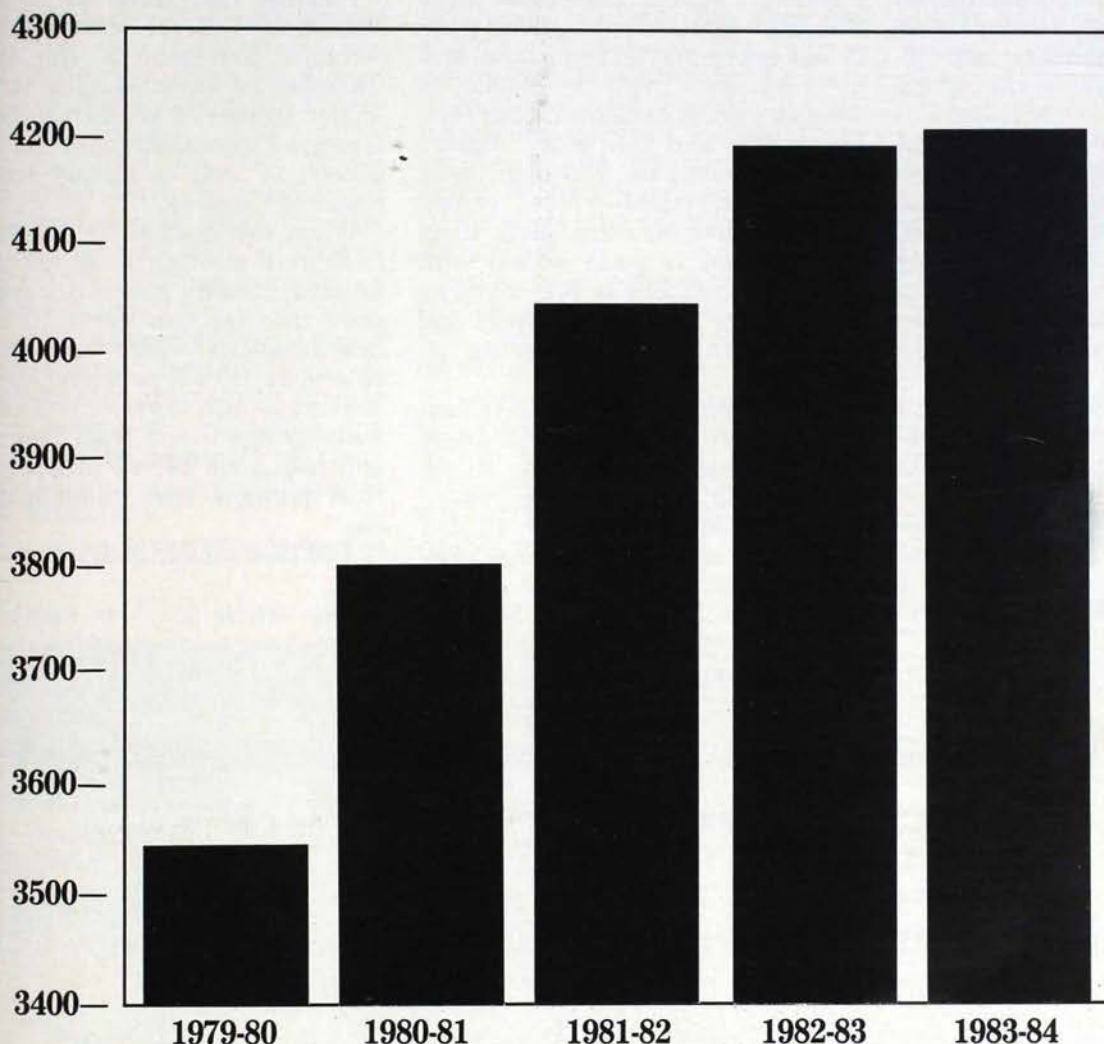
### EXPENSES

- A— Legal & Other Consulting Expenses
- B— Conference & Convention
- C— The DELTASIG Magazine
- D— Personnel (includes salaries & retirement)
- E— Travel (staff & volunteers)
- F— Physical Plant & Equipment (includes depreciation, maintenance & utilities)
- G— Administrative Expenses (includes leases, telephone, postage, taxes, office supplies & services, etc.)
- H— Insurance

## EXPENSES 1983-84



## Five Year Membership Growth Comparison



TE: The data contained in this feature is not intended to serve as the annual report for legal purposes of the International Fraternity of Delta Sigma Pi, Inc. (an Illinois corporation), the Delta Sigma Pi Leadership Fund, Inc. (an Ohio corporation) nor IFDSP, Inc. (an Ohio corporation).

(FICKLING from page 11)

patients pay their own hospital bills. About half the patients' bills are paid for on a cost-plus basis by the government, downplaying the incentive to worry about costs. Fickling says he'd like to change that.

Officers, outside directors and old friends say Fickling is dedicated to cost control, productivity and highly competent management. His management style is one that's always highly recommended but rarely found: he gets the best people he can find, and lets them do their jobs. With this goes top pay for the industry, including such long-term rewards as stock options and bonuses for productivity. If employees don't want responsibility and accountability, they're in the wrong company.

There is no "over-the-shoulder supervision," for Ficklin delegates effectively. He encourages ideas and innovations, listens extremely well and expects subordinates to bring him recommendations instead of problems. Keenly analytical and decisive, he does not ask for long, detailed reports.

Most importantly, Fickling lets his people make mistakes, for he believes no one can grow without taking risks. He also knows that the person who makes no mistakes is not doing much. Laughingly, he says he's always tried to assemble a group of "compulsive overachievers."

Fickling's college roommate, Dr. James Martin, president of the Uni-

versity of Arkansas, describes several talents which have stood his friend in good stead: "First he had a tremendous ability to remain calm in very difficult circumstances, in athletics and other things. He can be detached, though very much involved. He's always been very analytical with an exceptional ability to assimilate information in an orderly manner and retain it through paying close attention. He's truly quick mentally. He had to be—graduating with honors as a top student, and he never studied—but he remembered everything that was discussed in his classes."

A high school classmate says Fickling's an indifferent golfer, pretty fair tennis player, and a quail and dove hunter. "He's so bright he fools strangers, because he can really sparkle and tell witty stories when he wants to. The man has a many-sided talent—raises bonsai trees, lectures on them, gives them as gifts and is quite skilled with them. The officers in his company have a huge amount of respect and affection for him, bordering on awe."

Fickling and wife Neva have two sons and two daughters. The eldest son is 28 and returned from an assignment in Saudi Arabia, where Charter Medical manages all the health-care services at a large military installation. The oldest daughter, Jane, is 26 and holds a Masters degree in therapeutic recreation from Florida State; Julia, 20 and Roy, 19 are college students.

Mrs. Fickling is also very much involved in volunteer work. She's been named Woman of the Year, received the Governor's Award for Volunteer Service, is national secretary for the Lord's Day Alliance, and serves on the administrative board of their Methodist Church. She has performed with the Atlanta Symphony Orchestra and the Macon Symphonic Orchestra, accepted an award two years ago for "Keep America Beautiful" from Her Majesty Elizabeth, Queen Mother in London, and was recipient of the Mrs. Lyndon B. Johnson award for "Keep America Beautiful" in 1981.

Fickling finds time to be chairman of the Federal Reserve Bank of Atlanta, president of the Macon Chamber of Commerce, a director and/or trustee of Wesleyan College, Georgia Power Company, and many others, as well as having received numerous awards.

When asked what he enjoys and finds most exciting about his career, he says, "Seeing people develop and grow into top managers; to create new hospitals where none existed before; to take a poor hospital and convert it into a very good one; to make things better than they were, and help good people achieve more than perhaps they thought possible."

And that's a fine goal for all of us.

*This article has been republished through the courtesy of Halsey Publishing Co., publishers of SKY magazine and Jasper Dorsey.*

## ECHOES AVAILABLE

The Delta Sigma Pi national alumni newsletter, Echoes, is available from Director of Alumni Activities Anthony Z. Fernandez for a nominal charge. This newsletter may be obtained by contacting Director of Alumni Activities Fernandez at:

**814 Winslow Court  
Norton Shores, Michigan 49441**

# ALPHA EPSILON CHAPTER CELEBRATES SIXTIETH

It was a beautiful day in Minneapolis, perhaps the best of the summer to date. It was a great day to go to one's favorite lake, to play tennis or to just bask in the sun. On that day designed for outdoor activities, however, some 325 Deltasigs and guests from 25 states chose to spend it indoors at a very special event—the 60th Anniversary Reunion of Alpha Epsilon Chapter at the University of Minnesota-Minneapolis.

Held on June 24, 1984 at the Thunderbird Hotel, the reunion was held several months after the actual 60th anniversary date of March 19th, so that Brothers from across the nation could gather in Minneapolis in the summer season. During the pre-banquet reception, the attendees had the opportunity to view a wide variety of scrapbooks, trophies and other mementos of Alpha Epsilon Chapter gathered by Brother Joel Erlandson.

The Reunion Banquet was started

with the singing of "Yours Fraternally in Delta Sigma Pi" by Brother Chuck Malmberg, accompanied on the piano by Brother Cliff Moorman. After dinner, Master of Ceremonies Ray Svee introduced the guests at the head table including Dean of the School of Business Brother Richard Kozelka. Very special attendees were the charter members of Alpha Epsilon Chapter in attendance including Alex Miller, Roy Miller, Merwin Steffins, Chester Teich and Sumner Whitney. These Brothers were a part of the 20 members who founded this chapter in 1924.

Some twenty-three members of the chapter were then presented with the Order of the Golden Helmet award in recognition of their fifty years of service to Delta Sigma Pi. Providing an update on the activities of the chapter today was President Sandra L. McCann who was followed by Director of Alumni Activities Anthony Z. Fernandez

who provided information on the national program of alumni activities. Executive Director Michael J. Mazur, Jr., then provided an overview of the state of the international fraternity.

One of several highlights of this event was the presentation of a plaque for the "Delta Sigma Pi Room," a conference room to be located in the new School of Business building currently under construction. This room is being funded by a \$50,000.00 donation to the University of Minnesota-Minneapolis from the Alpha Epsilon Chapter House Corporation. The plaque was presented to the recently appointed Dean of the School of Business, Preston Townley, by Brother Glen Galler.

A very special presentation was then made to Brother Rudolph Janzen. For many years, the Brothers of Alpha Epsilon Chapter have been receiving a newsletter entitled, "Bits and Pieces," which has been authored, typed, and distributed by Brother Rudie and his wife, Eleanor. Through his volunteer efforts, the members of this fine chapter spanning the past sixty years have been able to stay in touch through Rudie. Virtually every trip that he and Ellie have made has resulted in updated news about Deltasigs from coast to coast. The inspiration and driving force behind this special reunion was provided by Rudie, and his Brothers chose to honor him with the presentation of a plaque in recognition of his service to his chapter and a traveling fund consisting of contributions made by Alpha Epsilon members nationwide. Rudie and Ellie are to use this fund for their traveling enjoyment and we know that they will see many Deltasigs along the way!

A very successful reunion was conducted by the Brothers of Alpha Epsilon Chapter, providing a very special memory to all who attended.



Alpha Epsilon Chapter alumnus Rudie Janzen and his wife welcome Deltasigs from across the country to the chapters 60th anniversary.

# FOUNDATION ANNOUNCES 1984 AWARDS

*Serving the financial needs for the education of Deltasigs and their descendants since 1953, the Delta Sigma Pi Educational Foundation proudly presents the 1984 recipients.*

Recipient of the Graduate Study Grant sponsored by the Delta Sigma Pi Educational Foundation is Brother Marilyn D. Franson, an alumnus of Delta Nu Chapter at Loyola University in New Orleans. While attending Loyola University, where she received her B.B.A. and graduated Summa Cum Laude with a 4.00 GPA in 1980, Marilyn was President, Treasurer and CEI Chairman of Delta Nu Chapter. She was also student government association representative from the business school and an officer in the American Marketing Association. In addition, she was a member of Beta Alpha Psi, Beta Gamma Sigma, Blue Key, Cardinal Key and the University Fellows Honor Program. Upon graduation, she received the Delta Sigma Pi Scholarship Key, the John X. Wegman Award for the outstanding business school graduate and the John G. Arnold Award for Loyola University's outstanding female graduate. Marilyn was selected as the 1980 national Collegian of the Year and served on the National Executive Committee and Board of Directors of the fraternity for two years. She currently serves as an officer of the Educational Foundation.

Since her graduation from Loyola, Marilyn received her CPA certificate in 1981 and was employed by Ernst & Whinney and Marsea Marine, Inc., as Controller. In 1983, she enrolled in Northwestern University's School of Law in Chicago, where she is an Alumni Merit Schol-

ar. This past summer, Marilyn was employed by McDermott, Will & Emery, a large Chicago law firm.

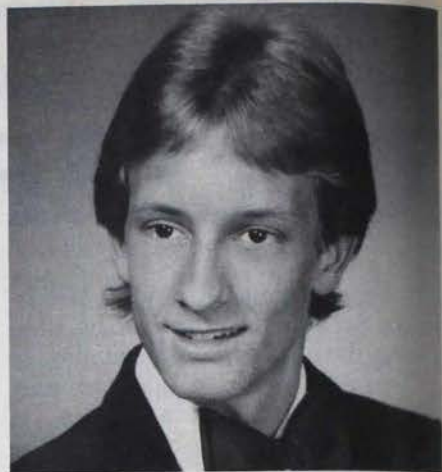
Upon graduation in 1986 from Northwestern Law School, Marilyn plans to specialize in the fields of tax law and litigation. Marilyn is married to Marc Franson, a Chicago attorney, 1977 Collegian of the Year, and they live in Evanston, Illinois.

Winners of the Delta Sigma Pi Educational Foundation four-year undergraduate scholarships are Frederick W. Rankin and Sherri Bender.

Mr. Rankin, a graduate of Edward H. White High School in Jacksonville, Florida, plans to major in Business Finance at the University of Florida. Upon graduation from college, he would like to become a stock broker or personal financial advisor.

While in high school, he was a member of the Spanish Club and the National Honor Society. He also lettered in soccer.

His father, Fred A. Rankin, was graduated from the University of Florida with a Bachelor of Science in Business Administration and is presently the owner of a fuel oil company in Jacksonville. His mother, Carolyn L. Rankin, was graduated from the Georgia Baptist Nursing Center in Atlanta and is presently a practicing Registered Nurse at the Baptist Medical Center in Jacksonville. His sister, Vicki, is presently attending the University of Florida, majoring in Business



Frederick W. Rankin



Sherri Bender

Finance, and is a member of Beta Eta Chapter.

Miss Bender, a native of Cincinnati, is a graduate of Walnut Hills High School. While in high school, she took many accelerated and advanced courses and was a National Merit Finalist. She also was the head of the advertising staff of the high school newspaper and served on various committees involved in class activities. Her other interests include reading, swimming, water skiing and horseback riding.

She graduated from high school Cum Laude and plans on attending Miami University in Oxford, Ohio, majoring in business. Following graduation, she would like to have a career in advertising.

Her father, Randall Bender, is an alumnus of Alpha Theta Chapter at the University of Cincinnati and a member of the Cincinnati Alumni Chapter. Her mother is the former Joan Flannery of Milford, Ohio.



**DELTA SIGMA PI EDUCATIONAL  
FOUNDATION SCHOLARSHIP PROGRAM**

For sons, daughters, brothers, sisters, nephews, nieces, grandsons, or granddaughters of members of the International Fraternity of Delta Sigma Pi. To be completed and returned (postmarked) on or before January 31, 1985 to:

Delta Sigma Pi Educational Foundation  
Mr. Richard L. Schreiner  
4400 Hadrian Court  
Alexandria, VA 22310

Please enter me in the DELTA SIGMA PI EDUCATIONAL FOUNDATION SCHOLARSHIP PROGRAM FOR 1984.

I am the  son  grandson  nephew  brother  
 daughter  granddaughter  niece  sister

of a member of Delta Sigma Pi, and I expect to complete high school in 1985 and enter college in 1985. I have taken the Scholastic Aptitude Test (SAT) prepared by the Educational Testing Service. (An extra copy of your score can be obtained by using code 1000 when taking a test or can be furnished by your high school guidance counselor.) I understand that my score on this test will be used to evaluate my candidacy in the Delta Sigma Pi Educational Foundation Scholarship Program.

- Results of the SAT are enclosed.  
 Results of the SAT will be furnished by my counselor.

**PLEASE PRINT CLEARLY**

The exact date will complete high school is \_\_\_\_\_ mo. \_\_\_\_\_ yr.

Name \_\_\_\_\_  
(Last) (First) (Middle)

Month, Day, Year of Birth \_\_\_\_\_

Home Address \_\_\_\_\_  
(Number & Street) (City & State) (ZIP Code)

Present High School \_\_\_\_\_  
(Exact Name) (City & State) (ZIP Code)

High School Where Tested \_\_\_\_\_  
(Exact Name) (City & State) (ZIP Code)

(Name of Parent, Grandparent, Brother, Sister, Uncle, or Aunt) (Designate Which)

(Chapter Affiliation)—Name and Number

I have applied  I intend to apply  
for admission to the following colleges\* or universities\*:

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

I plan to pursue a course of study leading to a degree of Bachelor of Business Administration (or equivalent B.S. or B.A. in business) with an emphasis (Accounting, Marketing, Finance, Management, etc.) in \_\_\_\_\_

(\* Admission must be in one of 210 schools where Delta Sigma Pi has chartered a chapter. A list of such schools is available by contacting the International Fraternity of Delta Sigma Pi, 330 South Campus Avenue, P.O. Box 230, Oxford, Ohio 45056-0230.)

I understand that the decision of the Delta Sigma Pi Educational Foundation is final in the selection of scholarship winners and that there is no appeal from the decision of the Foundation. It is my further understanding that if awarded a scholarship, the award is \$1,000 per year for four years upon providing evidence of continued satisfactory academic performance to the Foundation.

\_\_\_\_\_  
(Signature of member-parent, grandparent, uncle, or aunt)

\_\_\_\_\_  
(Signature of applicant)

\_\_\_\_\_  
(Date)

## FOUNDATION REPORT

The Delta Sigma Pi Educational Foundation is a not-for-profit corporation incorporated under the laws of the State of Illinois. While it is a separate and distinct entity from the International Fraternity of Delta Sigma Pi, it does not operate in competition with it. In fact, the Foundation complements the Fraternity's objectives through fostering purposes in consonance with these objectives, with resources acquired through tax deductible gifts not available to the fraternity.

All members in good standing of the Fraternity as well as widows of such members are eligible to become regular (voting) members of the Foundation and do so upon contributing \$100.00 or more to the Foundation. Contributors of less than \$100.00 become regular members upon the aggregate total of their contributions reaching the \$100.00 level. Contributions and gifts from other sources such as corporations, other Foundations and friends are also sought with such contributors identified as Honorary Members as determined by the Board of Directors.

The purposes of the Foundation are exclusively charitable and educational and are directed toward encouraging and aiding students of business (undergraduate and graduate levels); to make available to students of business financial assistance by way of scholarships and grants; and to encourage and assist worthy educational and business research projects.

The Foundations's Board of Directors and Officers sincerely urge all Brothers to support the work of the Foundation. All gifts, contributions, bequests, legacies and transfers made to the Foundation are deductible for Federal estate and gift tax purposes. Contributions and other gifts may be made directly to The Delta Sigma Pi Educational Foundation: Albert S. Gordon, 3B Soldiers Field Park, Boston, MA 02163. Additional information about scholarships and grants can be obtained from Richard L. Schreiner, 4400 Hadrian Court, Alexandria, VA 22310.

(LAMBDA MU from page 5)

mittee system was established which resulted in each member being involved in at least one vital phase of the organization. From its organization in the fall of 1983, the Upsilon Pi Fraternity conducted a wide variety of professional, community service, social and fund raising activities.

The successful conclusion of all of the hard work of the members of Upsilon Pi Fraternity occurred on April 28, 1984 when the installation of Lambda Mu Chapter of Delta Sigma Pi took place. The Brothers of Lambda Mu Chapter represent the 210th collegiate chapter of the fraternity and the seventeenth chapter founded in the State of California. It lies within the Western Region and the Western Province.

Members of Delta Sigma Pi from across the country gathered on April 28 for the installation activities. The ceremonies were held on the University of the Pacific campus in Stockton, California. The installation team consisted of Grand President Richard J. Parnitzke, Western Provincial Vice President William W. Tatum, Jr., Western Regional Director Claire M. Sammon, Executive Director Michael J. Mazur, Jr., then Director of Chapter Operations Mark A. Roberts, South Pacific Regional Director Joe S. Loomis, Intermountain Regional Director Charles E. Farrow and Golden Council Member R. Nelson Mitchell, as well as members of

Gamma Omicron Chapter at San Francisco, Delta Omicron Chapter at San Francisco State, Epsilon Phi Chapter at Cal State-Sacramento, Theta Chi Chapter at San Jose State, the Sacramento Alumni Chapter and the San Francisco Alumni Chapter.

Two very special members of the installation team were Debora M. Toso and Paul G. Ritter. Both Debora and Paul are alumni of Iota Phi Chapter at Cal State-Fresno and they devoted many hours of their free time to serve as pledge educators for the members of Lambda Mu Chapter.

During the evening hours, a formal reception was held in the beautiful Gold Room located in Anderson Hall. This event was followed by the traditional installation banquet where the 53 charter members of Lambda Mu Chapter were joined in their celebration by Deltasigs and family and friends. Western Regional Director Claire M. Sammon served as Toastmaster and Faculty Advisor John W. Blasingame (Iota Omega Chapter) extended greetings on behalf of the University of the Pacific. Newly initiated Brother Elliot H. Kline presented a history of the School of Business and Public Administration which he heads and Senior Vice President Ben T. Carmichael outlined the history of the Upsilon Pi Fraternity.

The paramount moment of the weekend occurred when Grand President Parnitzke delivered the mov-

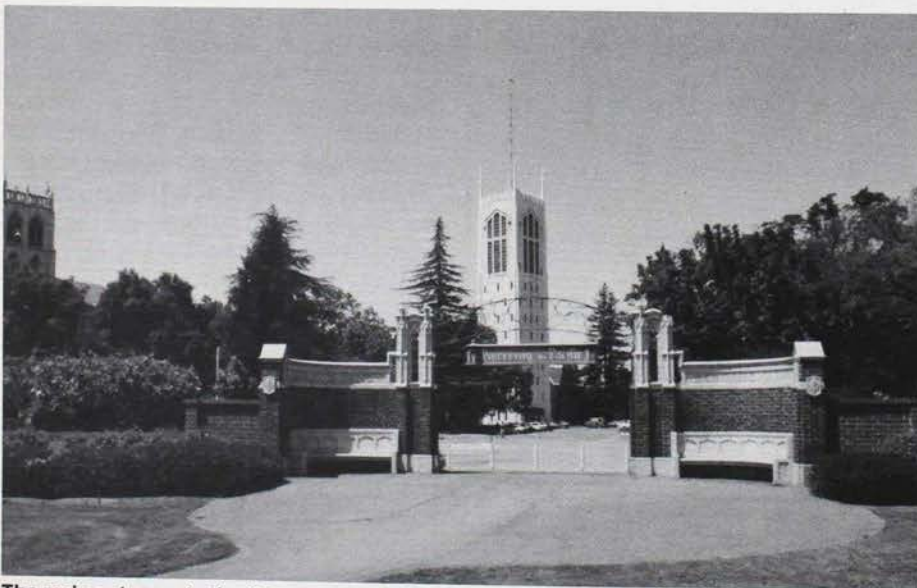


Grand President Parnitzke presents the Lambda Mu Chapter Charter to President William J. Shaw.

ing Presentation of the Charge and Charter to Lambda Mu Chapter which was accepted by President William J. Shaw. Historian Rob Blakey accepted the Fraternal Greetings from Executive Director Mazur who read a few of the many congratulatory letters and telegrams received for the new chapter from Deltasigs worldwide. The banquet was followed by a dance at which the celebration of the founding of Lambda Mu chapter was continued.

The members of our newest chapter are located at California's first chartered university. Founded in 1851, the University of the Pacific is located on 150 acres in the "Delta City" of Stockton, the most inland port on the West Coast. It traces its roots to its founding in Santa Clara by pioneer Methodist ministers. This institution was later moved to San Jose and, in 1924, was moved to its present location in Stockton. Today there are nearly 4,000 undergraduate students pursuing degrees from among ninety academic programs. The campus of the University of the Pacific is somewhat unique for its West Coast location as it resembles many Ivy League campuses and, as a result, it has served as the site for several films for which the "eastern campus look" has been needed.

We are pleased to have this fine institution among our Deltasig fold.



The main entrance to the University of the Pacific.

# alumni in action

The second half of the biennium is under way. The alumni who espoused the high goals we had for the entire biennium probably feel a little bit behind schedule. It's time to press—to try harder—to make all the efforts count. Don't get careless or lackadaisical now! Concentrate. Review the goals for membership growth, for responsive activity calendars, for membership participation, for community service, for expansion, for developing Brotherhood, for improving communications, and for involving every graduating senior in the transition from collegian to alumnus.

As I talk with alumni around the country, I get the distinct feeling

that they are "on the brink" of something great. This is not a fantasy! Too many Brothers are working very hard, directing a lot of attention, focusing their dedication, and speaking and listening with care for this to be a fantasy!

New alumni franchises are in various stages of development in more than a dozen cities. A number of alumni chapters are involved in collegiate expansion; participation in Junior Achievement projects keeps growing; membership rosters keep getting bigger and more productive, liaison programs to reach seniors are starting to produce results and activity calendars continue to be innovative. That spells success—a stretch for

greatness.

Hard work and measurable results are the ultimate seducers; and heaven knows we've got work to do. To have desire, hopes, dreams and creative juices without anywhere to put them—that's hard, but that's not the problem. The job is to channel them. If you feel that your job as a Deltasig alumnus is bigger than you are, you need the energizer of group effort. There must be no let-up, no loss of power; rather there must be an intensification of thrust. So borrow a page from business.  
—ANTHONY Z. FERNANDEZ,  
DIRECTOR OF ALUMNI ACTIVITIES

## YOUR INVITATION TO BECOME A LIFE MEMBER

### Special advantages of Life Membership:

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.

You have helped to permanently endow your fraternity.

### DELTA SIGMA PI

#### APPLICATION FOR LIFE MEMBERSHIP

Name \_\_\_\_\_ Chapter and Number \_\_\_\_\_

Address \_\_\_\_\_

City, State and ZIP Code \_\_\_\_\_

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

- \_\_\_\_\_ Alumnus (\$125.00)
- \_\_\_\_\_ Collegiate Member (20% Discount—\$100.00)
- \_\_\_\_\_ Collegiate Member and CEI Discount (Total 30% Discount—\$87.50)

I understand that if this is a partial payment, consecutive monthly payments of \$10.00 or more will be made until the balance is paid in full. Each time a payment is received at The Central Office, a statement for the remaining balance will automatically be sent to me. I will keep The Central Office apprised at all times of my current address.

CUT AND MAIL TO: Delta Sigma Pi, 330 South Campus Avenue, P.O. Box 230, Oxford, Ohio 45056-0230

# alumni in action

## PAST FOUNDATION PRESIDENT PROMOTED

Marc H. Cohen, *Philadelphia Textiles*, has been promoted to Assistant Controller of Woodbury Business Systems in Atlanta, Georgia. Cohen has served as President and Treasurer of the Delta Sigma Pi Educational Foundation and as a District Director in the Southeastern Region.

Craig H. Raddatz, *Northern Illinois*, has been named as the Regional Sales Manager of Citicorp Industrial Credit, Inc., in Schaumburg, IL.

Joanne R. Uhlenberg, *Northern Illinois*, has a new position as Assistant Manager, Display Products, for Waldom Electronics, Inc., in Chicago, IL.

John P. Doren, *James Madison*, has accepted a position as Internal Auditor with the Chesapeake City Public School System in Chesapeake, VA.

Peter M. Petrillo, Jr., *Maryland*, was elected as a Wharton County, delegate to the Texas State Democratic Party Convention.

Howard E. Owens, *Indiana-Bloomington*, has retired as Vice President-Corporate Law and Assistant Secretary of Fluor Corporation in Irvine, CA.

Jeffrey A. Lodge, *Ferris State*, has recently relocated to Peru, Indiana, where he is an Assistant Manager with the K-Mart Corporation.

Stephen C. Lumley, CPA, *Miami-Ohio*, has been named Controller for Tipnis Software, Inc., the Cincinnati firm which creates software programs for automatic machine shops.

Megan P. Meyering, *Illinois-Urbana*, has been promoted to Commercial Property Supervisor for the Kemper Group in Chicago, IL.

Pamela A. Abdulaziz, *Ball State*, has a new position as Marketing Representative with IBM in Ft. Wayne, IN.

Donna Van Becelaere, *Southwest Missouri State*, has a new position as Applications Analyst with Payless Cashways, Inc., in Kansas City, MO.

Stephen W. Arnold, *Texas Tech*, has been promoted to Vice President & Manager of the Investment Division for the First City National Bank of Midland, Texas.

Conrad Meitl, *Washburn*, has been

named to Who's Who Among American College Students.

Kala Brown, *Minnesota-Minneapolis*, has a new position as an Accountant with Larson, Allen, Weishair, & Co., in St. Louis Park, MN.

## FORMER MIAMI DEAN RECOGNIZED

Ramond E. Glos, *Miami-Ohio*, recently received the Golden Helmet Award from the Alpha Upsilon Chapter in Oxford, Ohio. Glos joined the faculty of Miami University in 1928 and retired as Dean of the School of Business in 1969. He has served Delta Sigma Pi as an advisor and a District Director. He is a member of the American Accounting Association, the Oxford Kiwanis Club, a member of the board of McCullough-Hyde Memorial Hospital and a director of the Citizens Bank of Hamilton, OH.



Raymond E. Glos

Laura Austin, *North Carolina-Chapel Hill*, has accepted a position with NCR in Norfolk, VA.

Laura Neuberger, *North Carolina-Chapel Hill*, has accepted a position with Ernst & Whinney in Raleigh, North Carolina, and also won an internship with the Financial Accounting Standards Board in Connecticut for a period of one year.

Katie Bye, *North Carolina-Chapel Hill*, has accepted a position with the

North Carolina National Bank in Charlotte, NC.

Amy Hamilton, *North Carolina-Chapel Hill*, has accepted a position with Sherwin-Williams in Cleveland, OH.

Joe Canady, *North Carolina-Chapel Hill*, has accepted a position with Arthur Andersen in Atlanta, GA.

Jenny Peel, *North Carolina-Chapel Hill*, has accepted a position with Verbatim in Charlotte, NC.

Tammy Womack, *Nicholls State*, has a new position as a Staff Accountant with Stagni, Whitney Co., in Houma, LA.

Sunny Ritter, *Arizona State*, has been promoted to Media Co-op Supervisor at the Adolph Coors Company in Golden, CO.

JeanMarie Saum, *Xavier-Cincinnati*, has accepted a position at IBM in Corpus Christi, TX.

## MISSISSIPPI ADVISOR RELOCATES TO TEXAS

L. Murphy Smith, *Northeast Louisiana*, has a new position as Assistant Professor of Accounting at Texas A & M University in College Station, TX. Smith served Alpha Phi Chapter at Mississippi as Chapter Advisor for several years.

Nicholas Morgan, *Northeast Louisiana*, has been appointed Collection Manager at Commonwealth National Bank in Dallas, TX.

Albert D. Maragas, *Pennsylvania State*, has a new position as General Auditor with the Pennsylvania National Bank in Pottsville, PA.

Bruce C. Cole, *Wisconsin-La Crosse*, has been promoted to Manager-Operations and Corporate Accounting of Wisconsin Bell, Inc., in Milwaukee, WI.

Victor M. Firth, *Texas-El Paso*, earned his Doctor of Jurisprudence from the University of Texas School of Law in Austin. Firth has accepted an associate's position with the Oklahoma City Law Firm of Crowe & Dunlevy.

William K. Wiggins, *South Florida*, has a new position as Researcher/Staff Appraiser Assistant with R/E Marketing Consultants, Inc., in Tampa, FL.

Charles S. Miller, *Northwestern-Chicago*, has been chosen by the Board of Trustees of the State of Wisconsin to be the Investment Director of the Mortgages & Real Estate Division.

# alumni in action

Michael P. Shields, *Bellarmine*, has a new position as Staff Account with Coopers & Lybrand, CPA's, in Louisville, KY.

Henry G. Terhoeve, *Louisiana State*, has received his Juris Doctorate degree from the Louisiana State University Law Center, and has accepted a position as an associate at the law firm of Owen, Richard, Taylor, Mathews & Atkinson in Baton Rouge, LA.

Melissa Jones, *Arizona State*, has a new position as a Computer Programmer with Ford Aerospace and Communications Corporation in Colorado Springs, CO.

Bruce Neary, *Southern Methodist*, recently joined Gulf States Asphalt Company in Houston, Texas, as the Personnel Coordinator.

Mark Anderson, *St. Cloud State*, has a new position as Advance Staff Consultant with Ernst & Whinney in Minneapolis, MN.

Marc G. Forman, *Tennessee-Knoxville*, has accepted a new position as plant superintendent of Cayles, Inc., Plant in Pine Mountain Valley, GA.

Adolfo Diaz, *Florida*, has joined Charles of the Ritz in Atlanta, GA.

Steven S. Loher, *Missouri-St. Louis*, has a new position as Audit Staff Member of the Ernst & Whinney CPA firm in St. Louis, MO.

Ronald Urbano, *Kent State*, has a new position as Dock Supervisor for Roadway Express Services, Inc., in Copley, OH.

Donald W. Davis, *Southern Mississippi*, announced the formation of "Donald W. Davis Enterprises" as an umbrella organization for several of his enterprises, including Clayton Associates of Clayton, MO; Medi-Crush Company of Hattiesburg, MS; Horn Vitamin Company of Chesterfield, MO; Martin and Associates of St. Louis, MO; and Westworld Community Healthcare of Lake Forest, CA.

William H. Faw, *East Tennessee State*, has been named Vice President of Estimating and Purchasing for Williams Printing Company.

Gary Young, *New Mexico State*, was named a staff accountant with AMEX Mining Company in Carlsbad, NM.

David LaBarge, *New Mexico State*, was named a Senior Systems Analyst with the Administrative Data Process-

ing Department of the Computer Center of New Mexico State University in Las Cruces, NM.

Nancy L. Arnold, *Philadelphia Textiles*, has a new position as Assistant Manager of Suzannes-Retail in Carrollton, TX.

Brian Milligan, *Pennsylvania State*, was named Operations Officer at Frankford Trust Company in Philadelphia, Pennsylvania. Milligan has served as a District Director for the fraternity in the Philadelphia area.

Vincent Carrodeguas, *Tampa*, has a new position as Accountant with General Telephone Company in Tampa, Florida. Carrodeguas was South Atlantic Region Collegian of the Year for 1984.

Dean J. Rosko, *Northern Illinois*, has a new position as Insurance Broker with Dean J. Rosko & Associates in Schaumburg, IL.

Paul A. Abrahamson, *Northwestern-Chicago*, has become President of Northland Services, Inc., in Burr Ridge, IL.

L. Mel Kent, *Indiana-Northwest*, has received his Juris Doctor degree from the University of Tulsa. He has accepted a promotion from Brunswick Corporation's Zebco Plant in Tulsa, Oklahoma, to Brunswick in Marion, VA. Kent is the Industrial Relations Manager. He has served the fraternity as East Central Regional Director.

Mark S. Slusher, *Ohio State*, has joined the Restaurant Club Management Company as an Administrative Assistant in Cincinnati, Ohio. Slusher is serving as a District Director of the fraternity in the Cincinnati area.

Doug Pridgen, *Virginia Commonwealth*, accepted a job as Supervisor at Dalton Pennell and Company in Richmond, VA.

Kirk Volkman, *Virginia Commonwealth*, has become Regional Marketing Director for Becton Dickson, Inc., in Richmond, VA.

Mike Guthrie, *Virginia Commonwealth*, accepted a marketing representative job for Black Drug in Richmond, VA.

Karen Sizemore, *Virginia Commonwealth*, has become a Cost Accountant for the James River Corporation in Richmond, VA.

Larry Holman, *Virginia Commonwealth*, has become District Sales Man-

ager for Gallo Wine in Richmond, VA.

Tim Morrison, *Virginia Commonwealth*, has become Marketing Manager for Storer Cable Corporation in St. Louis, MO.

Wanda Dotson Nichols, Mark Nichols, and Cindy Yates, *North Carolina-Greensboro*, were the recipients of the Dean's Service Award at the University of North Carolina-Greensboro.

Mike Bailey, *North Carolina-Greensboro*, was the recipient of the Outstanding Student Award and the Wall Street Journal Student Achievement Award at the University of North Carolina-Greensboro.

Robert F. Domagala, Jr., *Illinois-Urbana*, was appointed Assistant Vice President and Trust Officer, American Security Bank, N.A., Trust and Investment Division. Mr. Domagala joined the company three years ago and currently serves as Personal Trust Account Officer.

Michael S. Stoll, *Rochester Tech*, has been elected to the position of supervisor for the Town of Bergen, New York, in Genesee County for a two-year term. Stoll is an instructor at the Genesee Community College in Batavia, New York.

Rich Welsh, *Nebraska-Lincoln*, is a senior sales representative at Patton Label in Glendale, CA.

Michael J. Trujillo, *New Mexico State*, was named Vice President of Sunwest Bank of Grant County and resides in Silver City, NM.

Doreen A. Luberacki, *Florida Atlantic*, has a new position as Administrative Assistant of the American Heart Association-Palm Beach County Chapter, in West Palm Beach, FL.

President Donald J. Ayo, *Nicholls State*, recently announced the appointment of Dr. Ridley J. Gros, *Nicholls State*, as Vice President of Institutional Advancement for Nicholls State University, in Thibodaux, LA.

Harold S. Hook, *Missouri-Columbia*, was awarded the 1984 National Honoree Award from Beta Gamma Sigma Fraternity. Hook is Chairman of the American General Companies in Houston, Texas, and accepted this award at the annual meeting of the American Assembly of Collegiate Schools of Business and Beta Gamma Sigma in Phoenix, Arizona. Brother Hook was named Delta-sig of the Year in 1969.

# bits and pieces

## merger

Ronald Urbano, *Kent State*, on May 19, 1984, to Diane Marie Lonier, at Tallmadge, OH.

Steven S. Loher, *Missouri-St. Louis*, on May 19, 1984, to Michele Marie Mudd, at St. Louis, MO.

Mark Anderson, *St. Cloud State*, on July 28, 1984, to Margaret Aurelia Johnson, at Cambridge, MN.

Mark Hargrave, *Drake*, on May 26, 1984, to Teresa Baughman, at Des Moines, IA.

Russell Schopp, *Drake*, on June 23, 1984, to Jana Schrag, at Chenoa, IL.

Greg Dockum, *Drake*, on August 18, 1984, to Mary Ellen Mackey, *Drake*, at Des Moines, IA.

Mike McCarthy, *Drake*, on September 29, 1984, to Lynn Gordon, at Milwaukee, WI.

Pamela A. Templeton, *Ball State*, on November 25, 1983 to Mohyeddin Q. Abdulaziz, at Ft. Wayne, IN.

Jill Lawrence, *Mississippi State*, on July 21, 1984, to Roger Currie, at Jackson, MS.

Cynthia A. Morris, *Loyola-Marymount*, on June 23, 1984, to Alan A. Sotelo, *Loyola-Marymount*, at Santa Monica, CA.

Lisa Brinkley, *Virginia Tech*, on April 7, 1984, to John R. Shahan, at Centerville, MD.

Shari Delaine Grubert, *Miami-Ohio*, on May 19, 1984, to Kristopher Elliott Kaiser, at Winnetka, IL.

Karen Dwyer, *Oklahoma State*, on August 26, 1983, to Tom Schwenning, at Claremore, OK.

Kathryn Carol Meyer, *Ohio*, on May 12, 1984, to Michael Raymond Morey, *Ohio*, at Mount Gilead, OH.

Nan Emily McKowen, *Louisiana State-Baton Rouge*, on September 1, 1984, to Myron J. Rabalais, at Zachary, LA.

Brad R. Goepfinger, *Indiana-Bloomington*, on December 17, 1983, to Patricia A. Rose, at Peoria, IL.

Duane S. Rader, on February 25, 1984, to Margot M. Juillerat, *Ball State*, at Lebanon, IN.

John Daryl Cameron, *Northeast Louisiana*, on January 21, 1984, to Cynthia Lynne Little, at West Monroe, LA.

Mark J. Gartner, *Cincinnati*, on May 11, 1984, to Ann M. Haas, at Cincinnati, OH.

Kim A. Ward, *Pittsburgh*, on May 19, 1984, to George K. Fickley, at Oakland, PA.

Richard Christian, *Texas A & I*, on May 19, 1984, to Beth Dreyer, at Kingsville, TX.

Lisa M. Walen, *Nevada-Reno*, on March 24, 1984, to Robert E. Mays, Jr., at Reno, NV.

Ellaine B. Minsky, *Northeast Louisiana*, on November 26, 1983, to Larry Prevost, at Lake Providence,

LA.

Susan C. Bates, *Southern Mississippi*, on September 1, 1984, to Michael E. Crandall, at Jackson, MS.

Kathy Renee Stull, *Indiana State*, on June 9, 1984, to Timothy Howard Cornelius, at Covington, IN.

Randy M. Berkow, *Maryland*, on January 21, 1984, to Andrea J. Shwedick, *Maryland*, at Potomac, MD.

Dan J. Passinault, *Ferris State*, on April 27, 1984, to Gina Byerlein, at Chicago, IL.

David Mark Landau, *Illinois-Urbana*, on May 27, 1984, to Sharon Nancy Chudacoff, at Chicago, IL.

David Hahn, *New Mexico*, on October 13, 1984, to Lynda Selby, *New Mexico*, at Albuquerque, NM.

Catherine V. Brooks, *Texas-Arlington*, on September 29, 1984, to D. Keith Wolverton, *Texas-Arlington*, at Fort Worth, TX.

## dividends

To Brother Gary Young, *New Mexico State*, and Janice Young, on April 12, 1984, a daughter, Jennifer Ruth.

To Brother Gina L. Pigsley, *Nebraska-Lincoln*, and Mr. Jerry Lee Pigsley, on June 2, 1982, a daughter, Becky Lynn.

To Brother and Mrs. Bruce C. Cole, *Wisconsin-La Crosse*, on March 17,

1984, a son, Andrew Soren.

To Brother and Mrs. Albert D. Marazas, *Pennsylvania State*, on February 21, 1984, a daughter, Meghan Andrea.

To Brother and Mrs. Jack L. Metcalf, *Northwestern-Chicago*, on February 19, 1984 a son, Grant Williams.

To Brother and Mrs. Daniel W. LaFont, *Nicholls State*, on May 28, 1984, a daughter, Jolie Marie.

To Brother and Mrs. Kim Anglin, *Illinois-Urbana*, on March 15, 1984, a daughter, Julia.

To Brother A. Clark Fletcher, *Florida State*, and Mrs. Densyl W. Fletcher, on November 26, 1983, a son, Adrian Clark Fletcher III.

To Brother and Mrs. John Wentzell, *South Carolina*, on May 4, 1984, a son, Christopher Donald.

To Brother and Mrs. William Kent Tucker, *Illinois-Urbana*, on November 1, 1983, a son, William Roy.

To Brother Gary Langford, *Cal State-Chico*, and Mrs. Pamela Langford, on January 23, 1984, a daughter, Tiffany Nicole.

To Brother and Mrs. Scott A. Weber, *Angelo State*, on March 2, 1984, a daughter, Leigh Ellen.

To Brother and Mrs. Maurine Goodrich, *Washington*, on February 26, 1984, a son, Clipper Kaw.

To Brother and Mrs. Ken L. Kinard, *Georgia Tech*, on December 10, 1983, a daughter, Kelli Jean.

To Brother and Mrs.

Mark R. Combest, *Angelo State*, on May 24, 1984, a son, Bryan Craig.

## in memoriam

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

Charles C. Pierce, Jr., *Missouri-Columbia*, 1/19/84

Keith D'Aquin, *Louisiana State*, 3/26/84

Marion B. Mason, Jr., *Georgia State*, 2/24/84

Arthur B. Cross, *Loyola-Chicago*

Skid Clarence Jones, Jr., *Georgia State*, 4/84

Austin B. Chase, *Georgia State*, 1984

George W. Weber, *New York*, 1984

Richard Craig, *Texas-Austin*, 2/25/84

Walter George Becker, *Arizona State*, 5/8/84

Viola Ann Ada, *Cal Poly-San Luis Obispo*, 6/84

Robert C. Sweatt, *North Carolina-Chapel Hill*, 6/18/84

R. Byron Moon, *Georgia*, 8/11/84

Clarence E. Reese, *Georgia Southern*, 2/2/84

Edgar D. Pryor, Jr., *California State-Sacramento*, 7/24/84

## NEW POSITION, MERGER, DIVIDENDS?

If so, please let us know!

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

Share your successes with other Brothers by sending them to:

EDITOR

The DELTASIG of Delta Sigma Pi

330 South Campus Avenue

P.O. Box 230

Oxford, Ohio 45056-0230

# focus:



C. Dean Ferguson

For several past issues of The DELTASIG we have used this feature to spotlight changes in The Central Office staff and we again have another staff change to present to you. We are pleased to introduce to you C. Dean Ferguson, Director of Chapter Services, who joined the staff in Oxford in June, 1984.

Brother Ferguson is a native of Decatur, Georgia, a suburb of Atlanta. He has most recently served as Southeastern Regional Director and a member of the Board of Directors of Delta Sigma Pi.

His fraternal activities have been extensive since his initiation as a member of Kappa Chapter at Georgia State University in December of 1977. He served his chapter as Secretary, Vice President for Pledge Education and was his chapter's candidate for Collegian of the Year-1979.

In addition to his Delta Sigma Pi activities while in school,

Dean served as President of Alpha Lambda Delta, freshman honor society; was inducted into Omicron Delta Kappa, national leadership society and received the Mortar Board Certificate for Outstanding Seniors.

After receiving his Bachelor of Business Administration degree in 1979, he joined Carolina Freight Carriers Corporation in Charlotte, North Carolina, as a Management Trainee. He returned to Georgia State and received a Master of Business Administration degree in June, 1982. During this period until his relocation to Oxford, Dean was employed as a Customer Service Representative for Sears, Roebuck and Company.

He served as a District Director for the 1980-81 year and was the Southeastern Regional Candidate for District Director of the Year-1981. In August, 1981, at the 33rd Grand Chapter Congress at Mackinac Island, Michigan, he was elected as Southeastern Regional Director. He was re-elected to this position at

the 34th Grand Chapter Congress in Denver. During his tenure in this position, he supervised the establishment of Kappa Tau Chapter at Clemson University, Kappa Chi Chapter at Savannah State College and the reactivation of Alpha Tau Chapter at Mercer University in Macon, Georgia. During this period, he also served on several national committees of the fraternity.

As Director of Chapter Services, Brother Ferguson is responsible for the supervision of the chapter consultation program; coordinates the expansion program; assists the Director of Alumni Activities on the alumni program; administers the Chapter Efficiency Index program and coordinates a wide variety of other support services to collegiate and alumni chapters.

Dean is a resident of Oxford, Ohio, is single and enjoys tennis and golf in his leisure time. He is a member of the Oxford Jaycees.

