

the
deltasiq
of delta sigma pi

january 1986



KEN WHITE
1902-1985

commentary



John V. Henik

THEME II: Preserving Tradition

It is hard to believe that the new year is already upon us! In my travels around the country, one can feel the momentum of our organization build as we begin developing and implementing many new programs aimed at serving the needs of our members: collegian and alumni alike!

As last reported in The DELTASIG, we had just established some 25 new and innovative committees on the national level seeking 1%-5% involvement of our membership. Brothers, the response to this "call for members" has been overwhelmingly successful: some 175 Brothers have been asked to participate. We still have openings available and encourage collegian and alumni participation. Contact The Central Office for more information.

Tradition has been an integral part of our fraternity. Over the years, our fraternity has grown and changed to meet today's needs. Many of our traditions, rich in heritage, have become diminished and lost. This year, I have attended several chapter activities where some "moving" and beautiful fraternal traditions still exist!

Our Senior Advisory Committee, in addition to its other duties, has been directed to assemble our *best* fraternal traditions to reintroduce to all of our chapters for a *true* common bond. I particularly call upon our alumni Brothers to come forward and reacquaint us with our past to help build our future.

We will be searching, not only nationally, for traditions in our history, but also for traditions

that existed on a regional basis. And, we will not only be looking in the past, but also reviewing present day traditions. Once assembled, it will be introduced into our CEI management systems and, perhaps, our Ritual. We may restructure several CEI categories to permanently perpetuate only the best for our chapters. Brothers, our aim is to provide a better balance for our collegiate chapters: not just the professional aspects, but the equally as important social aspects. Revitalizing our tradition is the first place we will start.

Next, for collegians and alumni alike, our leadership school continues to develop personal growth seminars! In joint cooperation and affiliation with corporations, these courses will be available at Regional Conferences and Grand Chapter Congresses and are designed to make our members more knowledgeable and marketable in today's marketplace.

Finally, on the alumni front, franchising requirements are being reviewed by our Committee on Alumni Activities. Upgraded franchise requirements will help ensure our alumni growth in the next 10 years by meeting the needs of today's graduating collegians and respecting the needs and tradition of our current alumni. Feel free to make suggestions to our Committee on Alumni Activities.

In Delta Sigma Pi we are utilizing the best of our past and present to build for the future!

Fraternally,

JOHN V. HENIK
Grand President

the **deltasig**[®] of delta sigma pi

An Educational Journal

January, 1986

Volume LXXV, No. 2

USPS 152-940

Features



Victor Kiam, President and CEO of Remington Products Inc., is our 21st National Honorary Member 4



Theta Kappa Chapter at the University of Akron highlights the announcement of the national and regional chapter awards 8



Presenting Karen Kettler Gratz, Collegian of the Year 1985 10



Annual Report 1984-1985
Delta Sigma Pi celebrates a successful 1984-85 and looks forward to a challenging year ahead 16

Cover



Delta Sigma Pi is saddened by the loss of one of its strongest supporters, Past Grand President Ken White 6

Departments

Commentary	2
The Chapters Speak	20
Alumni in Action.....	26
Bits and Pieces.....	29
Foundation Report.....	31

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.

EDITOR
Michael J. Mazur, Jr.

MANAGING EDITOR
Michael T. Walsh



Member of
College Fraternity Editors Association

Postmaster:

Please send labels Form 3579 to Delta Sigma Pi, 330 South Campus Avenue, P.O. Box 230, Oxford, Ohio 45056-0230. The DELTASIG of Delta Sigma Pi is published four times annually in the months of November, January, March, and May. Editorial office—330 South Campus Avenue, P.O. Box 230, Oxford, Ohio 45056-0230. Subscription prices \$28.00 per year. Second Class postage paid at Oxford, Ohio 45056-0230, and at additional mailing offices. The DELTASIG is produced in the U.S.A. by Maury Boyd and Associates, Indianapolis, Indiana.

VICTOR KIAM

NATIONAL HONORARY MEMBER

President and Chief
Executive Officer
of
Remington
Products, Inc.,
Victor K. Kiam II
becomes the
21st National
Honorary Member
of
Delta Sigma Pi



Victor Kiam

At nearly each Grand Chapter Congress, since 1939, one of the highlights has been the Ritualistic initiation of the National Honorary Member. The membership classification of National Honorary Member was created as a means of recognizing outstanding leaders in the business community who are not members of the fraternity.

The 21st National Honorary Member of Delta Sigma Pi is Victor K. Kiam II, President and Chief Executive Officer of Remington Products, Inc. Well known for his Remington shaver television ads, Mr. Kiam bought Remington Products Inc., the world's only American producer of electric shavers and returned it to a position of prominence

among American companies. He has also had extensive business experience with other companies including Lever Brothers Company and the Benrus Corporation and is recognized world-wide as a leading entrepreneur.

Mr. Kiam was initiated as the fraternity's 21st National Honorary Member on August 21, 1985 during the 35th Grand Chapter Congress. He was also the featured speaker later that evening during the Grand Chapter Congress Banquet. Some of his remarks during that Banquet follow:

KIAM ON: REMINGTON—

At Remington, when I got there, I

found a company that had a heck of a product. I tried it, I liked it, I thought it was sensational. The worst problem I had was the morale of the organization. Here was a company that had lost 30 million dollars, had been up for sale, nobody wanted it. Now I bought it and you heard the number—25 million dollars. Now I didn't have that much, so I said in England to an interviewer, he asked me, "How did you get that money?", and I said, "I was very fortunate, I married a very wealthy woman, she gave me 24 million 999 thousand 999 dollars". Headline—"Rich wife gives Kiam money to buy Remington," so I am not as facetious as I used to be!

The reason I was able to do that was

that I had established credit. Now, I would like everybody in this room today who has a bank loan in their own name to raise their hand. Very good, I am proud of you. Those of you who don't, you had better go out and do it right away. Now, I tell you what you do. Those Brothers that haven't got any loans, you go out and you borrow \$500.00. You take the money that you borrow from the bank and you walk around the corner and you put it in the savings bank. At the end of a year you take it out of the savings bank and you

“We are winning because we have people. People are the key and they are motivated to achieve.”

go back and you pay off your loan. When you have done that, it has cost you, with the spread in interest rates, \$10.00. What have you done? You have established credit. And then two years from now you go back and borrow \$3,000.00. It will cost you \$60.00 and it is tax deductible, too. You build up your credit so that if you ever want to be an entrepreneur and do things on your own, you will have the credit to do so, and that is how I was able to buy Remington because I put up less than 2% of the 25 million dollars.

The problem at the company was that it had no marketing. I just didn't put my career and everything I had on the line to buy this company without a plan. The plan was that this product was going to be different from electric shavers that had been sold. What we were going to do was sell a consumer package goods product, not an electrical appliance, and sell it like toothpaste,

and that is what we have done.

The second problem that we had in the company was the morale of the people. We have no union anywhere in the world, but we have no blue collar, we have no white collar, we only have one collar, the Remington collar. The other thing we did, we made everybody in the company entrepreneurs. Everyone in the company is on incentive. Everybody is working for financial reward that is both corporate and individual, so they are not just on a salary. They can get a return from the extra effort. Because of what we have done, we have a family type of operation, we've got a group of people who are working together. It's like the pioneers going across the West and circling the wagons. We are competing as a little dinky company. We really are dinky. Our smallest competitor that makes shavers, and they are not big in the shaver business, is 15 times our size and our largest competitor is 300 times our size, and yet we are winning. We are winning because we have people. People are the key and they are motivated to achieve.

KIAM ON: ENTREPRENUERSHIP—

You folks are going out now into this world and you are the future of this country. You can motivate, you can inspire, and you can do the same thing if you treat whatever you are doing as a game. You are going to win it and you are going to play on a team and the team is going to win it. I am very proud, as a matter of fact, that there is a book that is published, "100 Best Companies to Work For in the United States," and I don't want any applause on this, but Remington is in that book, and we are the smallest company in it, because we are entrepreneurial.

Entrepreneurism is in according to President Reagan. "This is the age of the entrepreneur," he said. It is not true. Entrepreneurs have always been here. I would like to read you the Webster's Dictionary definition of an entrepreneur with which I do not agree. "A person who organizes, operates and assume the risks for business, especially an empresario, from the French "entrepndra", to undertake." That's not what an entrepreneur is. An entrepreneur does not undertake. He is dedicated and he is committed. He may undertake, but he will never quit, and the dictionary doesn't say that.

Now, this country is facing a difficult

task today. We are getting beaten to smithereens in world trade. And one of the reasons we are getting beaten to smithereens is that our corporations have lost the entrepreneurial drive. You know, I was asked earlier today, "How did you come to do the commercials?" "Was it Madison Avenue that said, 'here this is what you should do.?' " That is not what happened. What happened was, there was a commercial for electric shavers when I got there. There

“And one of the reasons we are getting beaten to smithereens is that our corporations have lost the entrepreneurial drive.”

was a giant helicopter carrying a large shaver and dropping it on a peak in Death Valley, and I asked the agency "What the heck that was for?" He said, "That was to get through the clutter" and I said, "Yes, and it will sell a lot of helicopters."

So, we rewrote the commecial on a nuts and bolt type of basis which said that Remington shavers shave as close as a blade and here's why—1, 2, 3. And I took that to England. The English had their own commercial and we argued about it and we stopped for a lovely habit called tea, and one of the people in the agency said to me, "How does a nut like you walk off the street and buy a company like Remington?" and I said, "It was a leveraged buyout" and they were enraptured." I said, "Do

(See KIAM on page 30)

KEN WHITE:

HE WAS A MAN OF COMMERCE

A strong supporter, friend and active member of Delta Sigma Pi and the Delta Sigma Pi Educational Foundation, Kenneth B. White, the fraternity's 13th Grand President, passed away on November 11, 1985.

The first time that most Deltasigs had the pleasure of becoming acquainted with Brother Kenneth B. White was at a Grand Chapter Congress. The most lasting and vivid memory for many of these Brothers is the image of he and his wife, Claire, being recognized as THE couple with THE record convention attendance. Although slight in physical stature, the contributions of this Brother to what Delta Sigma Pi is today were significant and, with his recent death, the fraternity has lost one of its most dedicated Brothers and leaders.

Born on May 21, 1902, in Newburyport, Massachusetts, Kenneth Burnside White died on November 11, 1985 in his long ago adopted home of Dallas, Texas. On March 20, 1926, he became the 146th initiate of Gamma Chapter at Boston University. In addition to his membership in Delta Sigma Pi, he was a member of Beta Gamma Sigma, honorary fraternity for business students, and was involved in a multitude of other university activities.

In early 1927, Ken relocated to Dallas where he continued the accounting career that he began in 1923 in Boston. Over the following years, he served in a variety of accounting positions with the firm



Kenneth B. White
13th Grand President
1945-47

that is today, Deloitte, Haskins and Sells; with the State of Texas and, ultimately with a CPA practice that bore his own name.

During his lifetime in Texas, Brother White was actively involved in the establishment of all but a few of the many chapters in that great state. In 1930, he served on the installation teams for the first Texas chapters, Beta Iota at Baylor and Beta Kappa at Texas-

Austin. It was during the installation of Beta Kappa Chapter that he became the 48th Life Member of the fraternity; today, there are over 16,000 members of Delta Sigma Pi with such a distinction. In addition, that event in Austin inspired Ken to become involved in Delta Sigma Pi on a national basis.

Beginning in the early 1930s, Brother White served as Southwestern Provincial Director and, on August 25, 1945, he was elected as our 13th Grand President, a position which he held for two years. This was indeed a special day for Ken as it was also the 17th anniversary of his marriage to Claire and her birthday as well! This was a difficult time to serve as Grand President as Delta Sigma Pi had all but ceased operations due to World War II. A massive effort was needed to reactivate the many chapters which had become inactive during the War years and Ken and his peers were successful in bringing most of these chapters back.

After his service on the Grand Council (Board of Directors), Brother White turned his attention toward the Delta Sigma Pi Educational Foundation. When this charity was formed in 1953, he was elected to its first Board of Directors, a po-



Ken White was named Deltasig of the Year—1980. Here he received his certificate from then Grand President Michael R. Mallonee.



The 35th Grand Chapter Congress, dedicated to Ken, was the last one he attended. Here, with Executive Director Michael J. Mazur, Jr., Ken gave the Invocation at the Grand Chapter Congress Banquet.

sition which he held until his death. His support of the Foundation has been continuous. Over the years since its origination, Ken, in addition to personal contributions, also sponsored the initial Foundation memberships for nearly thirty Brothers.

In 1977, Brother White was elevated to the Order of the Golden Helmet, a special recognition given to those members of Delta Sigma Pi who have been actively involved in the fraternity for fifty or more years. He was named Deltasig of the Year—1980 in recognition of his outstanding accomplishments in the business world.

We will always remember the special relationship which he shared with Claire. They had a partnership that extended into business and into fraternity. They attended their first Grand Chapter Congress in 1933 in Chicago. Over the next fifty years, Ken and Claire attended all conventions except the Twenty-second held in Cincinnati in 1959. They



At the 31st Grand Chapter Congress in Toronto, Ken was escorted by Past Grand Presidents Hal Cannon, John Marko, Bob Busse and Tom Mocella to receive his Order of the Golden Helmet.

attended their last Grand Chapter Congress together in Denver in 1983 as, shortly before the Dallas convention 1985, Claire preceded Ken in death.

Despite failing health, Ken attended every function of the 35th Grand Chapter Congress in Dallas, which was dedicated to him. During this convention, he hosted a party at his home for his many long time friends and he witnessed the presentation of the first Kenneth B. White Award, the collegiate convention attendance trophy now named for him in recognition of his active participation in twenty-four of the thirty-five conventions held since 1914.

Delta Sigma Pi is fortunate to have had the benefit of the leadership and dedication of Kenneth B. White. His sense of Brotherhood and support of the fraternity were unique. He will be missed, but the memory of his lifetime contributions to our fraternity will live forever.

1985 National Chapter Awards



Most Outstanding Chapter Award

NATIONAL WINNER

East Central Region
Theta Kappa Chapter
University of Akron

REGIONAL WINNERS

Eastern Region
Zeta Psi Chapter
S.U.N.Y.-Albany

Mideastern Region
Mu Chapter
Georgetown University

Central Region
Delta Tau Chapter
Indiana State University

South Central Region
Iota Omega Chapter
University of North Carolina-Greensboro

South Atlantic Region
Epsilon Rho Chapter
University of Tampa

Great Lakes Region
Epsilon Omega Chapter
Eastern Illinois University

North Central Region
Alpha Delta Chapter
University of Nebraska-Lincoln

Midwestern Region
Iota Nu Chapter
Northeast Missouri State University

Western Region
Delta Omicron Chapter
San Francisco State University

South Pacific Region
Iota Pi Chapter
San Diego State University

National Alumni Chapter Community Service Award

NATIONAL WINNER

Inermountain Region
Tucson-Old Pueblo Alumni Chapter





Opposite page top: Most Outstanding Chapter, Theta Kappa, at the University of Akron, enjoyed the dancing at the East Central Regional Conference.

This page top: John Beule of Theta Kappa Chapter at the University of Akron, right, turned a scary hospital admission into a fun experience for this little boy during the chapter's visit to Akron Children's Hospital.

Both bottom photos: Working with the Pima County Special Olympics was just one of the rewarding projects in which the Tucson-Old Pueblo Alumni Chapter participated last year.

Outstanding Alumni Chapter Award

NATIONAL WINNER

East Central Region
Cleveland-North Coast Alumni Chapter

REGIONAL WINNERS

Great Lakes Region
Chicago Alumni Chapter

Gulf Western Region
Houston Alumni Chapter

South Pacific Region
Southern California Alumni Chapter



National Community Service Award

NATIONAL WINNER

South Pacific Region
Iota Pi Chapter
San Diego State University

REGIONAL WINNERS

East Central Region
Theta Kappa Chapter
University of Akron

South Atlantic Region
Epsilon Rho Chapter
University of Tampa

North Central Region
Alpha Delta Chapter
University of Nebraska-Lincoln

Midwestern Region
Iota Nu Chapter
Northeast Missouri State University

Most Improved Chapter Award

NATIONAL WINNER

Southwestern Region
Eta Theta Chapter
Angelo State University

REGIONAL WINNERS

Mideastern Region
Beta Xi Chapter
Rider College

East Central Region
Epsilon Tau Chapter
University of Dayton

Southern Region
Alpha Sigma Chapter
University of Alabama

South Pacific Region
Delta Sigma Chapter
Loyola Marymount University

COLLEGIAN OF THE YEAR

Selected as the outstanding members of their chapters, each candidate for Collegian of the Year represents the fraternity's very best. Meet these candidates, our leaders of tomorrow . . .



Karen Kettler Gratza

KAREN KETTLER GRATZA, a graduate of Northeast Missouri State University in Kirksville, Missouri, and an alumnus of Iota Nu Chapter, has been chosen Collegian of the Year for 1985. A native of St. Louis, Karen maintained a 3.9 grade

point average while pursuing a double major in Business Administration and Computer Science. A Life Member, she was initiated into Iota Nu Chapter on April 3, 1982, while a collegiate member of Iota Nu Chapter, Karen was very active.

She served the chapter as President and as Vice President for Professional Activities. In addition, she served on several chapter committees and attended many area, regional and national conferences including the 34th Grand Chapter Congress in Denver, the Midwestern Regional Conference at Tan-Tar-A and the 35th Grand Chapter Congress in Dallas. At all three of those meetings, Iota Nu Chapter was presented with the Travel Trophy, representing the most "man-miles" traveled to the conference.

In addition to work with Iota Nu Chapter, Karen was also active in

souri State University, Karen received the John J. Pershing Scholarship, which is a 4-year, full academic scholarship. She was also named to Who's Who Among American Colleges and Universities.

During her college years at Northeast Missouri State University, Karen served as a summer intern for the McDonnell Douglas Corporation in St. Louis. She was chosen to serve as a legislative intern for the Missouri Legislative Assembly. She also was employed by the Northeast Missouri State University Computer Service and held the position of Credit Interviewer for the Mortgage Credit Bureau in St. Louis.

Following graduation from Northeast Missouri State University in May, 1985, Karen went to work on a full-time basis for McDonnell Douglas in St. Louis where she now resides with her husband, Rick.

As Collegian of the Year, Karen begins a two-year term of service on the Board of Directors and the National Executive Committee of Delta Sigma Pi. She has already attended a meeting of the National Executive committee and Board of Directors and has handled many of the responsibilities that come with being a member of both of those bodies. In every way, Karen Kettler Gratza exemplifies those qualities for which the Collegian of the Year Award was established. Each chapter in the fraternity has the opportunity to nominate a member for this award. From all regional nominees, a regional finalist is selected by a screening committee within the region and, from these finalists, a national winner is chosen by the National Executive Committee and Executive Director. Established in 1971, this award recognizes the outstanding collegiate member of the fraternity as evidenced by scholarship, extra-curricular activities, fraternity service, demonstration of responsibility to self and others and representation of conduct according to the highest standards of business ethics and integrity.

All nominees are all of these things, making the final selection most difficult for the National Executive Committee. As you read about these members on the following pages, you will note that they are fraternity leaders of tomorrow and

represent our very best.

ALAN H. MENTLE, is the Collegian of the Year nominee from the Eastern Region. A May, 1985, graduate of the State University of New York-Albany, Alan maintained a 3.8 grade point average while majoring in Accounting. An April 16, 1983, initiate of Zeta Psi Chapter at SUNY-Albany, he is also a Life Member. While at SUNY-Albany, Alan served Zeta Psi Chapter as President, Senior Vice President, Treasurer and was also Pledge Class Treasurer. He was Chairman of the Eastern Regional conference Com-



Alan H. Mentle



Victoria A. Caruso

other organizations at Northeast Missouri State University. She was a member of the Business Administration Club for three years and served as its President. She was a senior representative of the Pershing Society and was also a member of the Business Faculty Curriculum Committee. She served as a peer counselor at the university's Career Planning and Placement Center and also was a student ambassador for Northeast Missouri State University. For three years she was a member of Alpha Sigma Gamma, the service sorority, and was also a member of the Northeast Missouri State University Marching Showboat Gamblers Band.

While attending Northeast Mis-

mittee which hosted that meeting in Albany in 1984, and he also was in attendance at the 34th Grand Chapter Congress in Denver.

While attending SUNY-Albany, Alan was also active with the Accounting Club and served as Newspaper Liaison for the University Photo Service. He was involved in the Volunteer Income Tax Assistance program (VITA) and was a member of the Dean's Student Advisory Council. He was elected to Beta Gamma Sigma, the honorary business fraternity and was also a member of Signum Laudis, the university honor society.

During his college years, he was employed as a salesman for NEWSDAY, a Long Island newspa-

per and also was a Red Cross Swim Instructor in Nassau County.

Following his graduation in May, 1985, Alan worked for a large public accounting firm in New York City and is a member of the New York Metropolitan Alumni Chapter.

An alumnus of Mu Chapter and Georgetown University, **VICTORIA A. CARUSO**, is the Mideastern Region's nominee for Collegian of the Year. While at Georgetown University, Vickie maintained a 3.9 grade point average while pursuing a double major in Marketing and International Management with Multi-Lingual Competency.

A Life Member, Vickie was initi-



Anna T. Latona

ated into Mu Chapter on November 20, 1982. As a member of Mu Chapter, she was very involved with the Recruiting Committee and later served the chapter as Secretary and President. She also attended the Mideastern Regional Conference in 1984.

In addition to her Delta Sigma Pi activities, she was very active in other organizations at Georgetown. She was a member of the American Marketing Association, the American Advertising Federation, the Georgetown University Marketing Society and she was also elected to Beta Gamma Sigma, the honorary business fraternity. She also served on the Georgetown University School of Business Administration

Business Day Steering Committee and coordinated the advertising phase of the School of Business Administration Annual Business Weekend in November, 1984. In the summer between her junior and senior years, she studied comparative marketing and business policy at Brasenose College in Oxford, England. While at Georgetown, she also served as a eucharistic minister at university masses.

On the Dean's List all semesters she was at Georgetown, Vickie also worked at the Georgetown School of Business Administration to finance her own education. She worked for the Assistant Dean, the Faculty Chairman and the Dean while at Georgetown. She also worked at Continental Bank in Philadelphia, Pennsylvania.

Vickie now works and lives in Philadelphia and serves the fraternity as a District Director. She is also a member of the Philadelphia Alumni Chapter.

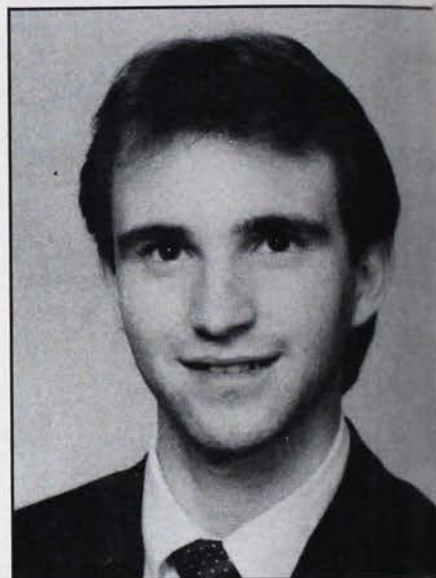
ANNA T. LATONA, a double major in Computer Systems in Business and Management Systems at Ohio University, is the Collegian of the Year finalist from the East Central Region for the second year in a row.

While maintaining a 3.7 grade point average, Anna became very active in Alpha Omicron Chapter following her November 13, 1982, initiation. A Life Member, she was active working on fund raising projects as a pledge and later served the chapter as its Fund Raising Chairman. Anna also served the fraternity as a member of the chapter's Ritual Team, as a Big Brother to two Little Brothers and was also elected as the chapter's Vice President for Pledge Education. While a member of the chapter, she secured several speakers for the chapter although not serving in the position of Vice President for Professional Activities. Her involvement in the fraternity went beyond holding an office, however, with her attendance at several area and regional conferences and at other chapter initiations.

While at Ohio University, she was very involved in other activities. She took part in the College of Business Administration Phone-A-Thon,

was named to the prestigious University Professor's Selection Committee and was involved in dorm government. She was also involved in pre-registration and served as hostess for "Career Day" in the College of Business Administration. She served as Student Program Advisor at the university computer center and was named Honorary Colonel Candidate, which is a ROTC award for academic excellence, service and general likability.

A member of the Honors Tutorial College (HTC), Anna was named to "Chimes", the junior class honor organization and Phi Kappa Phi, the senior class honorary fraternity



James G. McDonald

She was named to the Dean's List every quarter. She was also elected to Mortar Board. In addition, she received several scholarships including the Myron C. Wallace College of Business Administration Endowment; the Akron Association of Ohio University Women's Scholarship; the Sons of Italy Scholarship; the Anonymous Scholarship Endowment and the Manasseh Cutler Freshman Scholarship.

In addition to working as a student programming advisor, she was an audit clerk and specification clerk for the Goodyear Tire and Rubber Company in Akron, Ohio.

JAMES G. MC DONALD, the nominee from the Central Region

was initiated as a charter member of the Kappa Omega Chapter at Purdue University on February 25, 1984. John, a marketing major is the Krannert School of Management, has maintained a 4.9 grade point average on a 6.0 scale.

A Life Member of the fraternity, John was a member of the Alpha Beta Pi Colony and has also served the Kappa Omega Chapter as Vice President for Professional Activities, Senior Vice President and President. In addition, he has served the chapter as Senior Guide and was named the Most Outstanding Pledge of the chapter.

While at Purdue University, he has also been involved in other ac-



Donna J. Wallen

activities. He helped form the School of Management President's Council and has also been a member of the School of Management Council. He is a member of the off-campus student association and has served on the Krannert School of Management Phone-A-Thon Committee. Very much involved in Junior Achievement, John has attended NAJAC, the National Junior Achievers Conference, six times in the capacity as Delegate, Staff Counselor and Staff Supervisor.

While attending Purdue, John has worked as a Junior Achievement Center Manager in West Lafayette and was employed as a Bookkeeper for D & R Market.

Following his graduation from

Purdue, he plans to pursue a career in marketing, eventually getting an M.S. degree in Labor Relations or Corporate Law.

DONNA J. WALLEN, is the Collegian of the Year nominee from the South Central Region. A marketing major at the University of Tennessee, Donna maintained a 3.9 grade point average.

An October 5, 1983, initiate of Alpha Zeta Chapter, Donna served the chapter as its President and Editor of the Chapter Newsletter. She was also very much responsible and involved with the establishment of the relationship which Alpha Zeta Chapter has with the local Knoxville Junior Achievement.

While at the University of Tennessee, she was active in other student organizations including the Student Government Association Census and Research Committee and the Undergraduate Policies Committee. She also served as Vice President on the Business Student's Advisory Council to the Dean and was involved in organizing the College of Business Honors Banquet. In addition, she was a member of the American Marketing Association, was a tutor in the College of Business Administration and was a fourth year Junior Achievement Advisor. She also was active with the First Baptist Church of Knoxville.

She was a member of Executive Undergraduates, which represents the top five per cent of students in the business college. She was also elected to the honorary fraternities, Phi Eta Sigma, Gamma Beta Phi and Beta Gamma Sigma. While at the University of Tennessee, she received the Proctor and Gamble Enrichment Scholarship, the Outstanding Sophomore Marketing Student Scholarship and the Andy Holt Alumni Association Academic Scholarship.

While financing 100 per cent her education, Donna was employed by the University of Tennessee Computing Center and as a marketing assistant for Hewlett-Packard.

SOHAIL KHWAJA, an April 16, 1983, initiate of Beta Gamma Chapter at the University of South Carolina, is the Collegian of the Year

candidate from the Southeastern Region. While majoring in accounting, Sohail has maintained a 3.3 grade point average. A Life Member, he was Chairman of the Professional Projects Committee as a pledge and has also served the chapter as Athletic Director, Fund Raising Committee Chairman, Academic Committee Chairman and Historian. He also served the chapter as Junior Guide and has worked on the chapter newsletter. He has coordinated tours of the College of Business Administration and was named the Outstanding Non-Officer Brother in the chapter. In addition, he also attended the Southeastern



Sohail Khwaja

Regional conference in Atlanta and the region's annual "Spring Fling".

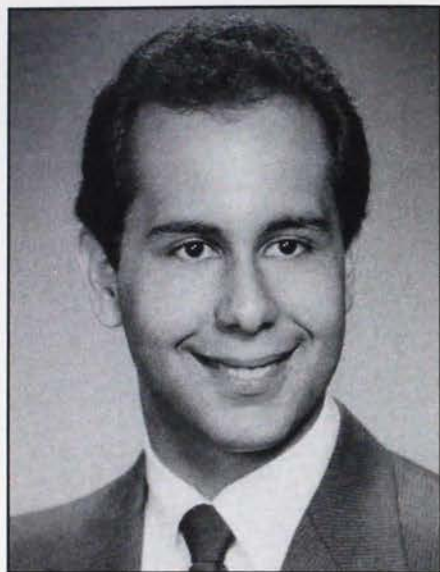
While at the University of South Carolina, he has served as Student Senator and has been President of Civitans. He has served as a staff photographer for both, "The Gamecock" campus newspaper and "The Garnet & Black" yearbook. He is a member of the U.S.C. Karate-Do Club and is a member of the Muslim Student's Association. Sohail has also been named to the Dean's List and the National Dean's List.

While attending the university, he has been employed as an independent representative with the Southwestern Publishing Company, has worked as a student night security guard and also as an administrative

intern in the Office of the President of the university. He has also worked as a lifeguard at the university's pool.

Expecting to obtain his Bachelor's Degree in May, 1986, his future plans include obtaining a Master's Degree in International Business at the University of South Carolina and securing an executive accounting management position.

An April 2, 1983, initiate of Epsilon Rho Chapter at the University of Tampa, **MARCELO SEMPE** is the South Atlantic Region's nominee as Collegian of the Year. As ac-



Marcelo Sempe

counting major maintaining a 3.4 grade point average, Marcelo has served Epsilon Rho Chapter as Pledge Class President, Treasurer, Fund Raising Chairman and Senior Vice President.

While at the University of Tampa, he has been a member of other organization including the Accounting Club and the Computer Club. He has also been a member of the Data Processing Management Association and has been very involved in working with the Volunteers in Tax Assistance program (VITA). He has also served as a Junior Achievement Advisor.

He has been named to the Phi Eta Sigma freshman honor society and

is also listed in Who's Who Among American Colleges and Universities. While at the University of Tampa he has also received the NCNB National Bank Scholarship.

While attending school, he has financed over half of his education, with employment in the Tax Department at Pender, McNulty and Newkirk, a CPA firm, and also in the Financial Management Department at the University of Tampa. He has also worked at Blain and Cone, Public Accountants, and with the Causeway Inn and Cargil, Inc. Future plans include working with a public accounting firm.

PATRICIA BETH EVANS, was initiated into Gamma Tau Chapter at the University of Southern Mississippi on November 13, 1982, and is the Collegian of the Year candidate from the Southern Region. An accounting major, Beth maintained a 3.9 grade point average at the university.

A Life Member of the fraternity, Beth was named Most Outstanding Pledge and went on to serve Gamma Tau Chapter in several capacities including the offices of Historian, Vice President of Finance, Vice President for Pledge Education and President.

Part of Beth's college career was spent at Southwest Mississippi Junior College. While enrolled there she was elected Vice President of the freshman class. After transferring to the University of Southern Mississippi she continued her active role in other organizations on that campus. She was Secretary of Beta Alpha Psi honorary accounting fraternity and was Vice President of Omicron Delta Kappa honorary fraternity. She is also a member of Sigma Psi Alpha accounting fraternity and is a member of the following honorary fraternities: Beta Gamma Sigma, Gamma Beta Phi and Phi Theta Kappa.

While at the University of Southern Mississippi, she was on the Dean's List and the President's List. She also received the Frederick Kenamond Accounting Scholarship, the First Guaranty Savings and Loan Scholarship, the Phi Theta Kappa Scholarship and the American College Test Scholarship.

Beth also worked during her four

years of college, having been employed by Joseph W. Donnell, a public accountant, and was Bookkeeper for J. T. Covington & Son, Inc.

Following her graduation from the University of Southern Mississippi in May, 1985, she accepted a position as a staff accountant with Deloitte-Haskins & Sells in New Orleans.

An accounting major and currently a graduate student at Louisiana Tech University, **LISA D. RICH** is the Collegian of the Year nominee from the Gulf South Region. Initiat-



Patricia Beth Evans

ed into Beta Psi Chapter on May 2, 1981, Lisa is a Life Member who has continued her involvement as a graduate student with Beta Psi Chapter following her graduation Cum Laude from Louisiana Tech University in August, 1984. As a member of Beta Psi Chapter, Lisa has been very involved and has held several offices. She has served the chapter as Treasurer, CEI Chairman (two terms), Vice President for Pledge Education (two terms), and as Senior Vice President (two terms). She has also served as Chairman of the Community Service Committee. As a member of the chapter she received the Deltasig of the Month Award and the Out-

standing Officer Award. An associate member of the Delta Sigma Pi Educational Foundation, she has been very active on a regional and national level. She has attended the past two Gulf South Regional Conferences and was in attendance at the 34th Grand Chapter Congress in Denver and the 35th Grand Chapter Congress in Dallas.

Even though Lisa has been busy with her involvement in Delta Sigma Pi, she has found time to participate in other organizations while at Louisiana Tech. She has held several offices as a five-year member of the Business Student's Association



Lisa D. Rich

and is also a member of the Accounting Club, the Society for the Advancement of Management and Beta Alpha Psi accounting fraternity. She is a member of Omicron Delta Kappa, Gamma Beta Phi, Sigma Tau Delta and the English honorary society and Theta Tau, the journalism fraternity. She has also served as News Editor and Reporter for "Tech Talk", the campus newspaper.

While at the university she received the Delta Sigma Pi Educational Foundation Scholarship, the Louisiana Tech Outstanding Student Scholarship, the T. H. Harris Scholarship, the Masonic Foundation Scholarship, in addition to the

F. Jay Taylor Freshman Award Finalist and the Outstanding Freshman Award.

While enrolled, Lisa has been employed by the Louisiana Tech Housing Office and has been a dormitory graduate resident.

Following the attainment of her Master of Business Administration Degree in February, 1986, Lisa plans to combine her management and accounting skills to secure a consultant position.

JOHN F. DAHLER, is the Great Lakes Regional nominee for Collegian of the Year. An accounting major at the University of Wisconsin-La Crosse, maintaining a 3.6 grade point average, John was initiated into Eta Rho Chapter on November 4, 1983. A Life Member, John has served Eta Rho Chapter as Fund Raising Chairman, Treasurer and Senior Vice President. He also attended the Great Lakes Regional Conference.

Active in other organizations on campus, he has served as President of Beta Gamma Sigma, honorary business fraternity. He has also served as secretary of the Association of Accountancy Students on campus and has authored an article about business students for a local magazine.

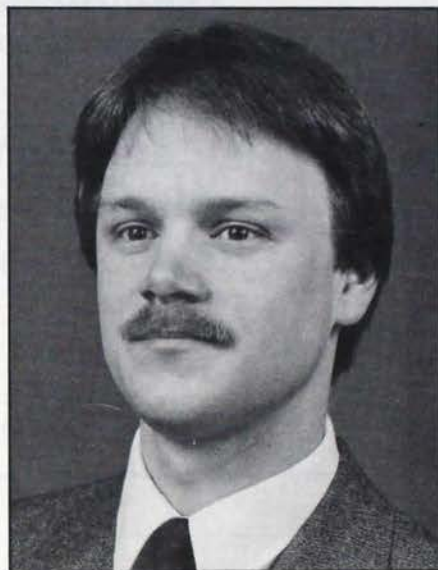
John has received the Hawkins, Ash, Baptie & Company Academic Excellence and Leadership Potential Scholarship and was also the recipient of the Delta Sigma Pi Peter Secky Achievement Scholarship and the National Association of Accountants Scholarship for Accounting Excellence. He has also been named to the Dean's List and the National Dean's List.

While attending the University of Wisconsin-La Crosse he has worked in the accounting tutor lab and has worked in retail sales for Thom McAnn, American TV and Meuer Photoart.

Following his graduation from the University of Wisconsin-La Crosse, he will begin a career in public accounting working for Peat, Marwick, Mitchell & Company in Minneapolis, Minnesota.

REBECCA J. BUTLER, a January 17, 1982 initiate of Alpha Iota Chapter at Drake University, is the

Collegian of the Year candidate from the North Central Region. While majoring in both marketing and management, Becky maintained a perfect 4.0 grade point average. A Life Member, she was named the Most Valuable Pledge in her chapter and also served on the Pledge Relations Committee and the Faculty/Alumni Relations Committee. She also was the Chairman of the Fund Raising committee and held the offices of CEI Chairman and President. In addition to her activity within her own chapter, she attended the North Central Regional Conference in Omaha.



John F. Dahler

Outside of Delta Sigma Pi, Becky served as Vice President for the Drake University Student Body. She was a University Senator, a Student Ambassador and was President of Crawford Residence Hall. She also served as Student Activities Board Chairman. She was Director of the Bulldog Tales musical production and served on the Dean's Advisory Board.

A member of Kappa Alpha Theta, Becky was also a member of Sigma Iota Epsilon, the management fraternity, the American Marketing Association and the Marketing

(See COLLEGIAN on page 18)

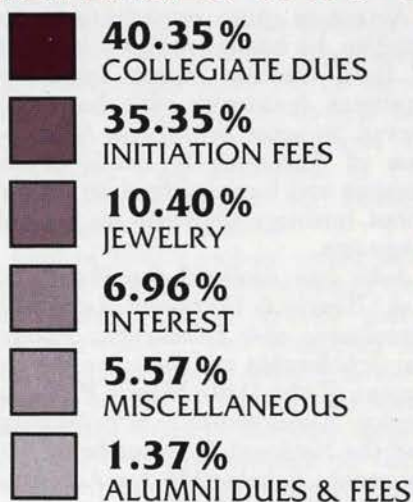
RETROSPECTIVE

'84 - '85

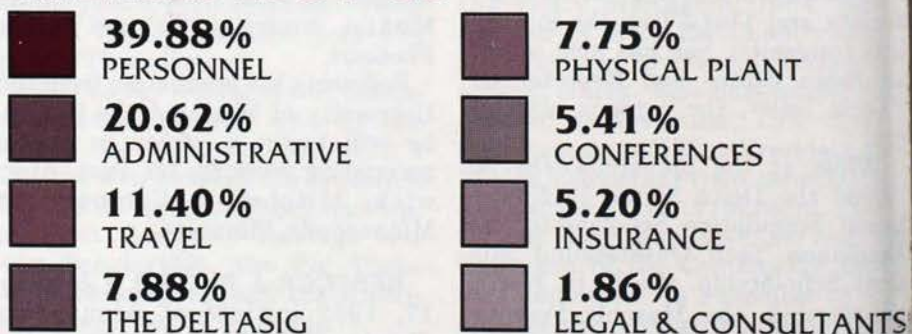
Initiated 4,195 new members including 109 new Faculty Members and 18 new Honorary Members.

Maintained operations at 164 collegiate chapters and 56 alumni chapters.

REVENUES 1984-85



EXPENSES 1984-85



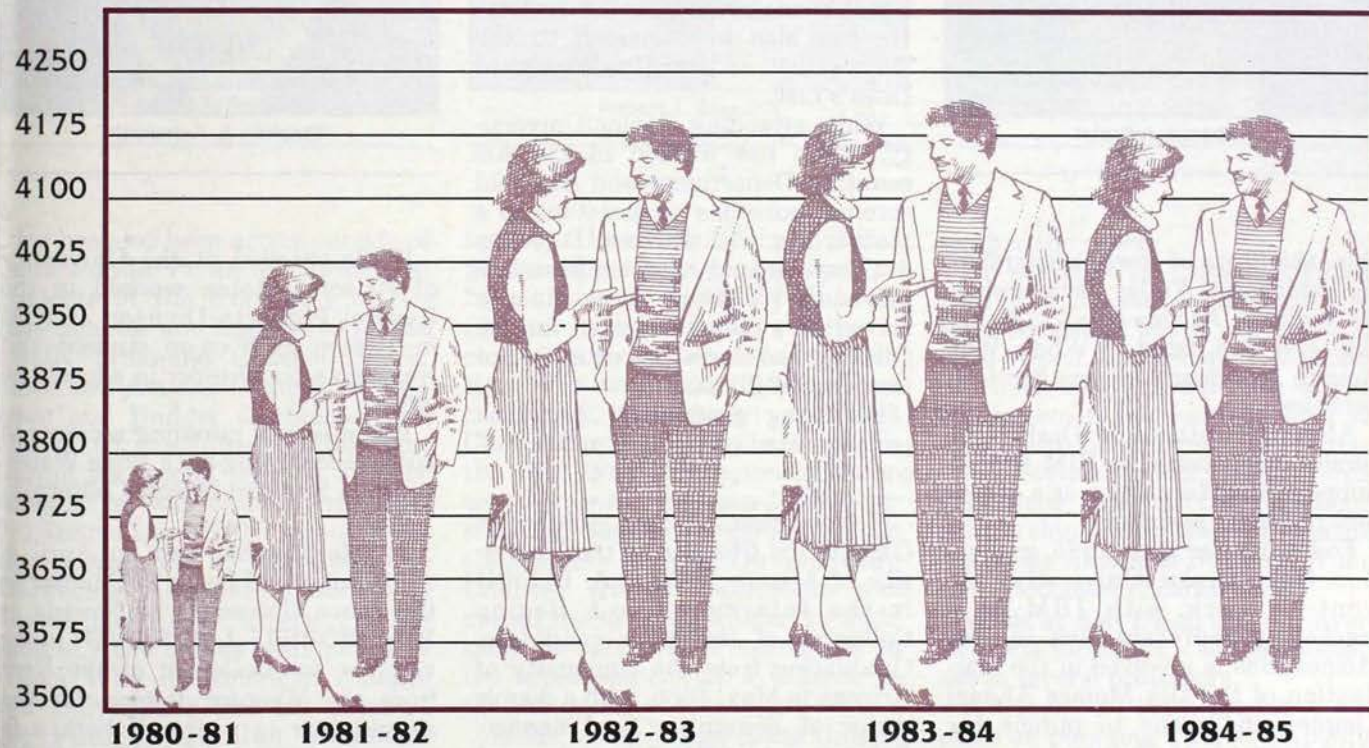
Recognized 27 collegiate chapters that earned Honor Roll status in the Chapter Efficiency Index.

Recognized 34 other collegiate chapters that earned Honorable Mention status in the Chapter Efficiency Index.

Provided consultation support from The Central Office to 110 collegiate chapters representing visits with 67% of the active chapters.

Witnessed the number of Life Members surpass the 16,000 level and the circulation of THE DELTASIG magazine increase to over 26,000 per issue.

FIVE YEAR MEMBERSHIP GROWTH



Club. She was a member of the following honorary fraternities and societies: Beta Gamma Sigma, Omicron Delta Kappa, Phi Kappa Phi, Phi Eta Sigma, Alpha Lambda Delta, Mortar Board and the National Residence Hall Honorary Society.

While attending Drake University, Becky was on the President's List every semester. She received the Drake Alumni Scholarship, the National Merit Scholarship, the Proctor and Gamble Marketing Scholarship, the Masonic Scholar-



Rebecca J. Butler

ship, the State of Iowa Scholarship, the Margaret Fuller Scholarship, the Order of Athena Greek Scholarship and was listed in Who's Who Among American Colleges and Universities.

Also while attending Drake University, she worked as IBM Branch Support Assistant and was a dormitory residence assistant.

Following her May, 1985, graduation from Drake University, she went to work with IBM as a marketing representative in Des Moines. She is involved in the reactivation of the Des Moines Alumni Chapter and plans to pursue her MBA degree in the future.

An Accounting and finance major with a 3.9 grade point average at Baylor University, **STEPHEN A. ASHWORTH** is the Collegian of the Year nominee from the Southwestern Region. Initiated into Beta Iota Chapter on November 20, 1983, Steve served the chapter in many capacities including Chapter Chaplain and on the Pledge Education and Community Service Committees.

A native of Carbondale, Illinois, Steve has also been active in several organizations outside of Delta Sigma Pi. He has served as President and Vice President of the Baylor Accounting Society and is Treasurer of the Baylor College Republicans. He has served as Junior Councilman on Baylor Student Government and is a member of the Baptist Student Union. In addition, he has served on the University Council Libraries Committee and helped with Freshmen Fall Orientation and Transfer Student Orientation. He has been active in intramural basketball and football and in 1984 served as a page for the Republican National Convention in Dallas.

He is also a member of Beta Alpha Psi honorary accounting fraternity, Alpha Chi, national honorary society and Gamma Beta Phi, national honorary and service society. He has also been named to the Dean's List and the Distinguished Dean's List.

While attending Baylor University, Steve has worked in the Accounting Department and has held summer positions as assistant to a stockbroker with Edward D. Jones & Company and has also been employed by Wal-Mart stores. He also served as a summer Intern for the Office of the Secretary of State for the State of Illinois.

Following graduation, he plans to pursue a career in public accounting.

A November 10, 1983, initiate of Gamma Psi Chapter at the University of Arizona, **ROBIN A. BLEICH** is the Intermountain's Region Collegian of the Year candidate. Graduating from the University of Arizona in May, 1985, with a double major of accounting and finance, Robin maintained a 3.7 grade point

average. While a member of Gamma Phi Chapter, she served in many capacities in the chapter including the positions of Senior Vice President, Secretary, Assistant Pledge Educator and Big Brother. She also served as an advisor to Junior Achievement while a member of the chapter and received the chapter's Most Outstanding Member Award.

In addition to her Deltasig activities, Robin was a member of the honors program and was also elected to membership in Beta Alpha Psi, the honorary accounting fraternity and Phi Eta Sigma, the academic honorary fraternity.



Stephen A. Ashworth

While enrolled at the University of Arizona, Robin worked in the General Products Division of IBM in Tucson as a co-op student and was also a bookkeeper in a local law office.

Robin is now pursuing a career in public accounting with Price Waterhouse in Newport Beach, California.

A Life Member and an April 4, 1981, initiate of Delta Pi Chapter at the above University of Nevada at Reno, **ROBERT J. BARSANTI** is the nominee for Collegian of the Year from the Western Region for the second year in a row. Robert, a finance major maintaining a 3.1

grade point average, has been active with Delta Pi Chapter since his initiation, serving as Senior Vice President of his Pledge Class, Vice President of Financial Planning, Senior Vice President and President. He has also served as Big Brother, Senior Warden, Junior Warden, Junior Guide and is Community Service Committee Chairman. He has co-chaired the Western Regional Conference Picnic Committee, attended the Western Regional Conference and twice received the Dr. Kathryn Duffy Outstanding Active Member Award.

Memorial Scholarship, the Fleischmann Freshman Scholarship and has been named to the Dean's List.

He has been employed by the marketing and advertising agency of Dunn, Draper, Gustin & Curtis. He has also been employed by Smith's Clothing Store and part-time by the Farmer's Insurance Group.

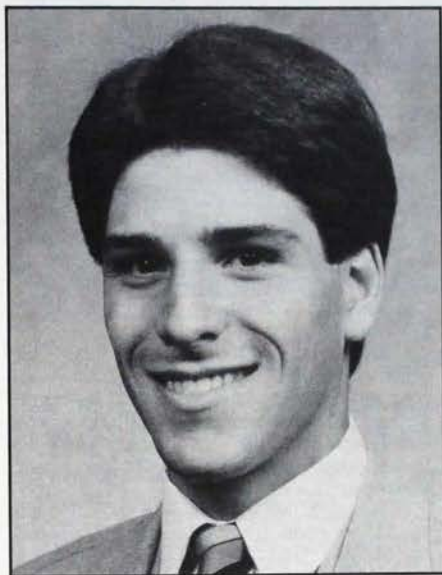
KARI L. GUTHRIE is the Collegian of the Year nominee from the South Pacific Region. An accounting major at San Diego State Uni-

tor and Personnel Representative of the College of Business Internship Bureau, managing a \$100,000 plus budget and a 10 member staff. She also served on the San Diego State Business Advisory Committee and was Sales Director for the Association Students Employment Center.

Active in co-ed and women's intramural softball, Kari was also the feature twirler for the San Diego State University Marching Aztecs who have performed before large crowds in the United States and Japan. She is also a United States Twirling Association registered



Robin A. Bleich



Robert J. Barsanti



Kari L. Guthrie

He has also been active outside of Delta Sigma Pi as an Associated Students of the University of Nevada Senator and has served on the ASUN Financial Control Board, Rules and Actions Committee, Program and Budget Committee and Legislative affairs Committee. During his second term as Student Senator, he was elected President-Pro Tem of the ASUN Senate. He is also a member of the American Marketing Association and Blue Key. While at the University of Nevada at Reno he has been named to Who's Who in American colleges and Universities and has received the Paul J. Quinlan Memorial Scholarship, the Murdock McLeod

University, Kari maintained a 3.8 grade point average. Initiated on November 13, 1981, by Iota Pi Chapter, she was very active in chapter activities. A Life Member, Kari also served as Pledge Class Secretary, Secretary, and CEI Chairman. She was Chairman for the 1982 Western Regional Conference and was Chairman of the Outstanding Chapter Award Portfolio Committee whose Outstanding Chapter Award application was named the national winner. In addition, she served as a coordinator in the establishment of a chapter at the University of San Diego.

While at San Diego State University, she served as Executive Direc-

teacher and coach.

In addition to these activities, Kari was on the Dean's List for eight semesters and is a member of Beta Alpha Psi honorary accounting fraternity and Phi Eta Sigma the freshman honorary society. In addition to being named to the San Diego State University Honors Program, she received the Freshman Scholarship Award and was a recipient of the American Business Women's Association Scholarship.

While at San Diego State University, she served as a student assistant to several professors.

A December, 1985, graduate, she plans on pursuing a career in public accounting.

the chapters speak

NORTHERN PROVINCE

EASTERN REGION

SUNY-Buffalo

ALPHA KAPPA—Brothers of the Alpha Kappa Chapter that attended the past Grand Chapter Congress in Dallas made many friendships. A special thanks goes to Dallas District Director Alan Wilson.

The professional program got off to a good start when the May Company held a special closed presentation and reception in September for the Brothers.

Some of the social activities of the Brothers this past fall included a progressive dinner party, a Halloween party and a weekend in Toronto.

Some community services included collecting for the food bank downtown and participating in a blood drive.

The Alpha Kappa Chapter also initiated two faculty, Geraldine Kogler and Philip Perry.

—Allison Moulton

Rutgers

BETA RHO—The Brothers of Beta Rho Chapter at Rutgers University presented the first annual William (Bill) Myers Award to Brother Elsie L. Meertens. Brother Meertens is a 1984 Business Management graduate of University College, Newark, New Jersey.

The William Myers Award is named for Bill Myers, a graduate of Rutgers, Class of 1958. He was initiated into Beta Rho Chapter in June 1953.

The William Myers Award is given to a collegiate or alumni member of Beta Rho Chapter whom the Brothers feel most typifies what being a member of Delta Sigma Pi is all about, such as giving of your time, energy, devotion and help; all above and beyond the call of duty.

—Wilma McGill

SUNY-Albany

ZETA PSI—The semester was off to a great start at Zeta Psi Chapter with a professional tour to The Baker Dairy Farm in upstate New York. Opportunity knocked on the doors of over 1000 students when Zeta Psi Chapter acted as matchmaker by helping to pair students with prospective employers at the 11th Annual Career Day. Over 30 different companies were involved including AT&T, NBC, all of "The Big Eight" accounting firms, IBM and Jordon Marsh.

A Bloodmobile was set up by the Community Service Committee. Brothers were involved in soliciting pledges, actual donations, and on-site care. Another successful community service event was a community supper at a women's senior citizen home in Albany. We had such a good time together, they invited us back for the spring semester too!

We were proud to announce the initiation of 11 new collegiate Brothers and Zeta Psi Chapter's third Honorary Brother, University Vice President Dr. Judith A. Ramaley. A formal dinner-dance was held after the initiation on November 23 where our past District Director, Lew Tischler, was the guest of honor.

Connecticut

THETA IOTA—Despite some stringent university rules on parties, Theta Iota Chapter at the University of Connecticut had quite a good time last semester. Social Chairperson Patrick Cormier had a tough time competing with last year's Theta Iota Chapter's 15th Birthday Party, but he did a great job.

Community Service Chairperson Al Nickerson lined up a semester of events. Aside from sponsoring Adopt-A-Child, he organized a Halloween party at Windham Memorial Hospital and a day was set aside for the chapter to perform tasks for Senior Citizens.

As always, our professional committee is topped by none. Under the noble leadership of Thomas Griesing, we have sponsored professional events ranging from various speakers from large corporations to noted economist Alfred Kahn. Despite all the fun, Theta Iota Chapter has kept in mind that Delta Sigma Pi does mean business.

—Michael A. Hanrahan

SUNY-Binghamton

KAPPA LAMBDA—Kappa Lambda Chapter is as excited about this semester's activities as it was with last semester's. Last November we sponsored a "Greek Night" at a local nightclub, as well as an on-campus "Spring Break-in-November" party. Our participation in the "Build A Barrier-Free Broome County", saw Brothers visiting local merchants to check for accessibility by the handicapped. In addition, the Brothers were honored to have the Mayor of Binghamton speak for us in September. Lambda Chapter is also proud to announce its fifth anniversary celebration on March 1st, which promises to be a spectacular event. Any Brothers interested in attending are encouraged to get in touch with us as soon as possible.

—Tracey Garlinge

Long Island

The Long Island Alumni Chapter did not wait very long to get its 1985-86 year underway. Ten of our members headed down to Dallas for the Grand Chapter Congress in August. The experience did much to promote the feeling of Brotherhood in our group and among the region and the fraternity as a whole. In September, we held our annual beach party at Breezy Point. Steak, sunshine and surf were the order of the day. October came and we all piled into our cars to head for Stamford, Connecticut, for the Eastern Regional Conference. Special guests included Grand President John Henik and Past Grand President Dick Parntzke. The Saturday night activity was Hawaiian Night, grass skirts and all!

—Jeff Rosenthal

New York—The Big Apple

Things started out fast from the gate in New York. The New York Jets hosted the Buffalo Bills and we hosted the first pregame tailgate party of the year before the game. It was a successful debut for both of us. October came and so did the Area Conference in Stamford, Connecticut. The Hawaiian Night party was a great success, although some of the guys wearing grass skirts left a little to be desired. The feeling of Brotherhood really came through at the conference more than enough to sustain us through this coming year.

A great big thank you to Director of Chapter Services Dean Ferguson who came through New York on his swing out east. Come again real soon.

Upcoming events include a ski trip and a trip to the big A.C. (Atlantic City).

—Roger Leider

MIDEASTERN REGION

Temple

OMEGA—Omega Chapter is set for a fantastic 1986 here at Temple University. Planning by the executive committee over the holidays has set the framework for an enjoyable, productive and informative 1986.

Our plans include a trip to New York City for a tour of NBC Studios and the New York Stock Exchange. Our recruiting garnered 12 pledges that all appear to be good additions to the strong Omega Chapter tradition. Last semester, Omega Chapter's second, twice annual "Beef & Beer" party, which was held on October 19, was once again a big money maker and a good time for all who attended.

the chapters speak

Both the professional and social calendars are full and another year of growth is in the offing for the rechartered Omega Chapter.

Penn State

ALPHA GAMMA—Due to our successful, new recruiting plan, fueled by ideas generated at the Grand Chapter Congress in Dallas, the Alpha Gamma Chapter pledged 22 pledges in September. Professionally, we had a very active semester, highlighted by speakers from Marriott, Mellon Bank, Macy's and the Deputy Attorney General. The chapter also held a seminar on career development for business students.

Community service activities included a blood drive with the American Red Cross and a project with another fraternity to benefit the Pennsylvania Special Olympics.

On the social side, Brothers, pledges, and alumni from Philadelphia and Washington got together and tailgated before the Penn State/Alabama football game. In addition, the Brothers and pledges enjoyed a super Founders' Day hayride.

Initiation of one of the biggest and most impressive pledge classes marked the end of a very successful semester for the Alpha Gamma Chapter.

—Marybeth A. Ryan

Maryland

GAMMA SIGMA—Gamma Sigma Chapter at the University of Maryland initiated a highly successful recruiting program last semester. We extended 35 bids and ultimately accepted 27 pledges. We attribute our success last semester to the great number of classroom presentations given, the summer mailing and the open house presentation.

Eighteen classroom presentations were given last semester as opposed to six during previous semesters. We feel strongly that this reaching out to the student body enhanced our recruiting success. In addition, we partook in a summer mailing to pre-business students. This was something new for our chapter and it proved highly beneficial.

The open house presentation was the key event in our recruiting program. Speakers such as Northern Provincial Vice President Tom Sheely, Faculty Advisor of the Year Dr. Joseph Mattingly and others, informed our prospective pledges of the rewards of Brotherhood in Delta Sigma Pi.

—Robert W. Reilley

Shepherdstown

This past fall has been an active one for us again with some of our traditional activi-



Brothers, pledges and alumni from Philadelphia and Washington got together before the Penn State-Alabama football game for a "Tailgate Party" to celebrate what has become an undefeated season for the Nittany Lions.

ties such as the family picnic, Shepherd College's Homecoming and football game "get-togethers".

We are looking forward to the 25th Anniversary Celebration of Epsilon Kappa Chapter in February of this year. This celebration promises to bring back some Brothers who haven't been seen for many years. For more information on the 25th Anniversary Celebration, contact Bob Grim, 8256 Vosges Road, Baltimore, Maryland 21207. Home (301) 655-8926; Office (301) 494-5002.

—Thomas G. Heitfield

EAST CENTRAL REGION

Cincinnati

ALPHA THETA—The beginning of the school year brought in a fine pledge class and a busy schedule for the Alpha Theta Chapter. The wine and cheese party opened up the quarter with a surprise visit from Assistant Dean Parrish of the University of Cincinnati's business college. The hit of the quarter was our Founders' Day/Halloween party. To help educate the pledges, we took them to the Dayton Area Conference and on a tour of The Central Office.

For our community service projects, we were instrumental in the recruitment of blood donors for the UC Thanksgiving Blood Drive. We also helped Christmas Seals with their Christmas tree fund raiser.

Many speakers appeared on our professional program including Executive Vice President of The First National Bank, John Bullock. Once again, the year continues to look like another great one for the Alpha Theta Chapter.

—Brian Tooley

Ohio

ALPHA OMICRON—Last year during the winter Rose Formal, Brothers and their dates danced the night away in Parkersburg, West Virginia. We also traveled to Toronto, Canada, to tour Campbell's Soup Company, Associated Biscuits and Molson Brewery.

This academic year began with Alpha Omicron Chapter hosting experts in the fields of time management, interviewing and business. We invited over 300 alumni to our annual tailgate and cookout for Homecoming. The ghosts of Halloween spirited the chapter into spending an afternoon celebrating Halloween with the children of Little Rascals Day Care Center. We ended the month of October with a masquerade party. The chapter closed fall quarter with the initiation of 19 new Brothers.

—Cynthia Gregory

Miami

ALPHA UPSILON—Alpha Upsilon Chapter benefitted greatly from the suggestions brought back from the Grand

the chapters speak

Chapter Congress by Brothers Tricia Keane and Kathie Parnitzke. We also benefitted from our attendance at the Area Conference in Dayton last October.

Our recruiting effort extended over eight days last September and included various events such as two "Meet the Chapter Nights", a speech on Motivation by Patty Holmes and, of course, our theme party at The Central Office. Fourteen new members were initiated on November 22 at picturesque Kumler Chapel on Western Campus.

All who participated in the Alumni Picnic for Homecoming weekend, including our 79 members and about 25 recent alumni, were excited to see old friends and enthusiastic to meet new ones.

For our annual three-day weekend trip, 41 members took a bus to Washington, D.C. There we toured the Federal Reserve Building and the Federal Bureau of Investigation group. In our free time, we were able to explore the splendid city of Washington.

We are looking forward to an even better 1986 under the direction of our new officers.

—Jennifer E. Voss

Kent State

BETA PI—The Beta Pi Chapter had a busy and productive semester, emphasizing Brotherhood, this past fall. The year began with Brother Robert Trumble, Dean of the College of Business, speaking on the changes occurring here at the business school. A tour of The Central Office kicked off the professional program. Speakers from all



The Brothers of Beta Pi Chapter celebrated after receiving the trophies recognizing their winning float in the Kent State Homecoming Parade.

facets of business and tours of Goodyear Tire and Rubber Company and Davey Tree Expert Company have made for a well rounded professional program.

The Homecoming Parade highlighted the semester with a First Place Trophy in the overall float competition from our first-ever entry. Brotherhood was high during social activities, including a clambake with the Theta Kappa Chapter of the University of Akron. Spirits were high when 29 Brothers attended the Area Conference held in Day-

ton. Thirteen new Brothers were initiated last fall who, along with current Brothers and active alumni, will continue the tradition of "Flying High With Beta Pi."

—Charley Stewart

West Liberty State

DELTA OMEGA—Delta Omega Chapter at West Liberty State College would like to congratulate its newest honorary member, President Clyde D. Campbell, the 27th president of the college. President Campbell has always been very supportive and encouraging to our chapter. We would also like to congratulate our 13 new members initiated with him in November.

The chapter was very proud to have had the Dean's Trophy retired to them in the Honor's Convocation last May. This trophy was presented to the campus organization which has done the most for the campus and the community, as well as the members themselves. Delta Omega Chapter has been the recipient for the last four years.

The Brothers would like to congratulate their new East Central Regional Director and District Director this year, Sam Shaheen and Montie Hicks. This year has been filled with good times and many more to come.

—Holly L. Woods

Dayton

EPSILON TAU—Coming off a strong year in which we achieved 100,000 points for the first time in five years, the chapter has shown much enthusiasm. Our two representatives to the Grand Chapter Congress brought back many new ideas and interesting insights.



Beta Pi Chapter entered the winning float with the theme: Offices of the Past and Present, at last fall semester's Kent State Homecoming Parade.

the chapters speak

This past semester we initiated 18 eager new Brothers who will help us again achieve our goals. The East Central Region's Area Conference was hosted by our chapter and proved to be a great promoter of Brotherhood, especially the graffiti party, which will long be talked about. This semester we sponsored several speakers, took a tour of Anheuser-Busch's Brewing Plant in Columbus, Ohio, and participated in several university-sponsored activities. We are continuing our quest for 100,000 points and know with all our Brothers working together, it will be done! Good luck to all chapters!

—Pete Szendrey

Akron

THETA KAPPA—Theta Kappa Chapter at the University of Akron is concentrating its efforts on a strong professional program headed by Vice President for Professional Activities Kelley Shelton. Several tours scheduled included Cleveland Hopkins Airport, General Motors and a professional trip to Chicago. Mayor Tom Sawyer was also a guest speaker.

An added enthusiasm is the formation of a group of high school students planning to enter the business field. We are promoting and encouraging their efforts by allowing them to attend our various professional activities.

Some community service activities have included fingerprinting children for Child-Find, sponsoring blood drives and decorating a company-sponsored Christmas tree, auctioned among others, with proceeds going to charity.

Through the above programs and interaction with alumni and surrounding chapters, a positive influence has been provided for our new Brothers.

—Sue Ellen Ensinger

Bowling Green State

THETA PI—Theta Pi Chapter is working to make this an outstanding year. One of our goals is to attain 100,000 CEI points again. To help reach that goal we have been busy with many activities and speakers. Among others, Brother Ann Jackson, an alumnus of Theta Pi Chapter, spoke to us about, "Owning Your Own Business." In the spring, we have planned a trip to Chicago to tour several businesses, including the Sear's Tower and the Exchange Board.

We were proud to have President George Vlahos and Brother Cindi Reigle attend the Grand Chapter Congress in Dallas last August.

In November, we initiated 23 new pledges. During their pledge program they organized fund raisers, service projects and a "signature" party.

Theta Pi Chapter is striving for an outstanding year by learning a lot, having fun and being together. We wish all Deltasigs the best of luck in doing the same.

—Virginia Lange

Duquesne

THETA RHO—Theta Rho Chapter held its 15th Anniversary Banquet on September 21st. An all-out fund raising blitz helped us raise over \$3,000. Fund raisers consisting of strip ticket sales, candy sales, car washes, our booth in Duquesne University's carnival, flea markets, a summer carnival, and a \$5,000 investment in a C.D. helped make our goal a reality.

A summer of hard work, dedication and a strong feeling of Brotherhood culminated with the arrival of newly elected Grand President John V. Henik, who made Theta Rho Chapter's Anniversary Banquet an overwhelming success and a night to remember.

Robert Morris

IOTA TAU—Plans for the year include preparations for the fourth annual FRENDSY Banquet that will be held in April, as well as another successful program with Junior Achievement. The chapter also looks forward to the Muscular Dystrophy Dance Marathon which will be held in the spring.

The highlights of the past semester consisted of the Founders' Day Luncheon in which all Brothers, Faculty Brothers and Advisors attended. We also initiated some great pledges who got involved early in the semester and have become assets to our chapter. The Vice President for Professional Activities put together some outstanding speakers and tours. In October we had Carolyn McClair from KDKA come speak to us on "Public Relations in Communications." We also had a chance to tour Three Rivers Stadium.

Last semester we also had a Halloween party which was attended by Theta Rho Chapter from Duquesne University and Lambda Chapter from the University of Pittsburgh.

At Robert Morris we are "IT."

—Shelly Schwartz

Cleveland-North Coast

The Cleveland-North Coast Alumni Chapter "kicked-off" the fall season with a party, jointly held with Theta Kappa Chapter from the University of Akron, celebrating both chapters being named Most Outstanding Chapters in Delta Sigma Pi. We, in Cleveland, are very proud to represent the alumni program as its Most Outstanding Alumni Chapter, but we feel that we are



One of the fund raising projects sponsored this year by Theta Rho Chapter at Duquesne University was the Steak and Pita Booth at the university carnival.

not the MOST outstanding chapter, but are an outstanding alumni chapter. We know that there are many other outstanding alumni chapters out there who chose not to complete a resume. Hopefully, our enthusiasm and love for our fraternity will spread to other alumni chapters and increase the level and quality of the competition in New Orleans.

Our calendar of events this year has included our annual Christmas Party, where we collected food for a needy family as we enjoyed our good fortunes and holiday cheer. We plan another professional event this spring, will initiate our first Honorary Member and will round out the year with our annual picnic and elections in June.

All Clevelanders interested in joining in the Brotherhood and benefits of the Cleveland-North Coast Alumni Chapter who have further questions, contact us at P.O. Box 14081, Cleveland, Ohio 44114 or by calling Tom Bauer, President, at (216) 243-3422 or (216) 523-1900.

—Samuel F. Shaheen

Columbus

On August 15, 1985, 16 Brothers gathered together in the center of the Buckeye

the chapters speak

State to form the Columbus, Ohio Alumni Chapter. They elected officers, voted on dues and applied for their charter which was received on September 6, 1985. Since that time the membership has grown to 30+ Brothers.

The purpose of the alumni chapter is to provide a professional association for Delta Sigma Pi alumni in the central Ohio area and to provide a social affiliation with the same individuals. Plans have been established to form a lunch club that will host professional speakers from the local business community and industry. These meetings are planned to take place monthly starting in January, 1986. The chapter is also making plans to serve the local community by assisting UNICEF with their fund raising activities. The Brothers in Columbus not only work hard, but play hard; therefore, informal monthly meetings are held the first Wednesday of every month. The chapter has also already had two very successful social events including a hayride in October, and a Potluck Founders' Day Dinner on November 7.

The Columbus, Ohio Alumni Chapter of Delta Sigma Pi is making an impact on Columbus. We will continue to grow and flourish with the active support of our membership and the welcomed support of our alumni. We look forward to meeting more of our Brothers who are living in the central Ohio area and across the nation. Please help us to make the Columbus, Ohio Alumni Chapter a success! You can reach us by writing: The Columbus, Ohio Alumni Chapter of Delta Sigma Pi, P.O. Box 14239, Columbus, Ohio 43214.

—Kathy S. Fiala

CENTRAL REGION

Michigan

XI—Xi Chapter at the University of Michigan held an alumni luncheon on October 26 before the Wolverines took on the Indiana Hoosiers at UM stadium. All alumni from the College of Business Administration were invited to attend the event which took place at the home of the chapter president.

A seminar on proper business dress appropriately titled "Dress for Success" was sponsored by our chapter. Many business students modeled clothing supplied by an on-campus store and attendance was quite good.

A Halloween party at Mott's Children's Hospital in Ann Arbor was also planned as a community service project. Members enjoyed getting costumes together to join the masquerade.

Assistant Executive Director Mike Walsh, from The Central Office, attended our October 10 business meeting. From some of his suggestions, we are working as Brothers to continue to strengthen this re-established chapter of Delta Sigma Pi.

—Susan M. Dorff

Indiana-Bloomington

ALPHA PI—Alpha Pi Chapter at Indiana University in Bloomington had an exciting and fun filled fall semester. Three enthusiastic Brothers returned from Dallas

bringing with them new ideas to share with the chapter.

Our professional program was well rounded, with presentations ranging from "White Collar Crime" to "Dress for Success." All speakers shared interesting insights into the business world. One highlight last fall included a presentation combined with dinner at a local cafeteria.

Social activities kept Deltasigs busy! Activities included the Rose Dance, a "100,000 Points" celebration and a "Jungle Party" thrown by the pledge class. For the first time, we marched in the Homecoming Parade—and received a first place in our division!

Lastly, the Alpha Pi Chapter looks forward to a successful spring and extends the best of luck to all Deltasigs!

—Lisa Palmer

Wayne State

GAMMA THETA—Gamma Theta Chapter at Wayne State University of Detroit, Michigan, pulled off a successful recruiting drive. Over 80 prospective members applied and a pledge class of 23 was accepted.

On October 7, 1985, several Brothers attended a meeting of the Detroit Economic Club. The featured speaker was Vice President George Bush. Gamma Theta Chapter was fortunate to have Chrysler Corporation sponsor a table that covered the luncheon cost.

A visit from Assistant Executive Director Michael T. Walsh on October 13, 1985, was very well received by the chapter. Mike met with the officers and then sat in on the meeting of the entire chapter. Afterward, several Brothers and Mike did some socializing over some of the best pizza in Detroit at Shields Pizza near Wayne State University.

—Aaron M. Gutowski

Indiana State

DELTA TAU—Delta Tau Chapter at Indiana State University began last fall semester with recruitment week. The theme of the recruitment effort was, "Realize Your Potential." On October 6, Delta Tau Chapter pledged 16 enthusiastic people who have since become great Brothers.

The fall professional field trip took place on October 26-28. We took a memorable trip to Milwaukee, Wisconsin, where we toured the Miller Brewery and the Westbend Company. We also sponsored four speakers and an interesting tour to Chesty Food in Terre Haute.

Our Christmas Dance on December 7 was our last event of the semester. We wish continued success to our Brothers who graduated.

—Melissa L. Scott



Ben Speciale, left, a pledge from Nu Chapter at Ohio State, had the opportunity to meet several Nu Chapter alumni, including Martin Ellerbrock, Bob Ahrens and Allan Cameron at the Columbus Alumni Chapter Founders' Day Dinner and Celebration.

the chapters speak



Members and pledges from Nu Chapter at Ohio State joined alumni at the Founders' Day Dinner and Celebration hosted by the Columbus Alumni Chapter.

Ball State

EPSILON XI—Epsilon Xi Chapter President Vierlyn Ditzler was named the 1985-86 College of Business Undergraduate Fellow at Ball State University. This honor is the College of Business' highest undergraduate award. Vierlyn's duties include recruiting for Ball State; coordinating mailings, speakers and facilities for on-campus acquaintance days. In addition, she serves as a communication link among business student organizations in the college. Congratulations Vierlyn!

In September, the chapter raised a large sum of money at the annual beer sign sale. Last fall, we also had an enjoyable hayride and several interesting professional activities.

Epsilon Xi Chapter is looking forward to such exciting events this year as a professional tour of Eli Lilly and the annual Rose Dance.

—Ann A. Dougherty

Evansville

IOTA SIGMA—Last year's Award for Professionalism in Community and Commerce was presented to Mrs. Carolyn Georgette, District Manager at Indiana Bell Telephone Company.

This past fall, 15 members were initiated into the chapter. Our chapter's professional program included speakers: Beth Will, Iota

Sigma Chapter's Past President; Cathy Daily, owner of Dynamic Marketing; Michael Cain and John Lueken, representatives of Touche-Ross; and Jayne Lybrand, motivator.

Last semester we enjoyed the YMCA Halloween party with those less fortunate and also accompanied an area orphanage on their Trick-or-Treat excursion. We also enjoyed an afternoon ice cream social with our faculty. We also plan on hosting a spaghetti dinner for our faculty.

One of the major highlights of this past fall was a visit by Assistant Executive Director Mike Walsh and Chapter Consultant Mitch Simmons from The Central Office. They, along with the cooperation of all the Brothers, have helped the Iota Sigma Chapter emerge as an outstanding chapter of Delta Sigma Pi.

—Lisa Sullivan

Valparaiso

KAPPA PHI—Kappa Phi Chapter at Valparaiso University is looking forward to an eventful 1986. After two of our Brothers attended the Grand Chapter Congress in Dallas, Texas, last August, we implemented many new ideas and activities.

Our recruiting in early September, which included a pizza party and a speaker on "Microcomputers," was a success with the initiation of 19 new pledges.

Kappa Phi Chapter also participated in sponsoring the College of Business Admin-

istration's first "Business Days" in which students had the opportunity to hear professional speakers from all business concentrations. Other activities have included tours of The Central Office and Meier's Wine Cellar, a College of Business Christmas party, a speaker on "Opening/Running a Small Business," and a Founders' Day Celebration.

We are excited about the spring semester and wish all Deltasigs a successful 1986!

—Marianne R. McKenzie

Purdue

KAPPA OMEGA—Last semester exemplified the continuing growth and success of the Kappa Omega Chapter at Purdue University with over 100 persons attending our fall recruiting functions. This resulted in a fall pledge class of 25.

Professional activities have included professional tours of the local Alcoa and Caterpillar plants. Among our guest speakers were Head Basketball Coach of Purdue University, Gene Keady, and Vice President of Marketing, Cooper Industrial Products, Mr. Robert Gasser.

This semester, Purdue University will be one of the several sights within the Central Region chosen for the Area Conferences. On March 3, 1986, we will sponsor our first annual Computer Show, in which large and small scale computer-based companies will display and illustrate their hardware and software products. Thanks go to Brother John McDonald and his Computer Show Committee for making this a reality.

—Harold D. Blair



Brothers and friends of Kappa Psi Chapter at Bellarmine College in Louisville enjoy themselves each year at the Annual Holiday Party hosted by Brother Renee Kuhlman.

alumni in action

ALUMNI COMMENTARY

YABBA DABBA DOO! Who would have thought Fred Flintstone as the new Director of Alumni Activities. Those of you who were unable to attend the 35th Grand Chapter Congress in Dallas missed seeing and meeting some alumni Brothers who were in attendance representing alumni chapters. You also missed a program first: planned seminars, specifically directed to alumni chapter operation and membership.

A complaint voiced to me by several alumni was that the only time they hear from us, it seems, is

when we need money. That may be true, but I will be asking for something else during this biennium. Your money is nice, but I want your time.

The members of the Committee on Alumni Activities and I will be stressing increased communication and participation among the alumni chapters and the alumni chapters with the collegiate chapters. High on our priorities is the establishment of "speakers bureaus" in each region taken from alumni in that region. There are a lot of Brothers who are willing to share their knowledge and experience with the rest of us and we plan to provide them with the oppor-

tunity.

Another item will be to get all alumni more involved in community service activities. Ask a member of the Tucson-Old Pueblo Alumni Chapter about what he or she feels about the program!

Finally, we want to solve the question, "Why do recent graduates return to collegiate chapter functions time and time again, but only two to three percent become interested in alumni chapter activities?" We want to accomplish a lot during these two years, but we must have your willing support to do it.—**JOE S. (SKIP) LOOMIS, DIRECTOR OF ALUMNI ACTIVITIES**

James M. Kessler, Penn State, is now the co-owner of Parkway West Floral Supply in Pittsburgh, PA.

Bradley Johnson, Nebraska-Lincoln, has accepted a new position to install computer software in Banks at the Information Technology Inc., in Lincoln, NE.

Kenneth C. Heidenreich, South Dakota, has accepted a new position as a Registered Representative for IDS/American Express in Aberdeen, SD.

Linda M. Lonneman, South Dakota, has accepted a new position as Manager of Michael's and Burkes's Women's and Children's Clothing in Sioux Falls, SD.

Jean Peterson, Cincinnati, has accepted the position of Computer Programmer/Analyst for the U.S. General Accounting Office in Seattle, WA.

Mark Brandewiede, Cincinnati, has begun working as an Administrative Assistant to the Director of Operations at the Intermodal Transportation Service.

Tony L. Paradise, Ohio, has accepted a new position as District Sales Manager with AMF, Inc., Bowling Products Group. He resides in Nashville, TN.

Martin A. Lautner, Western Kentucky, has accepted a new position as Staff Accountant with Keefe, McCullough & Company in Margate, FL.

Timothy L. Simek, Texas A & I, has accepted a position as an underwriter with Farmers Insurance Group in Austin, TX.

Carla M. Roberts, Virginia Tech, has been promoted to Assistant Manager with Lane Bryant in Roanoke, VA.

Karen A. Ondrejcek, Georgetown, has been named Assistant to the Director for Marketing-Middle East & Africa of Mitsui and Company, a Japanese trading firm in New York City.

GEORGETOWN ALUMNUS BEGINS THIRD CAREER

Michael J. Nisos, Georgetown, began his third career by opening a consulting business in the areas of management, personnel, government relations and education. He was previously Managing Director of the Aerospace Education Foundation from 1967 to 1985. Prior to that he served 24 years of active duty in the United States Air Force as a flying officer, retiring with the rank of Colonel in 1967.

Heather Chipka, Florida Atlantic, has been promoted to Staff Analyst with Bell South Services.

David A. Lipkowitz, SUNY-Albany, has been promoted to Office Manager with Jews for Jesus in San Francisco, CA.

Karen Johanknecht, SUNY-Albany, has accepted a new position as Consultant with Peat, Marwick, Mitchell & Company in San Francisco, CA.

Matthew Bowman, Northern Arizona, has recently been promoted to Los Angeles District Sales Manager for American Home Foods in Los Angeles, CA.

Gunjan Bagla, Southern Illinois, was recently promoted to Supervisor, Manufacturing Engineering at Information International in Culver City, CA.

Timothy J. Magee, Troy State, earned his Doctor of Jurisprudence from Cumberland School of Law, Birmingham, Alabama; has been admitted to the Alabama State Bar; has opened his own law office in Troy, Alabama; is co-founder and Vice President of D & T Enterprises, Inc., a Troy-based general contracting and rental property firm; and is co-founder and Secretary of Parkwood, Inc., a Troy-based real estate development firm.

Arleen R. Matsushige, Northern Illinois, has accepted a new position as Treasury Assistant with Corcam, Inc., in Libertyville, IL.

Dean J. Rosko, Northern Illinois, is owner of the Dean J. Rosko and Associates Insurance and Financial Planning Company in Schaumburg, IL.

Russell S. Koehler, Wayne State-Nebraska, has accepted a new position as Account Representative with Security Pacific Finance Corporation in Norfolk, NE.

Karla K. Koehler, Wayne State-Nebraska, has accepted a new position with the Nebraska Department of revenue as a Revenue Auditor.

David A. Jasin, West Florida, has, with his wife Betty, opened his own business, Cross Creek Realty Inc., Santa Rosa Beach, Florida, specializing in Waterfront Properties and Investment Real Estate. Their second office opened in July.

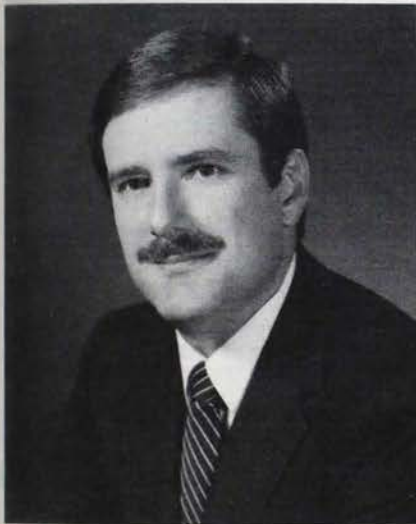
Robert H. Glasser, Connecticut, has been promoted to Director of Financial Planning and Analysis in the Direct Mail Division of the parent company, Avon Products, Inc., New York City.

alumni in action

DATA PHASE NAMES WYAND CHIEF FINANCIAL OFFICER

William R. Wyand, *Pennsylvania State*, has been appointed Chief Financial Officer of Data Phase Corporation. Wyand comes to the Kansas City-based library automation firm with a strong financial background in the computer services industry. He was formerly Director of Financial Services for Control Data's UIS Company, Director of Budgeting and Financial Planning for United Telecom Computer Group and Controller of On Line Systems. Prior to working with On Line Systems, he was a senior consultant with Arthur Young and Company.

Wyand has a B.S. in Accounting from Pennsylvania State University and an M.B.A. in Finance from Rockhurst College. He is also a CPA.



William R. Wyand

Gary W. Kuns, *Cal Poly-Pomona*, has accepted a new position as Cost Accountant with General Dynamics-Pomona Division in Pomona, CA.

Wayne N. Proudfoot, *Akron*, is working in computer operations with Ohio Bell Telephone Company in Brecksville, OH.

Robert L. Morris, Jr., *Xavier-Cincinnati*, has recently accepted a new position as Program Manager, Environmental Services, at the University Hospital, University of Washington.

Steven C. Siessman, *Bowling Green State*, has accepted a new position as Systems Engineer with Electronic Data Systems in Warren, MI.

Hernan Serrano, Jr., *Adelphi*, has a new

position as Administrative Assistant with Arthur Andersen and Company in New York, NY.

Marc A. Robbins, *Cincinnati*, has accepted a new position with Dick Robbins Associates in New York, NY.

Robin G. Diamond, *Adelphi*, has accepted a new position as a staff accountant for Hertz, Herson & Company in New York, NY.

Chris Larson, *Winona State*, has accepted a new position as District Representative with Lutheran Brotherhood in Minneapolis, MN.

Kathleen A. Smith, *Illinois State*, has accepted a new position as Accounts Administrator-Trainee with International Business Machines Corporation in Bloomington, IL.

Debra K. Selchert, *St. Cloud State*, has accepted a position as Claims Representative I with the American Family Insurance Group in St. Cloud, MN.

David R. Stratton, *South Florida*, has recently joined the Investment Firm of Dean Witter Reynolds as an account executive in Bradenton, FL.

Lori A. Mills, *James Madison*, is the Supervisor, Customer Service and Data Entry, with Alsop & Elliott of Virginia, Ltd., in Richmond, VA.

Mary Monzyk, *Northeast Missouri State*, has accepted a new position as Associate Business Programmer with McDonnell Douglas Aerospace Information Services in St. Louis, MO.

Gerald W. Bowhay, *Central Missouri State*, has accepted a new position as a Commercial Account Manager with MCI Telecommunications Corporation in Overland Park, KS.

Leann Traylor, *Evansville*, has accepted the position of management trainee with Southern States Cooperative, Inc. Leann will take her training at Southern States La Grange Cooperative, La Grange, Kentucky, under manager David Parker. The agriculture cooperative currently employs Leann as a merchandising clerk.

Shereen W. Winter, *San Diego State*, has a new position and promotion as the Assistant Front Office Manager of the Hyatt Islandia in San Diego, CA.

Patricia Wilson, *San Diego State*, has accepted a new position as Program Administrator with Dalmo Victor Company in Belmont, CA.

Sandra J. Logsdon, *Illinois State*, is Coordinator of the Marketing Research Department at Ruppman Marketing Services, Inc., in Peoria, IL.

SOUTHERN ILLINOIS GRAD NAMED DIRECTOR

Wilma V. Schmitz, *Southern Illinois*, has been named Director of St. Andrew's of Jennings, a Section 202 Housing and Urban Development project which provides housing for low-income elderly. St. Andrew's of Jennings is a subsidiary of St. Andrew's Episcopal-Presbyterian Foundation headquartered in St. Louis, Missouri. Formerly a field representative for the Mid-East Area Agency on Aging, she has a B.S. degree from S.I.U. at Edwardsville and is completing an M.A. degree at Lindenwood College.



Wilma V. Schmitz

Tim Crockett, *Valparaiso*, has been awarded the Indiana State Silver Medal for the May CPA exam.

Cynthia L. Davis, *Purdue*, has accepted a new position as Production Supervisor with General Motors Corporation in Detroit, MI.

Kathleen M. Harrington, *Illinois State*, has accepted a new position as Executive Assistant with the First State Bank & Trust Company in Hanover Park, IL.

Julie L. Bridson, *Illinois State*, has accepted a new position as Planning Analyst with The Franklin Life Insurance Company in Springfield, IL.

Craig R. Goldberg, *Tampa*, is a salesman for Pitney Bowes in Tampa, Florida.

Sandra L. Lofland, *Tampa*, is a staff accountant for GTE in Tampa, Florida.

Brigitte R. Craig, *Tampa*, is an officer in the United States Air Force.

alumni in action

MAXWELL HEADS SEVERAL ASSOCIATIONS

Joe E. Maxwell, *Louisiana Tech*, is president of Maxwell Management Enterprises, a firm located in Nashville, Tennessee, that manages several national, regional and Tennessee-state associations. A Certified Association Executive (CAE), Joe has received three national industry awards and the grand award for management from the American Society of Association Executives (ASAE). Author of the book, "Successful Small Business Management," he



Joe E. Maxwell

has received his M.B.A. and has taught at the University of Kentucky, Louisiana Tech University and the University of Tennessee at Nashville.

Carolyn M. Miller, *North Carolina-Greensboro*, has accepted a new position as a staff accountant with Dixon Odom and Company in Charlotte, NC.

Kathryn Seaman Fiala, *Ohio State*, is a personnel recruiter for CDI Corporation, a contract engineering firm in Columbus, Ohio.

Robert J. Buescher, *Ohio State*, is a production planner for Anchor Swan Corporation, a manufacturing firm in Columbus, Ohio.

Michael A. Cap, *Ohio State*, has been named an accounting clerk for Bank One of Columbus.

Esther J. DiGiacinto, *Johns Hopkins*, has accepted a new position as Director of Nurses for the recently opened Edenwald Retirement Community Health Center in Towson, Maryland.

Richard E. Blankenship, *Maryland*, has accepted a position as Tax Manager with Watkins, Meegan, Drury and Company in Bethesda, Maryland.

Laura J. Patton, *Arizona State*, has been named Advertising Coordinator at First Federal Savings Bank in Phoenix, Arizona. She has also served two consecutive terms as the Vice President for Communications with the Phoenix chapter of the American Marketing Association.

ZETA PHI CHAPTER ALUMNUS STARTS NEW BUSINESS

Janice Mitchell, *Florida Atlantic*, has formed a new company named BodyWorks in Oakland Park, Florida. This health and nutrition firm offers Uni-Life products, weight control programs, exercise aids, domestic and commercial water filtration and sport optics.



Janice Mitchell

Steven J. Ward, *Ferris State*, has accepted a position as Customer Account Analyst for Henry Ford Hospital in Troy, Michigan.

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

bits and pieces

merger

Michael J. Nisos, *Georgetown*, on August 4, 1985, to Amalina Gonzalez Bareras.

Susan Ehorn, *Southwest Missouri State*, on July 20, 1985, to Ray Presnell.

James P. Haag, *Akron*, on August 24, 1985, to Deborah Perelka, *Akron*, at Cuyahoga Falls, OH.

Kevin Mason, *Akron*, on August 17, 1985, to Debbie Danals, at Akron, OH.

Thomas A. Debord, *Akron*, on June 29, 1985, to Diane Linden, at Akron, OH.

Shawn L. Fishbaugh, *Cincinnati*, on December 28, 1985, to Catherine A. Kauffman.

Kathryn Y. Seaman, *Ohio State*, on December 8, 1984, to Thomas E. Fiala, at Canton, OH.

Charles T. Locke, Jr., *Ohio State*, on October 5, 1985, to Paula J. Bruce, *Ohio State*, at Columbus, OH.

Chris A. Carter, *Nevada*, on May 19, 1985, to Kathy Bigelow, *Nevada*, at Genoa, NV.

Sherri A. Ward, *Ball State*, on June 28, 1985, to Daniel G. Ross, at Bethel, IN.

Jacqueline Yamada, *Tampa*, on April 27, 1985, to Dean Hufford, at New Port Richey, FL.

Marcia Curl, *Tampa*, on May 4, 1985, to Dan Turner, at Plant City, FL.

Brigitte Rivera, *Tampa*, on May 25, 1985, to James Craig, at Tampa, FL.

Wolfgang Trampe, *Tampa*, on June 22, 1985, to Agnes Villarini, at Tampa, FL.

Daniel R. Baugh, *Texas-Arlington*, on September 7, 1985, to Ida L. Wilder, *Texas-Arlington*, at Irving, TX.

Ronald C. Stewart, *Virginia Tech*, on October 12, 1985, to Tammy Derr, at Newport News, VA.

Edward R. Day III, *Virginia Tech*, on June 15, 1985, to Louanne Jordan, at Charlotte, NC.

Joan M. Perlstein, *Virginia Tech*, on April 28, 1985, to Brian Springfield, at Alexandria, VA.

Sandra Fox, *Virginia Tech*, on April 13, 1985, to Jeff Christ, at Richmond, VA.

Karen Pillich, *SUNY-Albany*, on August 24, 1985, to Jeffrey S. Tucker, at Lake Skaneateles, NY.

Timothy G. Collilns, *Northern Arizona*, on October 5, 1985, to Kathryn L. O'Connor, at Phoenix, AZ.

J. Vance Jones, *Angelo State*, on September 21, 1985, to Shannon Potts, at Abilene, TX.

Jeffrey B. Morton, *West Florida*, on October 5, 1985, to Christine Jo Ferris, *West Florida*, at Shalimar, FL.

John P. Watkins, *St. Ambrose*, on August 3, 1985, to Debbie Scholey, at Daventport, IA.

Michael W. Bailey, *North Carolina-Greensboro*, on February 16, 1985, to Ellen Wright, at Asheboro, NC.

Mark A. Moran, *North Carolina-Greensboro*, on October 5, 1985, to Carolyn M. Miller, *North Carolina-Greensboro*, at Biscoe, NC.

Debbie Bercher, *Adelphi*, on September 21, 1985, to Anthony Munisteri, at Floral Park, NY.

Andrea Endres, *Adelphi*, on September 21, 1985, to Wayne Lewis, at West Hempstead, NY.

Phil Hammerslag, *SUNY-Albany*, on May 11, 1985, to Ilene Cohn, *Adelphi*.

dividends

To Brother and Mrs. David A. Walker, *Cal Poly-Pomona*, on June 10, 1985, a son, Anthony Austin.

To Brother Andrew E. Bourke, *Northern Arizona*, and Brother Mollie Buckley Bourke, *Northern Arizona*, on August 26, 1985, a daughter, Emily Louise.

To Brother Tom Moore, *Shepherd*, and wife Sylvie, on September 5, 1985, twins, Evan William and Karen Nicole.

To Brother Douglas T. Wilson, *Shepherd*, and Brother Susie Wilson, *Maryland*, on August 9, 1985, a son, Matthew Douglas.

To Brother and Mrs. Thomas E. Sheely, *Shepherd*, on September 19, 1985, a daughter, Jacquelyn Marie.

To Brother and Mrs. Scott W. Anderson, *Nevada*, on May 26, 1985, a daughter, Anna Corinne.

To Brother and Mrs. Martin L. Ellerbrock, *Ohio State*, on December 2, 1984, a son, Luke Richard.

To Brother and Mrs. Bruce F. Evans, *Nebraska-Lincoln*, on August 18, 1985, a son, Daniel Grant.

To Brother Judith R. Boen, *Arizona State*, and spouse, on July 23, 1985, a daughter, Samantha Ann.

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.

Milton S. Eisenhower, *Penn State*, on May 2, 1985. Brother of President Dwight D. Eisenhower, he was a public figure who served eight presidents and headed three universities: then-Kansas State College, Pennsylvania State University and Johns Hopkins University. He received the highest civilian decoration from the presidents of seven foreign countries and was the author of two books.

Roy Barnett Huff, Sr., *Georgia*, on January 12, 1985. He is survived by his wife Irene, son Roy B. Huff, Jr., *Georgia*, daughter Elaine I. Huff, *Georgia*, and two other children.

Kenneth G. Forrest, Jr., *Cal State-Sacramento*, 1-24-85

Harold R. Kaufman, *Missouri-Columbia*, 3-3-85

Edwin G. Neuharth, *Minnesota*, 5-7-85

Richard C. Von Glahn, *Rutgers*, 3-24-85

Carl B. Weed, Jr., *Illinois*, 5-15-85

Wallace C. Morey, Jr., *Alabama*, 5-19-85

Jill K. King, *Northern Illinois*, 6-85

Charles E. Spencer, *Rutgers*, 8-27-85

Harry I. Van Ness, Jr., *Rider*, 7-24-85

Donale J. Bevis, *Michigan*, 7-14-85

Samuel J. Lambert, Jr., *Louisiana State*, 7-6-85

William J. Craig, *Texas-Austin*, 8-85

Bearnt W. Johnson, *Texas-Austin*, 10-4-85

Carol A. Gordon, *Akron*, 9-29-85

Harold J. Rudolph, *Cincinnati*, 3-18-85

George F. Jay, *Detroit*, 4-25-85

Ronald O. Patterson, *Western State*, 5-23-85

George W. Proden, *Pittsburgh*, 5-3-85

Charles A. Cherney, *Marquette*, 4-3-85

Ronald M. Thomas, *DePaul*, 5-13-85

Robert A. Sellars, *Georgia State*, 2-28-85

Gordon L. McGloshen, *St. Louis*, 6-12-85

Richard L. Russell, *Southern Mississippi*, 5-25-85

George M. Flint, *Kansas*, 2-22-85

Doyle W. Blaine, *North Carolina-Chapel Hill*, 5-7-85

William C. Wiek, *Florida*, 4-29-85

Gilbert W. Colby, *California-Berkeley*, 1-6-85

Lyle L. Dingman, *Iowa*, 2-4-85

Dwight K. Sadgebury, *Indiana-Bloomington*, 5-19-85

Charles D. Simons, *Penn State*, 3-18-85

Robert W. Summerford, *Texas-El Paso*, 4-26-85

Lionel A. Darrow, *Rider*, 3-11-85

Bernarr M. Wilson, *Nebraska-Lincoln*, 4-17-85

John C. Dalzell, *Southern California*, 6-6-85

Albert J. Krull, *Rutgers*, 5-10-85

Willard G. Albers, *Marquette*, 2-11-85

James Thames, *West Florida*, 7-22-85

Nelson M. Jones, *Indiana-Bloomington*, 3-5-85

Clarence P. Street, *Vanderbilt*, 8-18-85

John E. Loomis, *North Dakota*, 3-15-84

Waymon D. Crenshaw, *Alabama*, 10-84

Robert D. Nelson, *Tulane*, 4-84

Arthur W. Schultz, *Detroit*, 4-15-84

Randolph E. Thorne, *North Dakota*, 10-31-84

Ernest M. Brown, Jr., *Georgia State*, 9-25-84

OFFICIAL NOTICE

National Executive Committee Meeting
The Fairmont Hotel—New Orleans
February 21-23, 1986

you think the British people would be interested in this story?" and they said "Yes". So, I said, "Why don't we do that commercial?" And they said, "We will, that is a great idea and we will get a football star to do it." I said, "How can a football star say, 'I like the company so much, I bought it'? If we are going to do this, I gotta do it." So they asked if I had ever acted and I told them no, I had been an angel in a play when I was 12 years old. Then there was the question of how the British would react to an American doing a commercial.

Well, we rolled the commercial. That was six years ago, and that same commercial, 90% of it is what is on the air today; the same copy, stories and everything. We tested it. The worst negative was that 5% of the people thought that they should have had an English actor rather than an American actor, so they thought I could act.

So today I do the commercial in my office in Bridgeport while most people spend \$100,000.00 to go to New York in a studio to shoot a commercial. At one end of my office there is a desk, and if you ever see me, I am behind the desk in a suit and at the other end there is a bathroom, and you saw the bathroom commercial. We shoot a commercial for \$12,000.00 from soup to nuts.

KIAM ON: WORLD TRADE AND THE U.S. ECONOMY—

Now, what we do at Remington is entrepreneurial. What this country is doing is not being entrepreneurial. We are fighting a battle as a country right now. We have an unfavorable balance of trade of approximately 160 billion dollars. We have high labor rates; we have a strong dollar and we have governmental practices that almost force companies to go overseas.

If I continue to sell in Bridgeport, which I will, and I make a million dollars at Remington, I will pay \$500,000.00 in taxes. If I go overseas and open the same factory in Hong Kong and we make a million dollars, I will pay \$170,000.00 in taxes. That's the law of our land. It almost forces companies to go out of the United States.

You have been reading how we are going to be a service society. If we become a service society, it is the decline and

fall of our country. If you go back in history, every great society fell when the people therein did not produce the where-with-all for their own societies; where they exported raw materials and thought they were thinkers and sat around like Plato discussing the economy, and that is what is happening to us.

"It is the individual that counts. Consensus opinion leads to mediocrity. Don't have the courage of having someone else's convictions."

We are exporting technology to Japan and buying the product back. Our standard of living is going to suffer and 20 or 30 years from now it won't be as good as it is today, and you young folks are the ones that can stop this erosion. It's got to stop not only here, but in Washington, because manufacturing cannot survive. You have heard about quality and the fact that maybe in the automobile business, our quality wasn't very good. Well, that is not the whole story. Perhaps it was a little sloppy, but Remington, for example, was voted the best shaver by "Consumer Reports". How can we compete when our competitor this year, because of the strength of the dollar, lowered his prices. Every single one of them, \$9.00 at wholesale. Not because he made it a more efficient product, but because the dollar was so darn strong. We can't survive. Sure you will have a few high-tech businesses because we do have the technology, but you can see plant after plant closing in this country. Our manufacturing jobs are down one million, eight hundred thousand in the last four years, and our service jobs are way up.

Sure we like to eat at Kentucky Fried Chicken. We like to get waited on—that's luxury. We are not going to be

able to afford that. Now that is a downer, but those are the facts and I think you ought to know it. And it is up to each and everyone of you to go out and change it. To develop a work ethic that will change the way our society is going. Because if it doesn't, your children will not have the opportunities that you had.

KIAM ON: SUCCESS—

Try to be different in every single thing that you do. Now the best thing that we all have going for us, in spite of the problems, is this great country. When you go around the world you find country after country in which individuals don't have opportunity. You find yourself hamstrung by language differences. In England if you speak with a cockney accent, you are finished. In Japan if you don't go to two universities, you don't end up as presidents of large corporations.

You are the cream of America. You are university graduates. You have chosen Delta Sigma Pi. You have chosen it because it gives you an opportunity to be with your peers, and each one of you can make a difference. It is the individual that counts. Consensus opinion leads to mediocrity. Don't have the courage of having someone else's convictions.

You are embarking on a road of life. You should aim as high as you can. Don't aim when you go out into this world for the next job. Aim for the presidency of wherever you are. You may not make it, but you will go much further than if you just shot for the next level up. Learn how to motivate yourself and motivate others. You can't succeed without motivating other individuals because you will be at the bottom of the ladder.

This is a great life—I am an old man now, I don't think I am going to quit yet, but I am getting old, and I can tell you that if you try, you can have almost anything you want as long as you are committed and dedicated and are willing to sacrifice. It's not going to be easy, but if business is your career and you want to achieve the pinnacle, you have to make sacrifices; you have to give up things that might give you pleasure. I live in a New York City environment, Stanford and New York. I don't have time to go to symphonies. I don't have time for culture. It's a regret. But if I had culture, I would have to give up something else and what is more important? So you have to prioritize. But if you commit and you are willing to sacrifice, and this is what you want to do; you can achieve almost anything you want.

**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 February 28, 1986 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 1985:

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 1986 and enter college in 1986. 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 211 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 Foundation'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: Leon S. Niles, 17010 Cairnlassie, Houston, TX 77084. Additional information about scholarships and grants can be obtained from Richard L. Schreiner, 4400 Hadrian Court, Alexandria, VA 22310.

delta sig

ACCESSORIES

**ALL PURPOSE
NOTE CARDS (11-80)**

Note cards and envelopes, box of 25, off-white paper with fraternity logo and coat of arms in gold. Card is 3½" x 5" and meets U.S.P.S. requirements.

\$5.00

**BRASS BELT
BUCKLE (11-81)**

Finely detailed Cast Brass Coat of Arms Belt Buckle fits almost any belt, 2½" x 2¾".

~~\$10.00~~

NOW \$8.00



Send order to:

Delta Sigma Pi
330 South
Campus Avenue
P.O. Box 230
Oxford, Ohio
45056-0230

**VINYL GARMENT
BAG (11-93)**

Nylon lined, vinyl garment bag with fraternity logo in gold; holds 2 suits. 23" x 39".

~~\$20.00~~

NOW \$14.00

