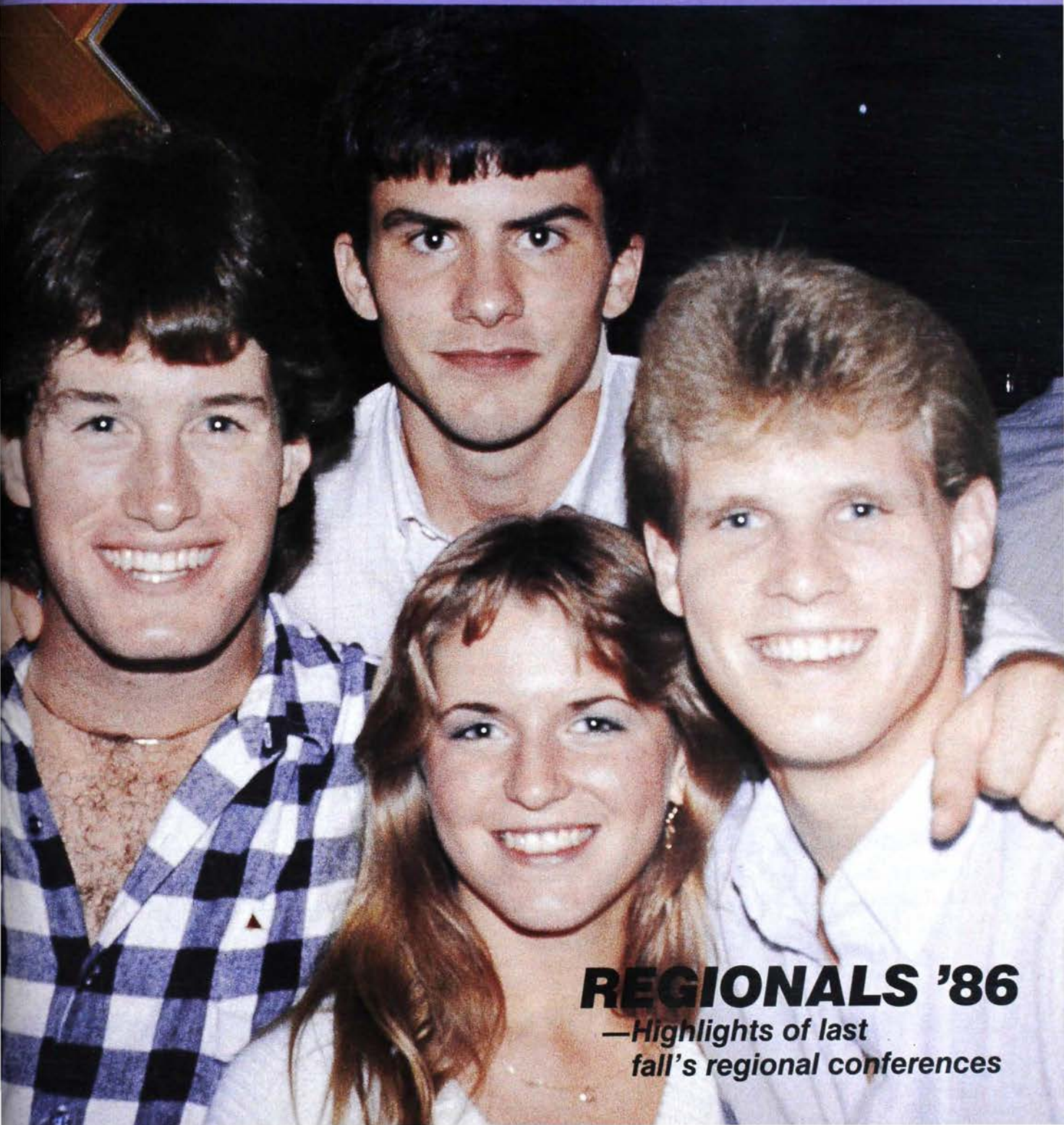


the deltasiq

of delta sigma pi january 1987



REGIONALS '86

—Highlights of last
fall's regional conferences

commentary



John V. Henik

FRATERNITY SERVICES TO OUR ALUMNI: SECOND TO NONE!

Dear Brothers:

Several months ago, I presented a letter to our collegiate and alumni chapters entitled, "The State of Our Fraternity". This letter was presented in response to the overwhelming questions and interest shown in this area by our membership during last fall's Regional Conferences.

Because of space constraints, we couldn't reproduce the entire letter. However, we can highlight one portion of the letter that created a lot of enthusiasm and excitement: the development of services and programs for our alumni membership.

Allow me to briefly highlight, then, these developmental areas that we have begun working on during the biennium. These areas are categorized into five topics: The Career Placement and Planning Program, the Alumni Leadership School, our new alumni franchising/consultation program, "networking" services and our Life Membership program.

First, our *Career Placement and Planning Service* program is intended to serve as a database for our members seeking job opportunities. Eventually, we hope this service will be administered "in house". Currently, it is being developed by an independent executive personnel firm.

Second, the *Alumni Leadership School* has just recently begun development. It will offer many of the popular "self improvement, personal growth programs" as does our popular collegiate school. However, our alumni school will concentrate more on alumni interests.

Third, our new franchising program will maintain the traditional franchising requirements, but will present a "four level" management tier system designed to offer guidance to alumni chapters for growth and improved strength. Also, we will be re-establishing the alumni chapter consultation program with more structure and direction than had previously occurred.

Fourth, our "networking" services will be designed to offer professional and social services to Deltasigs from Deltasigs. Again, it will be developed on a database system.

Fifth, and lastly, we are evaluating the relationship of our Life Membership program to all above listed services. Our aim is to not only stimulate Life Membership sales but, in general, to improve alumni membership sales.

So, who will be administering all these new programs? This is where our new Director of Development position will fit prominently. Not only will this individual be involved in the daily operations of these new programs but, more importantly, will actively be involved in our fund raising efforts! Quite a task!

Finally, the policy setting and decision making authority for developing the above described new programs will become the duty of your Director of Alumni Activities or, perhaps I should say, the Vice President of Alumni Benefits and Services!

Fraternally,

A handwritten signature in dark ink, appearing to read "John V. Henik".

JOHN V. HENIK
Grand President

the **deltasig**[®] of delta sigma pi

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Brothers again made new friends, learned and enjoyed themselves during the 1986 Regional Conferences.

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

EDITOR
Michael J. Mazur, Jr.

MANAGING EDITOR
Michael T. Walsh



Member of



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REGIONALS **'86**

Last fall, Delta Sigma Pi conducted some of its most successful Regional Leadership Conferences. Over 2,000 Deltasigs attended these conferences in 17 different regions.



Left, collegiate members at the Midwestern Regional Conference attended several seminars.

Below, Grand President John Henik and Gamma Delta Chapter members John Parker and William Irby from Mississippi State enjoyed the casino party at the Southern Regional Conference.



Beginning in September and concluding at the end of October, 1986, Delta Sigma Pi conducted its biennial Regional Leadership Conferences in 17 of its 18 Regions. Even though the Regional Conferences took place last fall, the planning for these meetings began soon after the Directors of each Region were elect-



Above, members enjoyed the alumni seminar in the sunshine during the South Pacific Regional Conference at the Miramar Hotel-Resort in Santa Barbara, California.

Right, Jane Neale, Zeta Theta Chapter at Western Kentucky University, pins one of the chapter's buttons on Grand President John Henik during the Southern Regional Conference.



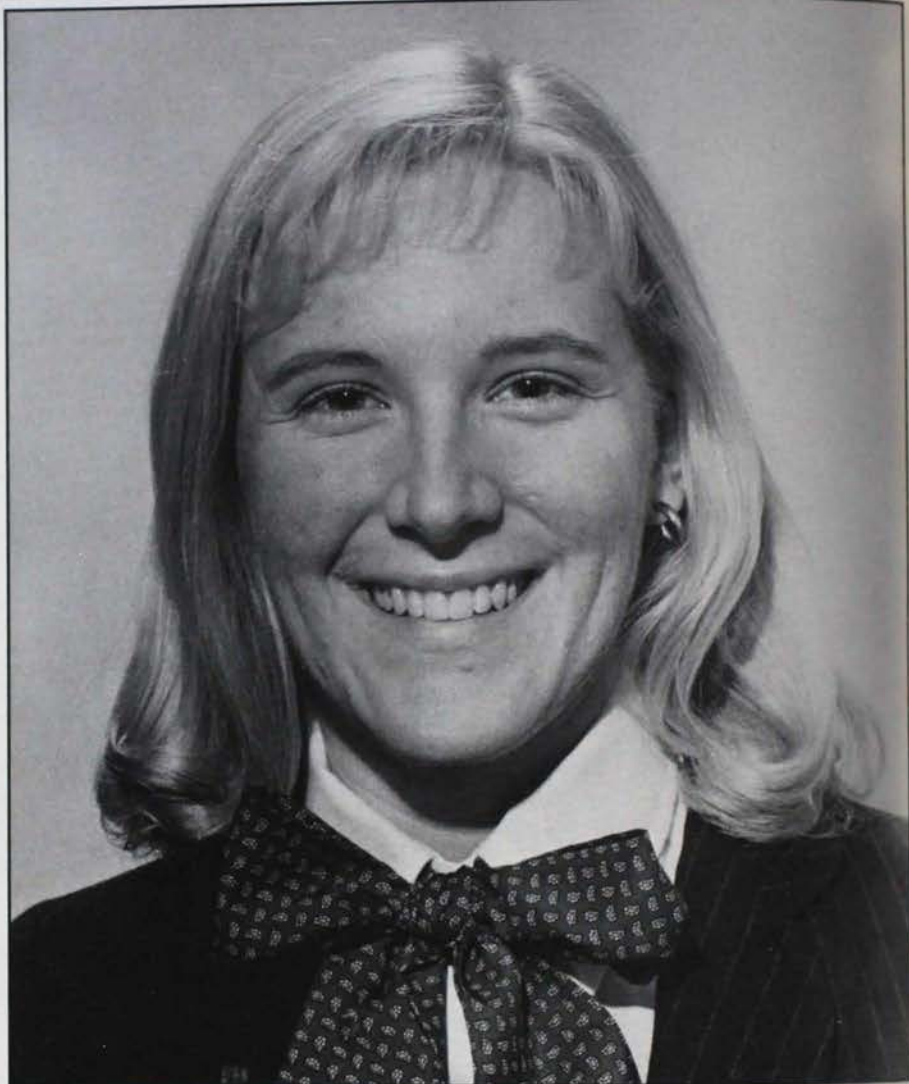
Above, Juan Gonzalez, District Director Arthur Garibay and Phil Rocha III of Theta Omega Chapter at St. Edward's enjoyed the Gulf Western Region Dance.

ed at the 35th Grand Chapter Congress in Dallas, Texas, in 1985. Details of each meeting, such as site selection, seminar topic and moderator selection had to be planned well in advance to ensure a successful learning experience. Over 2,000 Deltasigs from around the country attended these meetings making the 1986 Regional Conferences some of the most successful ever. As was

(See **REGIONALS** on page 12)

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 . . .



Susan A. Plassmeyer

SUSAN A. PLASSMEYER, 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 1986. A double major in Business Administration and Economics, Susan maintained a perfect 4.0 grade point average during

her four years at Northeast Missouri State University. In addition to her studies at Northeast Missouri State, she was also an exchange student at Hosei University in Tokyo where she studied Japanese Language, History, Business, Fine Arts and Religion. A Life Member, Susan was initiated on

April 9, 1983. While a collegiate member of Iota Nu Chapter, she served as President, Vice President for Professional Activities and Alumni Relations Chairman. She also served as the chapter's Alternate Delegate at the 35th Grand Chapter Congress in Dallas and was involved as an Iota Nu Chapter Concessions Cashier. In addition, she attended the Midwestern Regional Conference in 1984 at Tan-Tar-A, Lake of the Ozarks.

In addition to her work with Iota Nu Chapter, Susan was also a member of the Pershing Society, the So-

was a member of the Lyceum Committee, the organization which plans the fine arts program for the university and was a member of the College Republicans.

While attending Northeast Missouri State University, Susan received the John J. Pershing Scholarship, which is a four-year, full academic scholarship. She was named to Who's Who Among American Colleges and Universities, was on the National Dean's List and was also named the university's Outstanding Student in Economics. In addition, Susan was a National Merit Scholar and was the winner of the Delta Sigma Pi Scholarship Key. She was also the local nominee for the Outstanding Young Women in America Award.

During her college years at Northeast Missouri State University, Susan worked in the Student Activities Office, was a Micro Lab Assistant within the Division of Business and also worked as a summer intern for the Southwestern Bell Telephone Company.

Following graduation from Northeast Missouri State University in May, 1986, Susan went to work for the First National Bank of Chicago. She was named a First Scholar which means she will be attending the Graduate School of Business at the University of Chicago pursuing an MBA while working for her employer.

As Collegian of the Year, Susan 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, Susan A. Plassmeyer 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



Jane Klir



Gina Savini

ciety of Pershing Scholars which she served as President and Treasurer. She was a member of the Northeast Missouri State University Board of Governors and also served on the Student Activities Board, a 35-member group which developed the \$100,000.00 entertainment budget of the university. Susan served as a Student Representative to the Undergraduate Council and also served on the Financial Resources Committee. She was a staff assistant at the Student Activities Office and worked with the Student Senate, the Student Ambassadors and Students to Assist Recruitment. In addition, she

represent our very best.

JANE KLIR, is the Collegian of the Year nominee from the Eastern Region. A May, 1986, graduate of the State University of New York-Binghamton, Jane maintained a 3.9 grade point average while majoring in Management. A December 3, 1983, initiate of Kappa Lambda Chapter, Jane is a Life Member. While a member of Kappa Lambda Chapter, she served as Vice President for Chapter Operations, Community Service Chairman and also served as a member of the Professional Activities and Finance Committees.

While attending SUNY-Bingham-

ton, Jane was involved with the Accounting and Management Organization, serving on the Newsletter Committee, as Editor and as Secretary of the organization. She was named to the National Dean's List and to Who's Who Among Students in American Colleges and Universities. She received the R.J. Van Handel prize in the School of Management and also the Horwitz Award for excellence in management. She received a New York State Regents Scholarship, was

home office of the Metropolitan Life Insurance Company in New York City.

An alumnus of Eta Xi Chapter, and the Philadelphia College of Textiles and Science, GINA SAVINI, is the Mideastern Region's nominee for Collegian of the Year. While at Philadelphia Textiles, Gina maintained a 3.5 grade point average in Computer Management. Prior to attending Philadelphia Textiles, she attended Bucks County Community College where she received an associate degree in Business Administration.

An April 20, 1985, initiate of Eta Xi Chapter, Gina is a Life Member. She served her chapter as Pledge Class Vice President, Vice President for Chapter Operations and as Editor of the newsletter. She was named the 1985-86 Eta Xi Chapter Most Outstanding Officer and attended the Mideastern Region's Area Conference in 1986.

While at Philadelphia Textiles, she served as Admissions Representative and was elected National Vice President of Distributive Education Clubs of America. She was also a reporter for the college newspaper and served as Northeast Catholic High School Drill Team Instructor. Gina also worked with the Hand-in-Hand Festival for the Mentally Disabled at St. Joseph's University.

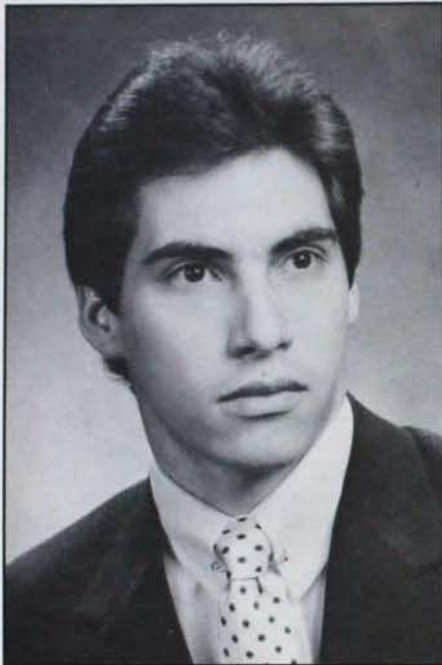
While at the Philadelphia College of Textiles and Science, she was named to the Dean's List and received the C. W. Smith Academic Scholarship. She was a member of Phi Theta Kappa national honorary fraternity and received the Marketing Communications Executives' International Award.

While in college, Gina paid for 75% of her college expenses. She worked as Assistant to the Coordinator for students with disabilities at Bucks County Community College and was also Administrative Assistant to the Director of Passenger Services for the Brotherhood of Railway and Airline Clerks in Philadelphia. In addition, she opened her own business, "Silk Florals by Gina". She also worked as Administrative Assistant to the Vice President at Barr Marine Products, Inc., in Bensalem, Pennsylvania. Her future plans include working in the

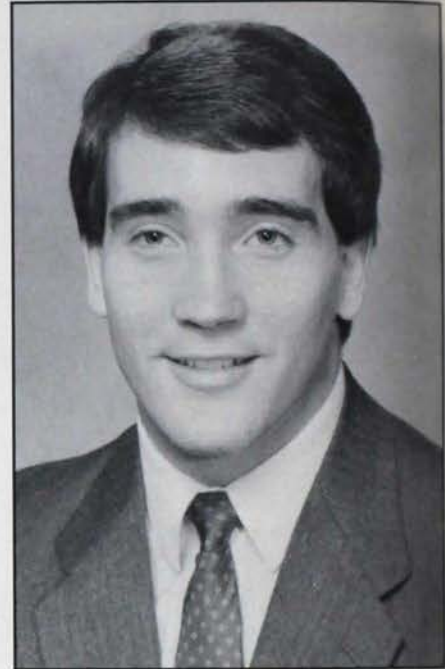
area of management information systems or in procurement management. She also plans to attend Graduate School to pursue an MBA and eventually a Doctorate.

THOMAS A. SPICER, an Industrial Management major at the University of Akron, is the Collegian of the Year finalist from the East Central Region.

An April 28, 1984, initiate of Theta Kappa Chapter, Tom maintained a 3.5 grade point average. As a member of Theta Kappa Chapter,



Thomas A. Spicer



Jeffrey Scott Gleeson

named Valedictorian for the School of Management at SUNY-Binghamton and was also the winner of the Delta Sigma Pi Scholarship Key. In addition, she received the IBM Special Appreciation Award.

While attending school, Jane worked as a summer co-op student at IBM. At IBM, she worked in the Avionics Business Area Planning Department. She has also worked as a salesperson for Bradleys and Sugarman's, two department stores, and was the editorial assistant for the International Journal of General Systems.

Her future plans include working as a management associate in the

he served on the Community Service Committee, Professional Activities Committee, Fund Raising Committee and Publicity Committee. His senior year, he was voted the Graduating Senior Most Likely to Succeed.

While at the University of Akron, he also was a member of the American Society for Personnel Administration where he served as Vice President for Membership and Vice President for Professional Activities. He also served the American Society for Personnel Administration as its delegate to the national convention. He was a member of Sigma Iota Epsilon, the honorary

management fraternity and was also a member of the Dean's Advisory Committee. In addition, he was also on the Dean's List.

Tom financed approximately 85% of his college expenses as a Co-op Education Student Management Aid at NASA Lewis Research Center in Cleveland, Ohio. While at the NASA Lewis Research Center, he worked in the ADP and Equipment section and the Management Office within the Procurement Division.

Following graduation from the University of Akron, Tom plans on entering the business world in the



Kathryn J. Martin

management field in addition to pursuing an MBA.

JEFFREY SCOTT GLEESON, the nominee from the Central Region, was initiated by Kappa Omega Chapter at Purdue University on December 1, 1984. A Life Member and Supervision major, he maintained a 5.3 grade point average on a 6.0 scale.

As a member of Kappa Omega Chapter, he served as Vice President for Pledge Education and performed the Scribe and Junior Warden parts as a member of the chapter's Ritual Team. As a pledge, he was Pledge Class Fund Raising Chairman and received the Most

Outstanding Pledge Award from the chapter. The chapter's Alternate Delegate to the 35th Grand Chapter Congress in Dallas, he also was active in intramurals and received the Perfect Attendance Award from his chapter.

While at Purdue University, he was also a member of the American Society of Professional Supervisors and was a member of the Society of Students in Engineering Technology. He was also a member of the Off-Campus Student Association. In addition, he led Bible study sessions and taught childrens' Bible class. Named to the Dean's List, he was also named as a Purdue Distinguished Student.

While at Purdue, he worked as a manufacturing supervisor at the Fisher Guide Division of General Motors in Anderson, Indiana, and was also employed by Midland Engineering in South Bend, Indiana.

His future plans following graduation include pursuing a career in computer aided manufacturing and automation.

KATHRYN JOHNSON MARTIN, is the Collegian of the Year nominee from the South Central Region. An Accounting and Business Administration major at the University of North Carolina at Greensboro, Kathryn maintained a 3.7 grade point average. An April 19, 1985, initiate of Iota Omega Chapter, Kathryn served the chapter as a member of the Publications Committee and as a member of the Faculty Liaison Committee. She was also elected Pledge Class President.

While at the University of North Carolina at Greensboro, she was a member of the Accounting Club. In addition, she was a University Marshal and was a member of Beta Alpha Psi, the honorary accounting fraternity. She was also named to the Dean's List and the National Dean's List.

While attending school, she was employed by the Southern National Bank and also worked at Roses Department Store. In addition, she assisted the Greensboro Chamber of Commerce as a part of the Marketing Research Team helping the city attract new business and industry. Her future plans include becoming a manager at a financial institution.

CONNOR L. COWARD, an April 1, 1984, initiate of Kappa Tau Chapter at Clemson University, is the Collegian of the Year candidate from the Southeastern Region. While majoring in Financial Management, Connor maintained a 3.3 grade point average.

A Life Member, she served her chapter as Vice President for Chapter Operations and as Chancellor. She was also Alumni Relations Chairman and Promotions Chairman for Career Fair-85. In addition, she was Co-Chair for the Student Advisory Board and was Chairman



Connor L. Coward

of the Success Committee which served as an agent for the Harris Sporting Goods Company. Named Pledge of the Semester and also Brother of the Year, Connor attended the South Central Area Conference and was also the chapter's Delegate to the 35th Grand Chapter Congress in Dallas.

While at Clemson, she was a member of the Tiger Band and served as a co-captain of the Flag Corps. She was also Historian of that organization.

She was a member of Mu Beta Psi, the honorary music fraternity, and was also Corresponding Secretary in the Finance Club. In addi-

tion, she served on the Central Dance and Concert Committee and was a member of the Clemson Tae Kwon Do Club.

Named to the Dean's List, she also received the four-year award for Service to the University and Music Department. A trainer of show dogs, Connor won second place in the National Finals for Junior Showmanship held at the Westminster Kennel Club Show in Madison Square Garden.

While at Clemson, she worked as a manager for Hugh Vann Sales and was also a photographer for Classic



Heather A. Bailey

Photography in Clemson, South Carolina. She also worked as a veterinary technician in Chapin, South Carolina. Her future plans include seeking a position in management in the banking industry.

A November, 1983, initiate of Epsilon Rho Chapter at the University of Tampa, **HEATHER A. BAILEY** is the South Atlantic Region's nominee as the Collegian of the Year. A Business Management major at the University of Tampa, Heather served Epsilon Rho Chapter as President for three semesters and was also elected Vice President for Professional Activities. She served as Pledge Class Secretary

and received the Best Pledge Award. She attended two Area Conferences and the 1984 South Atlantic Regional Conference. In addition, she served the chapter as its Delegate to the 35th Grand Chapter Congress in Dallas and is a member of the National Educational Programs Committee.

While at the University of Tampa, Heather was Vice President for the Residence Hall Association. She was Secretary for the Inter-Residence Hall Association and was also a member of the Career Fair Committee and the Housing Appeals Committee. She was a Junior Achievement Advisor and a Girl Scouts (Brownie) Group Leader. She also took part in EXCEL (expanded curriculum for excellence in leadership).

While at the University of Tampa, she was employed as a student assistant in the Student Career Opportunities and Employment Office and was employed by Residence Life and Housing as a resident advisor. In addition, she worked as a bookkeeper for Parlett Flooring Concepts, Inc. Her future plans include a career in nursing and hospital Administration.

SHARON K. WAGGENER, was initiated into Zeta Theta Chapter at Western Kentucky University on November 19, 1983, and is the Collegian of the Year candidate from the Southern Region. An Accounting major, Sharon maintained a 3.9 grade point average at the university, after transferring from Lindsey Wilson College.

A Life Member of the fraternity, Sharon served Zeta Theta Chapter as Senior Vice President, Secretary and Newsletter Editor. She served on the Recognition Banquet Committee and Senior Reception Committee. She received the chapter's 110% Award and was named Most Dedicated Member and Most Outstanding Senior. She also attended the Southern Regional Conference in 1984 and the 35th Grand Chapter Congress in Dallas.

While at Western Kentucky University, she was Secretary for the Accounting Club and was on the Dean's Council for Student Business Organizations. She was a member of the Baptist Student Union and a member of the Bible Study Committee. She was also a member of the

Campus Baptist Young Women's organization. While at Lindsey Wilson College, she was a member of the Lindsey Wilson Singers and the Lindsey Wilson Science Club.

A member of the Dean's List and National Dean's List, Sharon was also a President Scholar and received a Regent's Scholarship. She also received the Peat, Marwick, Mitchell and Company Accounting Scholarship. She was a member of Beta Gamma Sigma honorary business fraternity and Phi Kappa Phi national honorary society. While at Lindsey Wilson College, she received



Sharon K. Waggener

the Valedictorian Scholarship.

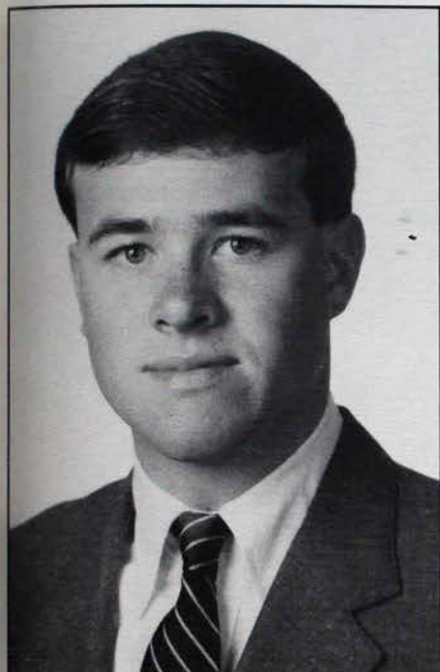
While a student at Western Kentucky University, she worked for Arthur Andersen Accounting Firm and future plans include continuing to work for Arthur Andersen.

A Life Member and a November, 1983, initiate of Eta Iota Chapter at Nicholls State University, **WILLIAM J. RIVIERE**, is the Collegian of the Year nominee from the Gulf South Region. A Finance major, Bill has maintained a 4.0 grade point average while at Nicholls State.

While a member of Eta Iota Chapter, Bill has served as President, Chancellor and was the chapter's Delegate to the 35th Grand

Chapter Congress in Dallas.

While at Nicholls State University, he has been a member of Rotaract, an organization affiliated with the Rotary Club, and has been a member of the Nicholls State Financial Management Association. In addition, he has been a member of the Accounting Society and the Nicholls State Honors Student Association. He has served as a member of the Business Administration Advisory Committee and was named to Phi Eta Sigma and Alpha Lambda Delta, freshmen honor societies. He is also a member



William J. Riviere

of Beta Gamma Sigma, the honorary business fraternity.

Bill has been named to Who's Who Among Students in American Colleges and Universities in addition to being named to the National Dean's List. He was also his high school's Valedictorian.

After graduation in May, 1987, he plans to enter the law profession specializing in insurance defense work.

HARRY E. BLOUNT, is the Great Lakes Regional nominee for Collegian of the Year. A Finance major at the University of Wisconsin at La Crosse, maintaining a 3.6 grade point average, Harry was initiated

into Eta Rho Chapter on April 12, 1985. As a member of Eta Rho Chapter, he served as Chancellor.

Active in other organizations on campus, he served as the finance department representative to the College of Business Student Advisory Council and was also a member of the National Residence Hall Honorary Club. He was a member of the University of Wisconsin-La Crosse Chiefs Marching Band and was involved in intramurals as a co-ed softball coach. In addition, he was Secretary for the Finance Club and was a member of the Computer Science Club. Harry was named to Beta Gamma Sigma, the honorary business fraternity, and Blue Key honorary fraternity. He was also a member of Upsilon Pi Epsilon, the computer science honorary fraternity. He was also named to the Dean's List.

While at the University of Wisconsin-La Crosse, he worked as a credit clerk for the G. Heileman Brewing Company and worked as a resident assistant in the Housing Office while financing 100% of his education. His future plans include working in an investment area.

CHRISTINE E. MILLER, an April 29, 1984, initiate of Alpha Iota Chapter at Drake University, is the Collegian of the Year candidate from the North Central Region. While majoring in Marketing, Christine maintained a 3.5 grade point average.

A Life Member, she was elected Pledge Class Vice President and served on several committees including the Fund Raising Committee, Pledge Relations Committee and Discipline Committee. Elected Vice President for Pledge Education, Christine also served as Senior Guide and was co-chair for Career Day.

While at Drake, she served as Floor President and Hall President for Goodwin-Kirk Residence Hall. She served on the Executive Council for the Drake Chapter of the American Marketing Association and was also a member of Residence Hall Association Council. She served as Chairman of the Council informed about Careers and was also a member of the Drake Insurance Society.

Named to the Dean's List, Chris-

tine was also named Outstanding Undergraduate of the Year in the School of Business at Drake University her junior year. A member of Mortar Board, the national senior honorary society, and Omicron Delta Kappa, the national leadership honorary society, Christine was also named to Who's Who Among Students in American Colleges and Universities. In addition, she was named to the national residence hall honorary, which recognized the top one per cent of students living in residence halls.

While at Drake, Christine worked



Harry E. Blount

as a resident assistant and had an internship with IBM as a Branch Support Assistant. She also worked at Baker's Shoe Store in Des Moines and at Ludwig Pharmacy.

A Management major with a 3.6 grade point average at the University of Texas at Arlington, **DEBBIE SANDERS MUNSON**, is the Collegian of the Year nominee from the Southwestern Region. After receiving an Associate of General Studies Degree at North Harris County College and attending the University of Houston, Debbie

(See COLLEGIAN on page 26)

(REGIONALS from page 5)

Right, Brothers from Epsilon Theta Chapter at California State-Chico reviewed clues during the "Whodunnit Party" at the Western Regional Conference.

Below, Brothers from Delta Sigma Chapter at Loyola Marymount enjoyed the pool during a break at the South Pacific Regional Conference.



the case in 1984, the fraternity's initiation Ritual was performed during a few Regional Leadership Conferences with the initiation of some Honorary Members. Of note were Honorary Member initiations at the Southeastern, East Central and Western Regional Leadership Conferences. At the Southeastern Regional Leadership Conference in Atlanta, Mr. Chilton W. Ellet, President of Ellet Brothers, the largest distributor of hunting and shooting accessories with 60 million dollars in annual sales, was initiated as an Honorary Member. The previous weekend, Mr. Allan W. Lindahl, Assistant Corporate Secretary/Treasurer and Accounting Manager for American Electric Power, was initiated at the East Central Regional Conference in Canton, Ohio. In addition, Mr. Bruce Beery, Vice President of Educational Services of Junior Achievement of the Bay Area, Inc., was initiated at the Western Regional Leadership Conference in South San Francisco. The highlight of each Leadership Conference, served to further strengthen the fraternity's commitment and ties to business and education and the recognition of outstanding busi-

ness and education leaders around the country.

Delta Sigma Pi continued its relationship with Junior Achievement by presenting several seminars on Junior Achievement and its various programs. Many chapters related their experiences and involvement with Junior Achievement and the many ways in which a chapter of Delta Sigma Pi could be involved with Junior Achievement were presented.

The Regional Leadership Conferences also provided the opportunity for several awards to be presented. The awards that were presented during these meetings are highlighted elsewhere in this issue.

The 1986 Regional Leadership Conferences will be remembered for many things, but the most important memory will be of the new fraternal relationships which were made. These fraternal friendships help to promote that kind of interaction between collegiate and alumni members and among chapters that have made Delta Sigma Pi the professional business fraternity for the past 79 years.



Above, Donald Beeler served as the Keynote Speaker during the North Central Regional Conference in Minneapolis.

Left, Bernie Kosar, quarterback of the Cleveland Browns, visited with some Brothers from Theta Tau Chapter at St. Cloud State during the North Central Regional Conference. He and the Browns were in Minneapolis that weekend to face the Minnesota Vikings.



the chapters speak

NORTHERN PROVINCE

EASTERN REGION

SUNY-Buffalo

ALPHA KAPPA—Alpha Kappa Chapter is off to a great year. After losing a large number of our Brothers to the business world, we are lucky to have so many new dedicated Brothers. The strong Brotherhood in our chapter brought alumni from all over the state to attend our summer picnic at Beaver Island State Park.

Nineteen Brothers, two pledges and three alumni attended the Eastern Regional Conference held in Binghamton last October. This was the highlight of the semester and an extra-special trip for all those returning to Binghamton, where we helped Kappa Lambda Chapter celebrate their Fifth Birthday last year.

Our professional activities have kept us very busy. The tours of the Mayer Brothers Apple Cider Mill and the Power Vista at Robert Moses Niagra Power Project were very informative, as were "The New Massey Tape". Of course, we can't forget our Annual Car Wash and Sweatshirt Sale necessary for the Spring Dinner Dance, which we are all looking forward to.

—*Felicia Perlman*

Suffolk

DELTA PSI—Professional activities planned last semester included a tour of the Federal Reserve Bank of Boston, a presentation of a speaker from a local advertising agency and a tour of the Anheuser-Busch factory in Merrimac, New Hampshire. A tour of Boston's new World Trade Center and attendance at the Walt Disney World College Program Presentation for business students rounded out the professional program for last semester.

In terms of social and fund raising events, the Brothers worked hard toward the organization of Suffolk's big Halloween party where about 400 people attended. A credit card drive helped to raise money and many students were accepted for various credit cards. A cookout for the pledges, collegiate and alumni members was also held earlier at the Esplanade along the banks of Boston's Charles River.

The biggest community service project planned at the school was the Thanksgiving food drive for the Salvation Army. We also collected money for donation to the *Boston Globe's* Santa Fund which raised money for poor families at Christmas time.

All of us who attended the Eastern Regional Conference in Binghamton, New York, had lots of fun meeting new Brothers.

—*Dennis Rossetti*



Pete Vivencio, Andy Smith, Andy Thiele, Guy de Chimay and Jim Bates represent Alpha Kappa Chapter at SUNY-Buffalo in their basketball game against rival Beta Alpha Psi.

C. W. Post

ZETA OMICRON—The Eastern Regional Conference has long since ended, but we all have fond memories of the weekend spent in Binghamton, New York.

The conference was extremely enjoyable and informative. We learned new fraternity policies and attended seminars which dealt intensely with different subjects.

To add to the magic of the weekend there was extreme excitement over the World Series. Throughout the banquet, scores were announced which caused much spirit among the Brothers, certainly among those in our chapter.

The conference gave us the opportunity to meet with Brothers of other chapters in our region. As a result, we have enjoyed many roadtrips and functions. We look forward to doing it again. See you in New Orleans.

—*Elyse Berman*

SUNY-Albany

ZETA PSI—The Brothers of the Zeta Psi Chapter were very proud of an extremely productive fall semester. Our 12th Annual Career Day, which drew 40 firms and more than 1,000 students, was the most successful Career Day in the history of Zeta Psi Chapter.

During the fall semester, Zeta Psi Chapter hosted a faculty-Brother Brunch. This was a part of our ongoing effort to better relations with our faculty Brothers. A good turnout and a speech by Vincent O'Leary, President of the university, made the event a success.

This year, Zeta Psi Chapter is also proud to announce that on April 25, 1987, we will celebrate our 20th Anniversary as a chapter of Delta Sigma Pi. Our chapter members and over 500 alumni from our chapter are looking forward to the festivities and are ready for a great turnout.

—*Angela Ingrate*

Connecticut

THETA IOTA—One aspect of our chapter program receiving special attention this year is professional activities. Highlights of the program include speakers from Xerox, Arthur Young and Insilco. We have also sponsored an interviewing seminar and toured a local business.

This is not to say that we are all business. Our social calendar is kept full thanks to Social Chairperson Andy Goldstrom and his committee. Scheduled events included a hayride, Big Brother/Little Brother pizza party, boxer shorts party and Halloween party.

Our major fund raiser for the season was a raffle organized to help cover the costs of these events. Who can resist the chance to

the chapters speak



Brothers of the Eastern Region attended the Eastern Regional Beach Party last summer at Lido Beach on Long Island.

win a trip to the Bahamas?

Of course, the major event of the fall semester was the Eastern Regional Conference. We would like to congratulate our Advisor, Dr. Hugh O'Neill on being named the region's Most Outstanding Chapter Advisor. Seventeen collegiate Brothers and many alumni were present to congratulate Dr. O'Neill on an award that is very much deserved.

—Kim McCarron

Siena

THETA UPSILON—This past semester has been one of transition for the Theta Upsilon Chapter at Siena College. By agreeing on a new set of comprehensive goals, we have left behind those things which have not enhanced the chapter and moved on to new ones that we think will.

We wanted more alumni involvement, so we held our first Pledge/Alumni/Brother football game. Diversification of the professional program was another goal. Thus far, the professional committee has hosted tours, speakers and a film, and they are currently putting the finishing touches on a second "Dress for Success" fashion show. There are also several Brothers who have been working with our local Junior Achievement. These Brothers have acted as product judges, participated in seminars and have taught over 100 local elementary students "Business Basics".

Our chapter, complete with our 10 newest Brothers, hopes to see these positive steps become long-standing traditions.

—Christine Casale

SUNY-Binghamton

KAPPA LAMBDA—We enjoyed hosting the Eastern Regional Conference that took place during the weekend of October 24-26, 1986, at the Holiday Inn-Arena in downtown Binghamton, New York. There were over 150 representatives from all collegiate and alumni chapters in the region that participated in the seminars and up to 200 people attended the Regional Conference Banquet. Kappa Lambda Chapter is proud that the majority of our new Brothers attended. Several national officers, including: Past Grand President Richard J. Parnitzke, Northern Provincial Vice President Thomas E. Sheely and Chapter Consultant Mitchell B. Simmons, were in attendance. We were honored that Jane Klir, the Eastern Region Collegian of the Year, and several Kappa Lambda Chapter alumni joined us during this special weekend.

In addition to the Regional Conference activities, the First Biennial Alumni vs. Collegiate Touch Football Game which took place on Sunday following the Regional Conference. We generated a lot of enthusiasm and spirit that weekend.

—Lisa Lipset and Melinda Thomas

Boston

The Boston Alumni Chapter, still rolling from its very successful Happy Hour on September 19th, is busily planning activities for the new year. From a tour of the Federal Reserve Building, to attendance at Patriots games, to our 73rd Annual Super

Bowl party, to our Newport Mansion Tour, we have it all covered.

Are you moving to Boston? Welcome to the club. Many of our membership, including Gayle & Jim Gerhardt, Beth Milik, Maggie Elliott, Ann Baumer, Karen Kimbrough, Denise Morrison and Cherrill Elgby have all recently moved to Boston. The Boston Alumni Chapter is ever changing with new members and new ideas from around the country. Every new member makes his/her own unique contribution, which makes fraternalism in Boston a constantly fresh experience. If you are coming to Boston, please contact us. Your membership and views are welcome. The chapter's address is Post Office Box 7240, Quincy, Massachusetts 02269-7240, or call Nick Steinkrauss at work (617) 364-9000, extension 338, or Gayle Gerhardt at home (617) 471-1966.

Many Boston Alumni Chapter members supported this year's Eastern Regional Conference at Binghamton, New York, by being in attendance. We enjoyed seeing our regional Brothers and this terrific event.

—Richard Steinkrauss

Long Island

The Long Island Alumni Chapter started out its activities last fall with our Annual New York Jet Tailgate party which ended with a thrilling 51-45 overtime win over the Miami Dolphins. On October 13, many of us drove down the New Jersey turnpike to Philadelphia to watch the New York Mets play the Philadelphia Phillies. Of course, no review of last fall would be complete without mentioning the Eastern Regional Conference which was held in Binghamton. This was homecoming for many alumni since a large number of our Brothers are Kappa Lambda Chapter (SUNY-Binghamton) alumni. The conference featured Broome County Executive Carl S. Young as the banquet speaker. Past Grand President Richard J. Parnitzke also gave a motivating seminar on alumni programming. Over 20 Long Island Alumni Chapter members made the trip to Binghamton and renewed the bonds of Brotherhood that began during our collegiate days.

We would like to thank the 110 Brothers that traveled to Long Island to attend the Eastern Regional Beach Party. A special thanks to Long Island District Director Rich Wolf for hosting the Long Island Alumni Chapter Beach Party at his house at Breezy Point.

We meet at the Treehouse Inn Located in Merrick, Long Island, once a month. Please call me, and by all means join us.

—Reece Oslinker

New York-Metropolitan

The New York-Metropolitan Alumni Chapter extended a very big welcome for

the chapters speak

the Brothers who were in New York City last summer for Liberty Weekend. Brothers came from San Francisco, Boston and other parts of the country to join us for the celebration. We hope you had a good time and we extend an invitation for you to come back and visit us soon.

We would also like to thank all of you that came down for the Eastern Regional Beach Party. One hundred ten of you decided that a day in the sun was worth the long rides (right Buffalo?) from all over the state. This event will now become an annual event and we look forward to seeing you next year.

One of the highlights of last summer was the Leadership School held at Siena College. Thirty Brothers attended what turned out to be an informative and innovative new approach to leadership development.

Among several activities, we especially enjoyed our recent Christmas party held in Manhattan. We are also looking forward to the alumni investment seminar to be held in Atlantic City.

If you are in the New York area, please call us. We are always looking for new Brothers who move into the area. For more information, call: Caryn Marcus at (212) 673-4172 or Roger Leider at (718) 429-6971.

—Roger P. Leider

MIDEASTERN REGION

Johns Hopkins

CHI—Chi Chapter at Johns Hopkins University had an enthusiastic recruiting program at the start of the fall semester. We employed a face-to-face contact method, approaching students registering for classes at our campuses at Homewood and Columbia. Setting up a table at the end of the registration process, Chi Chapter Brothers and Baltimore Alumni Chapter Brothers greeted all passing students and asked, "Are you a business student?" When the answers were affirmative, we countered with "Let us tell you about Delta Sigma Pi", gave them a short oral summary about the value of becoming a Deltasig, handed them the professional education schedule for the year and an invitation to call one of the Brothers for more information. We also had them sign a roster showing their address and business and home telephone numbers. We listed on computer the 113 prospective members for future reference and distributed copies for our Brothers to initiate telephone calls. After our recruiting function, we ended up with a class of 14 pledges, a number greater than any semester effort in recent history here.

—Jerome P. Bukovsky, Jr.

Maryland

GAMMA SIGMA—The Brothers of the Gamma Sigma Chapter are proud to announce the new format for our Pledge Education Program. Innovative techniques have been implemented with concentration on interviews, unity and professionalism. It was a long, hard struggle, but the spirits of the Brotherhood were lifted when Chapter Consultant Todd Whisenant gave our new program an "outstanding" rating. Special congratulations to our Vice President for Pledge Education Eleni Pallas.

Last semester began with nine representatives attending the Mideastern Regional Leadership Seminar at Penn State and 11 Brothers representing our chapter at the Mideastern Regional Conference in Philadelphia. We hope that the friendships made on these trips will be even stronger when we meet once again in New Orleans.

Ongoing events of our chapter include our resume workshop, tutoring for the Dean's Council and the Business School's Peer Advising Program. We have also arranged visits from the Parks Sausage Company's President and CEO Raymond Haysbert Sr., and the Executive Secretary of the National Labor Relations Bureau, John Truesdale. We are also looking forward to visiting the Broody Vineyards in Delaney Valley, Maryland.

—Charles W. Riordan

Philadelphia Textiles

ETA XI—The Brothers of the Eta Xi Chapter co-hosted the Mideastern Regional

Conference with the Brothers of Omega and Epsilon Sigma Chapter at Temple University and LaSalle College, respectively on September 26-28, 1986, at Dunfey's City Line Hotel in Bala Cynwyd, Pennsylvania. In attendance was Grand President John Henik, Mideastern Regional Director Mike Wilson and District Directors Vicky Caruso and Mike Spadaro.

The chapter sponsored several activities last semester including providing assistance to the Philadelphia Cerebral Palsy Association. The Brothers donated their time by making phone calls to secure donations. We also toured the Philadelphia office of Merrill Lynch, Pierce, Fenner & Smith, Inc.

The chapter also sponsored the Annual Rose Banquet on November 22, 1986. The chapter also received second place in the tailgate party competition which was held during Philadelphia Textile's Homecoming on October 18, 1986.

—Andy Cherry

EAST CENTRAL REGION

Ohio State

NU—Nu Chapter at Ohio State University is setting its sights on a year of growth and continued enthusiasm. All Brothers are eager to prove to "those chapters up North" that Nu Chapter will give them some strong competition for "Most Outstanding Chapter" this year.

We've seen a lot of new faces this past year, with a 1986 spring initiation of 21 new Brothers. With another large pledge



Collegiate and alumni members of Nu Chapter at Ohio State University enjoyed the chapter's Rose Formal last spring in Columbus.

the chapters speak



Professor James Bartos, Faculty Advisor, back row center, stands with some of the 15 member Chinese Trade Delegation who recently visited Nu Chapter at Ohio State University.

class about to enter Brotherhood, Nu Chapter is really on the move.

Speaking of being on the move; we are planning a three day trip to Washington, DC, this month. It will include an Air Force Systems Command Headquarters tour by means of Brother Kim Clark's father.

Last quarter was an eventful one for Nu Chapter. We celebrated Founders' Day (and Homecoming) with a number of our alumni and many Brothers who attended the East Central Regional Conference, as well as visiting other chapters in Ohio. It was great to meet so many Brothers from other chapters. You are more than welcome to come visit us any time!

—Anne E. Christian

Ohio

ALPHA OMICRON—Alpha Omicron Chapter of Ohio University escaped from Athens last spring to Boston for our professional five day trip. There, we toured Digital Electronic Corporation and Reynolds & Reynolds.

This academic year opened with two speakers and two tours to companies in Ohio. During Homecoming weekend, we welcomed alumni with a tailgate party followed by a cookout. We celebrated Halloween with children from the Little Rascals Day Care Center.

Fall quarter closed with the initiation of 13 new Brothers. We are happy to announce that the Area Conference will be at Ohio University this February. Hope to see you there!!

—Susan B. Cahill

Miami

ALPHA UPSILON—We are proud to announce the completion of a very successful second annual summer reunion. Our Brothers from all areas of Ohio managed to take a few days off from challenging internships (or intense sunbathing) last summer to congregate at a state park for a weekend of fun, games and to get excited about a busy year ahead.

So far that is just what it has been—busy! Our most exciting event last semester was our annual extended tour/get away. Through our successful fund raising activities (one of them being a raffle for an all expense paid trip to New York City including fine dining and a Broadway Show), and many months of planning, we were off to Chicago. We visited the busy trading floors of the Mercantile Exchange and the Chicago Board of Trade. The most exciting event for the Brothers of Alpha Upsilon Chapter, though, was to participate as the audience for the cable television question and answer show called, "Stocks, Options and Futures", with host Ira Epstein. Finally our chance to practice our business expertise by asking the guest speakers challenging questions. The show airs in the midwest states, but also reaches California, Florida and Canada. Did any Brothers see us?

The Brothers of Alpha Upsilon Chapter had a very busy fall and hope that other chapters across the nation had an equally exciting semester.

—Sharon Knowlton

Kent State

BETA PI—Greetings! The year 1986 has been a year of growth and change for Beta Pi Chapter. We added 22 new Brothers last fall and will be implementing a new pledge education program in 1987.

Some of our fall activities included touring Brimfield Press of Ohio and the Cleveland Federal Reserve Bank. We had an excellent list of speakers including Jerry O'Hara, a certified graphoanalyst, Jim Woods of Merrill Lynch and Jeff Perry of Ernst & Whinney.

A few other activities included a children's Halloween party, visits to a local retirement home and, of course, another great night of broomball.

Beta Pi Chapter wishes our graduating seniors a successful future and continued Brotherhood and unity to all chapters in this new year!

—Dawn Roberts

Akron

THETA KAPPA—Some of our chapter's major events last semester included staffing the Barberton Jaycees Haunted Mansion for 18 nights as our major fund raiser of the semester. Another exciting time was had by the 25 Brothers who attended the East Central Regional Conference held in Canton, Ohio. At the conference we experienced a great sense of Brotherhood and were honored to meet our Grand President, John V. Henik and Assistant Executive Director, Michael T. Walsh. Theta Kappa Chapter was also very proud to initiate Allan Lindall, of the Ohio Power Company, as an Honorary Member during the conference. The highlight of last semester was Gerry Faust, Head Football Coach at the University of Akron who spoke on the topic, "College Football is a Big Business".

Theta Kappa Chapter would also like to extend its congratulations to Brother Tom Bauer who was named District Director of the Year and Alan Brunton who produced a music video which was entered into a video contest that will be aired on MTV.

—Diane M. Provost

Xavier

THETA LAMBDA—Theta Lambda Chapter at Xavier University would like to report that until this past semester, interest in our organization had slowly deteriorated. We now have begun to rebuild Theta Lambda Chapter. The members of Theta Lambda Chapter would also like to put the chapter back into good standing at Xavier University, as well as with the national fraternity.

Many activities are underway including: credit card application sign-ups, profession-

the chapters speak

al speakers and tours, and community service projects. Finally, extensive publicity is being undertaken to get our name better known on campus. Theta Lambda Chapter is motivated to fulfill our goal of chapter improvement.

—Allison Simmons

Bowling Green State

THETA PI—The chapter began last semester with the recruiting of 21 enthusiastic new members. They are very dedicated and will prove to be assets to the continuance of Theta Pi Chapter.

Professional activities in the chapter have included a tour of the Federal Reserve Board of Cleveland and the Dana Corporation, plus various lectures. As always, the coffee table has proved to be our main source of income besides serving as a social meeting place. Community service events consisted of a Halloween party for the elderly and a football game with delinquent teenage boys. Also, the Homecoming-Alumni Reception and the Founders' Day Halloween party provided much fun and excitement.

Currently, Theta Pi Chapter has 77 Brothers and expects to recruit several more pledges. While we may be large, we pride ourselves on maintaining a close Brotherhood. We are constantly looking for ways to improve and expand the realm of our chapter.

—Patricia C. Van Poppell

Robert Morris

IOTA TAU—The Iota Tau Chapter kicked off last semester with a bang. The chapter sponsored a Mudwrestling fund raiser for MDA. This event was campus wide and raised a great deal of money for our contribution to MDA. Our recruiting was successful last semester with 12 new members. They added to our chapter of 14 Brothers.

Our professional program has been good with speakers from WBZZ Radio, Monti Asti Buick on preferred financing and a tour of a local winery.

This semester is looking very bright with another large pledge class and our Spring Formal with Lambda Chapter at the University of Pittsburgh. Our officers are looking for new and exciting activities for making Delta Sigma Pi at Robert Morris College number one again! Hope to see you all at the Grand Chapter Congress in New Orleans!! At Robert Morris we are "IT"!

—Harry Leckemby, Jr.

Cincinnati

Was you ever in Zinzinnati? Well if you were, you should have joined us at one of



The Brothers of Alpha Omicron Chapter at Ohio University stuff envelopes with discount coupons for distribution to students as a part of their "Goody Bag" fund raising project.

our monthly activities. Some of the social events we have planned are a Holiday Potluck Dinner, Racquetball/Wallyball Sports Night, Comedy Show and Ski outing.

Last summer we challenged the alumni from Cleveland and Akron to the first annual Brothers sports challenge. They didn't stand a chance against Cincinnati's finest. We're looking forward to this year's challenge!

Interested Cincinnati area Brothers, please call Missy Sause (513) 874-1602. Come join us!

—Michele L. Sause

Cleveland-North Coast

The Cleveland-North Coast Alumni Chapter is off and rolling through its fourth year with new President Thomas Gauch implementing new ideas and procedures. The chapter has been using several fresh approaches in its social programs by discarding the old practice of "reserving" a spot for a particular event. We are simply saying now, "If you want to have fun, just show up and we will be there!" So far, it's worked quite well.

We are still very much involved with the local area collegiate chapters. If you have graduated or relocated to this fantastic area, please notify us at: Cleveland-North Coast Alumni Chapter, P. O. Box 14081, Cleveland, Ohio 44114. See you in New Orleans!

—Thomas C. Bauer

Columbus

Since reorganization last year, chapter officers and members travelled extensively throughout the region attending, and actively participating in Area and Regional Conferences (including presenting nine seminars), the National Executive Committee meeting, District Director and national committee meetings and various regional collegiate chapter initiations and functions.

We hosted, organized and produced the videotaping of the Summer Leadership School. Grand President Henik, along with a number of national officers, visited during the year. We also co-sponsored highly successful events with Nu Chapter including: a Founders' Day Dinner, Hayride, Softball Game (tied!!) and the chapter's 65th Anniversary celebration attended by over 50 alumni.

Our membership grew from 15 to over 60 in the year and our quarterly newsletter continues to improve. Any Brothers visiting or moving to Columbus are cordially invited to call Allan Cameron, President, at (614) 457-5700 for details of meetings, membership and forthcoming activities.

CENTRAL REGION

Michigan

XI—Xi Chapter at the University of Michigan had the honor of hosting the Cen-

the chapters speak



The officers of Theta Pi Chapter at Bowling Green State University spent last summer's retreat along Lake Erie.

tral Regional Conference in Ann Arbor, Michigan, on October 25, 1986. Deltasigs of Xi Chapter registered incoming Deltasigs from across the Central Region and provided tours of the University of Michigan, Graduate School of Business Administration. Representatives of Xi Chapter were also present at the Central Regional Conference.

Xi Chapter has also been concentrating on several fund raising activities. Our sweatshirt sale in October raised \$600. We also sold binders in early January. Currently, Vice President for Pledge Education Steven J. Price is organizing a spring break trip to Fort Lauderdale, Florida, in which Xi Chapter will receive a portion of the proceeds for each ticket sold. Money from these fund raisers helped us send representatives to the Central Regional Conference, finance our December Pledge Formal and will help us finance our April Pledge Formal.

—Katherine M. Buczkowski

Indiana-Bloomington

ALPHA PI—The Alpha Pi Chapter began its 1986 spring semester by welcoming 24 very enthusiastic pledges. The new pledge class spent an adventurous weekend touring The Central Office during their "road trip" to Oxford, then returned the following day to prepare for a 12-hour Dance-a-thon as part of their fund raising effort. In addition to numerous presenta-

tions throughout the semester, we also toured the Oliver Winery owned by one of our alumni.

In the fall we welcomed back many alumni for Homecoming weekend and started off the festivities by participating in the Homecoming parade for the second year. Our chapter enjoyed friendly competition while raising money for Junior Achievement, as we participated in their second annual Bowl-a-thon. In late October, some of our Brothers experienced a weekend in Ann Arbor, Michigan, at the Central Regional Conference. Later that week we helped to throw a Halloween party for the Girls' Club and also children in the Bloomington Hospital. Professionally, we heard a variety of speakers from companies such as IBM and Procter & Gamble. At our Annual Rose Dance in December, we celebrated the initiation of another terrific pledge class, while remembering our heritage by inviting our alumni to the dance.

—Laura J. Sandquist

Wayne State

GAMMA THETA—The Brothers of Gamma Theta Chapter began last semester concentrating on recruiting which resulted in the initiation of an excellent pledge class. We were proud to present an outstanding professional calendar to the Wayne State community. Our program was highlighted by Dr. W. Edwards Deming, who spoke on productivity and quality control and

John T. Malloy, the author of "Dress for Success".

We increased our efforts this year to improve alumni relations by conducting a survey of the alumni and by continuing to keep them informed of our activities.

Twenty-six of our Brothers attended the Central Regional Conference in Ann Arbor, Michigan, which gave us the opportunity not only to see some of our own alumni, but members of other chapters as well. We hope to continue improving the relationship with our alumni throughout the spring semester with the help of our new District Director Fred Lipsey.

—Gabrielle A. Frijters

Indiana State

DELTA TAU—After a very successful recruiting effort last semester, we initiated 15 pledges to add to the quality of the chapter. Many long and dedicated hours by both members and pledges were spent building a float for the nation's largest student-sponsored Homecoming parade. Since the float was not being judged, a stereo wired to a car battery played "Taking Care of Business" to capture the attention of the crowd.

Delta Tau Chapter went to Indianapolis on October 3-4. We toured Union Station and its Holiday Inn. After spending the night at the Hyatt Regency, we went to the Indiana State-Ball State football game in the Hoosier Dome. Other professional functions included a tour of the U.S. Federal Penitentiary south of Terre Haute. Weston Paper Manufacturing was the sight for our second tour, where we saw corrugated cartons being manufactured.

Our Christmas Dance on December 6 was the last event of the semester. We are all excited about this semester and wish all Deltasigs a successful 1987.

—Lori Bowman

Ball State

EPSILON XI—Epsilon Xi Chapter at Ball State University began the year on a strong note by earning over \$1,500 from our annual beer sign sale. Under the leadership of Senior Vice President Jay Bota, the chapter successfully recruited more than 35 pledges. Participating in the initiation last quarter was our new Faculty Advisor, Dr. Grant Wells, Professor of Finance.

Earlier in the year, Epsilon Xi Chapter initiated Van P. Smith as an Honorary Member. Mr. Smith is Chairman of the Board and President of Ontario Corporation, which is a diversified company located in Muncie, Indiana, with subsidiaries in California, Florida, Texas and the United Kingdom.

(See CHAPTERS on page 22)

1986 NATIONAL AWARDS

Most Outstanding Chapter Award

National Winner

Midwestern Region
Iota Nu Chapter
Northeast Missouri State University



Regional Winners

Eastern Region
Alpha Kappa Chapter
SUNY-Buffalo

East Central Region
Theta Kappa Chapter
University of Akron

South Central Region
Zeta Upsilon Chapter
Virginia Polytechnic Institute

South Atlantic Region
Beta Eta Chapter
University of Florida

Southern Region
Zeta Theta Chapter
Western Kentucky University

Gulf South Region
Beta Psi Chapter
Louisiana Tech University

Great Lakes Region
Epsilon Omega Chapter
Eastern Illinois University

South Pacific Region
Iota Pi Chapter
San Diego State University

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 Central Region
Iota Omega Chapter
UNC-Greensboro

Southern Region
Eta Upsilon Chapter
University of West Florida

Gulf South Region
Eta Iota Chapter
Nicholls State University

Midwestern Region
Iota Nu Chapter
Northeast Missouri State University

Most Improved Chapter Award

National Winner

South Central Region
Kappa Nu Chapter
Longwood College



Regional Winners

Eastern Region
Kappa Lambda Chapter
SUNY-Binghamton

East Central Region
Theta Rho Chapter
Duquesne University

Southern Region
Gamma Zeta Chapter
Memphis State University

Gulf South Region
Beta Zeta Chapter
Louisiana State University

Intermountain Region
Gamma Iota Chapter
University of New Mexico

Most Improved Region

Western Region
Claire S. Roberts, Director

Highest Regional Chapter Efficiency Index Performance

South Pacific Region
William R. Kinsella, Director

District Director Of The Year Award

National Winner

South Central Region
Lynn E. Grubbs

Regional Winners

Eastern Region
Steven D. Kuptsis

Central Region
Michael E. Melinn

East Central Region
Thomas C. Bauer

South Pacific Region
Tani R. Chartier

Chapter Advisor Of The Year Award

National Winner

Western Region
Robert C. Barnes
Delta Pi Chapter
University of Nevada-Reno

Regional Winners

Eastern Region
Hugh M. O'Neal
Theta Iota Chapter
University of Connecticut

Central Region
Michael Koshuta
Kappa Phi Chapter
Valparaiso University

South Central Region
C. Kristine Harbour
Kappa Nu Chapter
Longwood College

North Central Region
Steven P. Addington
Alpha Epsilon Chapter
University of Minnesota

Midwestern Region
Elizabeth J. Mossop
Iota Nu Chapter
Northeast Missouri State University

Gulf Western Region
Jack T. Wallace
Eta Psi Chapter
University of Houston

the chapters speak

(CHAPTERS from page 19)

Vice President for Professional Activities Caryn Sparling has been working hard all year organizing tours and speakers. Recently the chapter members were fortunate enough to tour Delco Battery in Anderson, Indiana. The chapter is presently getting ready for the Annual Rose Dance which is going to be in Indianapolis this year.

On April 24, 25 and 26, Epsilon Xi Chapter will be celebrating its 25th Anniversary. Brother Tim Birky is organizing an informal party, a collegiate-alumni golf outing and a banquet to celebrate. In May, several Brothers will represent Delta Sigma Pi in Ball State's Bike-a-Thon, an annual bike race that raises money for charity.

—Steven R. Whalen

Indiana-Indianapolis

KAPPA SIGMA—On November 20, 1986, Kappa Sigma Chapter had the honor of hosting an appearance by the United States Army War College Current Affairs Panel from Carlisle Barracks, Pennsylvania. The panel tours universities to encourage a dialogue concerning national security matters of mutual interest to the Army War College and the civilian academic community. Some of the issues discussed were the Strategic Defense Initiative "Star Wars", terrorism, Central America and military spending.

We are very excited about the recent growth and improvements in our chapter. Organization and commitment have improved dramatically and we expect to initiate more new members this year than ever before. Things are looking up.

—Timothy L. Turner

Valparaiso

KAPPA PHI—Kappa Phi Chapter at Valparaiso University hosted its Second Annual Business Days with the College of Business Administration on October 28-29, 1986. It was very successful and all of our Brothers benefited from the activities.

In early September an alumnus of our chapter, Brother Tim Crockett, spoke to our prospective members about how Delta Sigma Pi has influenced his life since graduating from Valparaiso University. It was an inspiration to all of us. Our recruiting was a success, and we initiated 21 new members. This is just three short of our goal for the entire year.

With these events already behind us, Kappa Phi Chapter is excited about this coming semester. We plan to visit the Chicago Board of Trade and with Charlie Finley, former owner of the Oakland A's. We are also planning a spring picnic at the Indiana Dunes. On behalf of the Kappa Phi



Daryl Andrews, Lori Bowman, Melody Robinson, Steve Grinley and Christi Deeter ride Delta Tau Chapter's Float during Indiana State University's Homecoming Parade last fall.

Chapter, we would like to wish all Deltasigs a rewarding and successful New Year.

—Dawna R. Schultz

Purdue

KAPPA OMEGA—The Kappa Omega Chapter of Purdue University recently completed its fall semester with a formal Christmas dance. Other social activities throughout the semester included a festive Homecoming gathering and a Halloween costume party. Attending the Central Regional Conference in Ann Arbor, Michigan, however, was definitely the highlight of the year.

Our professional activities varied from a presentation by an FBI agent to attending labor grievance trials in Indianapolis. We created a new office titled, "Vice President of Financial Development", which led to successful fund raising projects like a beer sign sale and campus distribution of gift packs.

The chapter was also involved in community service projects like tree planting and participation in the Lafayette Junior Achievement program. We also held a bowl-a-thon with all the proceeds going to the American Cancer Society.

Finally, after three months of pledgship, the Brothers of Kappa Omega Chapter initiated the 20 member Eta Pledge Class. We congratulate and welcome these new Deltasigs into the Brotherhood.

—Christopher Komnick

Western Michigan

Another busy year is underway here in Grand Rapids. With our first major goal accomplished, the installation of a collegiate chapter at Grand Valley State College, enthusiasm has spread throughout the Brotherhood. When Lambda Xi Chapter at Grand Valley State celebrated Founders' Day with the alumni chapter, pride could be seen in everyone's faces. At the event, two Brothers were honored for outstanding service. Congratulations, again to Tony Fernandez and David Templeton.

This month the chapter is looking forward to a cross-country ski party. Later this year, a dinner/theater, a Round-Up, a wine and cheese party and a Octoberfest is planned, plus more. If you are residing in West Michigan or plan to be visiting here in the near future, don't miss out on the fun. You can contact us by writing to: Delta Sigma Pi, P. O. Box 3500, Grand Rapids, Michigan 49501.

—Dennis Nienhuis

FOUNDATION ANNOUNCES AWARDS FOR 1986

Serving the financial needs for the education of Deltasigs and their descendants since 1953, the Delta Sigma Pi Educational Foundation proudly presents the 1986 recipients.

Winners of the Delta Sigma Pi Educational Foundation 4-Year Undergraduate Scholarships are Juergen Michael Knoop and Catherine Ann Thrift. Mr. Knoop is a graduate of L. D. Bell High School in Hurst, Texas, and plans to major in accounting at the University of Texas at Austin. Upon graduation from college, he is considering attending law school.

While in high school, he was in several honors classes and was actively involved in the National Honors Society, German Club, Latin Club, Creative Writing Club, and the Raider Forensic League, of which he served as president.

His father, Juergen Justin Knoop is an alumnus of Gamma Phi Chapter at the University of Texas at El Paso and is a Life Member. He is employed with Bell Helicopter Textron as a Subcontract Evaluator and is also a member of the Rotary Club. His mother, Roswitha Knoop, is employed as a Stores Supervisor with Harris Graphics Corporation. She is a member of the Society of Logistics Engineers. He has one sister whose name is Corinna.

Catherine (Cathy) Ann Thrift is a resident of Gulf Breeze, Florida, and has been a resident of the State of Florida since the age of five. Ms. Thrift is a graduate of Gulf Breeze High School and is currently a

freshman at Auburn University in the pre-business curriculum. Cathy is interested in a career in banking or finance.

While at Gulf Breeze High School, Cathy was the winner of several awards including the P.R.I.D.E. awards in English, Mathematics, Science and Social Studies from the State of Florida. Gulf Breeze High School awarded her the Academic Excellence plaque. She was the recipient of the Gulf Breeze Optimist Scholarship 1986-87 and was a National English Merit Award winner. She was a member of National Honor Society, Mu Alpha Theta, the French Honor Society and the Jayettes. In addition, Cathy was a member of Gayfer's Teen Board from 1984 to 1986 and served as Treasurer in 1986. As a member of the Gulf Breeze United Methodist Church, she was a part of a clown and puppet ministry and youth representative to the Administrative Board, as well as an active participant in the youth choir.

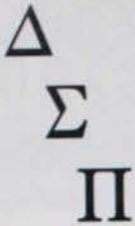
Cathy is the daughter of Mr. and Mrs. Raymond H. Thrift. Her father is an alumni member of Eta Upsilon Chapter at the University of West Florida where he is the Director of the Center for Cooperative Education and Placement Services. Her mother teaches language arts at the middle school level.



J. Michael Knoop



Catherine Ann Thrift



Educational Foundation

Expanding The Horizons of Deltasigs & Their Families Since 1953

The Delta Sigma Pi Educational Foundation was started on March 11, 1953. Our mission is to provide Deltasigs and their families with scholarships and grants in the field of business, and to engage in other educational projects in the field of business. Listed below are the current programs of the Delta Sigma Pi Educational Foundation. As the Foundation grows larger in both finances and members we will be able to improve these programs, and expand into other areas.

Foundation Programs

GRADUATE STUDY GRANTS

Grants of \$1,500 for graduate study are available to Deltasigs who have completed at least 75% of the undergraduate requirements for graduation. An applicant must be an undergraduate Brother of the Fraternity who has been a member for at least one year, or an alumni Brother in good standing. Applications are sent to all collegiate and alumni chapters, and Deans of Schools of Business.

UNDERGRADUATE SCHOLARSHIPS

Every year, a four-year scholarship of \$1,000 per year is awarded to a son, daughter, grandson, granddaughter, niece, nephew, brother or sister of a Deltasig in good standing. Applications are printed in *The DELTASIG*.

COLLEGIAN OF THE YEAR SCHOLARSHIP

The Delta Sigma Pi Educational Foundation offers a \$1,000.00 graduate study scholarship to the national winner of the Collegian of the Year annual competition. This scholarship is to be used no later than five years following completion of the Brother's undergraduate degree.

BIENNIAL SURVEY

The Delta Sigma Pi *Biennial Survey of Universities Offering an Organized Curriculum in Commerce and Business Administration* provides an invaluable service to the field of education for business. The survey is distributed to educators, the United States and other governments, and businesses.

THE DELTA SIGMA PI SCHOLARSHIP KEY

The Delta Sigma Pi Scholarship Key is awarded annually at each university where the International Fraternity of Delta Sigma Pi maintains a chapter. The key is presented to the senior who, upon graduation, ranks highest in scholarship for the entire course in the field of business at the university. Funding for this key is provided by the Delta Sigma Pi Educational Foundation.

**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, 1987 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 1987:

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 1987 and enter college in 1987. 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 216 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)

EDUCATIONAL FOUNDATION OFFICERS 1985-1987

President
Robert M. Drewniak

**Vice President for
Membership**
James L. Prescott

**Vice President for
Financial Aid**
Richard L. Schreiner

**Vice President for
Research & Development**
Marilyn D. Franson

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Leon S. Niles

MEMBERSHIP INFORMATION

Any Deltasig in good standing is eligible to join the Delta Sigma Pi Educational Foundation. Voting Membership is given once the total of your tax-deductible contributions reaches \$100. Make your check payable to the Delta Sigma Pi Educational Foundation and send it to Foundation Treasurer Leon Niles at 17010 Cairnlassie, Houston, Texas 77084.



transferred to the University of Texas at Arlington where she was initiated by Zeta Mu Chapter on March 31, 1985. A Life Member, Debbie was elected Pledge Class President and was also named Outstanding Pledge. She served Zeta Mu Chapter as Senior Vice President and Historian.

While at the University of Texas at Arlington, she was also President of the American Society for Personnel Administration and was a member of the Business Constituency

maintained a 3.6 grade point average. Initiated on November 17, 1984, by Eta Psi Chapter at the University of Houston, he served the chapter as Chancellor. He also received the Pledge Class "A" Award for receiving the best average on all pledge examinations.

While at the University of Houston, he was a member of the Baptist Student Union, serving on the Fellowship Committee and as Outreach Chairman. He was also a member of the Management Information Systems Student Organization where he served as a tutor and as a Teaching Assistant. Paul was also a mem-

of Denver, **RONALD A. FERNANDEZ**, is the Intermountain Region's Collegian of the Year candidate. A Management major, he maintained a perfect 4.0 grade point average at the University of Denver.

A Life Member, he served Alpha Nu Chapter at the University of Denver as President and Senior Vice President.

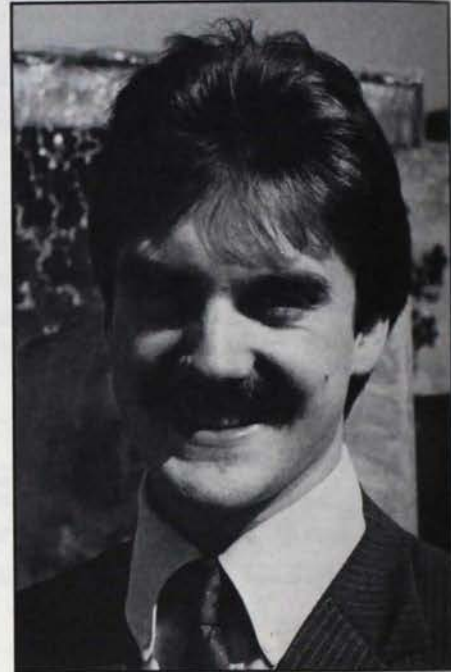
While at the University of Denver, he served as Vice President for the Junior Civitan Club and was a member of the National Honor Society. He also was a member of the Undergraduate Business Commission and the Financial Management



Christine E. Miller



Debbie Sanders Munson



Paul Timothy Patton

Council.

Named to Who's Who Among Students in American Colleges and Universities, Debbie also received her chapter's High Scholastic Award. In addition, she was named to Omicron Delta Epsilon, the honorary economics fraternity. While attending college, she worked as a new accounts clerk for MBank in Greenspoint and as a bookkeeping clerk for the Oak Forest Bank in Houston.

PAUL T. PATTON, is the Collegian of the Year nominee from the Gulf Western Region. A Management Information Systems major at the University of Houston, Paul

member of AIESEC, and the Academic Honesty Board of the College of Business Administration. In addition, he was a member of Large State Productions, another student organization at the University of Houston. Named to the Dean's List, Paul was a member of the following honorary fraternities: Phi Kappa Phi, Gamma Beta Phi, and Golden Key National Honorary Society.

Following a spring, 1987, graduation, Paul hopes to work in the area of systems analysis with a large corporation pursuing an MBA degree.

A January 26, 1985, initiate of Alpha Nu Chapter at the University

Association. He also participated in the Big Brother/Big Sister program.

A high school Valedictorian, Ron received the Alumni Scholarship from the University of Denver and was also named to the Dean's List. He was employed as a computer lab consultant at the Information Systems Center at the University of Denver and also was employed as a travel agent for the Inter Travel Association and as an assistant manager at the LaGuna Pubelo Mart, Inc.

His future plans include entering the information systems area and to pursue an MBA degree.

A Life Member and a November

5, 1983, initiate of Delta Omicron Chapter at San Francisco State University, **ADA ALICE ALBERT**, is the nominee for Collegian of the Year from the Western Region. After attending the University of California at Santa Barbara for two years, Ada transferred to San Francisco State University where she majored in Small Business Management and International Business, maintaining a 3.7 grade point average. In addition, she also studied French at the University of Paris, Sorbonne.

As a member of Delta Omicron Chapter, she was elected Pledge

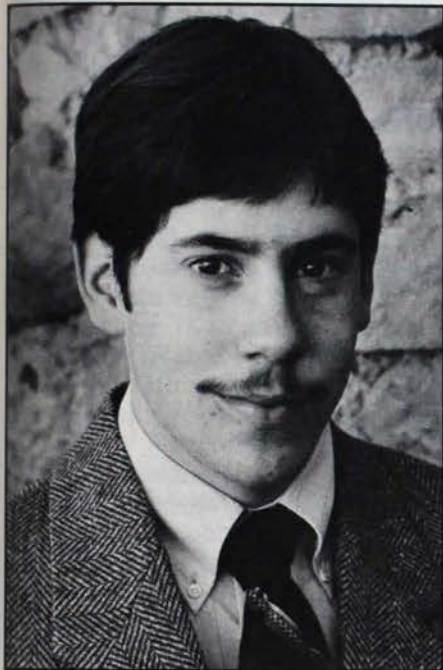
Center for Reading Improvement and was a Student Activities Coordinator.

Named to the Dean's List, she was a member of the Golden Key national honorary society. In addition, she was a member of the Alpha Lambda Delta freshman honorary society while at the University of California at Santa Barbara and was a high school Valedictorian.

While in college, she worked primarily for her family's restaurant and motel business, the Black Forest Lodge. She also worked part-time as a nanny. Her future plans include working in a management

Social Committee, Publications Committee and Alumni Interaction Committee. She served as Senior Warden and as Senior Guide on the Ritual Team and was the Alternate Delegate for Iota Upsilon Chapter at the 35th Grand Chapter Congress.

While at the California State University at Northridge, she served as a Teacher of Religious Education at St. Genevieve's and was a volunteer worker for the Jerry Lewis Telethon. Named to the Dean's List, she was a member of the Gold Key honorary society and Beta Gamma Sigma, honorary business



Ronald A. Fernandez



Ada Alice Albert



Diana T. Nichols

Class Vice President and was also elected President, Senior Vice President and Vice President for Professional Activities. She also served the chapter as Alumni Relations Chairman and Faculty Relations Chairman. In addition, she was a member of the Finance, Public Relations, Community Events, Professional Activities and Most Outstanding Chapter Award Committees.

While at San Francisco State University, she worked with Mothers Against Drunk Drivers and with the Shriners Hospital for Crippled Children. Ada also worked for the San Francisco State University

position in the tourism industry, eventually moving to Germany, Austria or France to continue her career.

DIANA T. NICHOLS, is the Collegian of the Year nominee from the South Pacific Region. A Finance major at California State University at Northridge, Diana maintained a 3.5 grade point average. Initiated on April 14, 1984, by Iota Upsilon Chapter, she was very active in chapter activities. Diana served as Vice President for Professional Activities, Secretary and Assistant Secretary. She also served on several committees including the Recruiting Committee, Retreat Committee,

fraternity. She received the Delta Sigma Pi Outstanding Service Award and President's Award. She also received the Elbridge E. Stuart Scholarship from the Carnation Company.

While attending college, Diana worked as an intern for Great Western Savings as a telemarketing consultant. She also worked for T. V. Fanfare in charge of proofreading final ad copy and was employed as a junior assistant manager for the Little Folk Shop, a retail establishment.

Her future plans include pursuing a career as a corporate financial analyst.

CRYSTAL-BALL GAZING

By Dr. Timothy D. Gover

*Some thoughts on the future
of banking in the 1980s
and beyond.*

In conversations I have had recently with commercial bankers, the question that invariably comes up is "what changes do you think will occur in banking in the future?" It is always somewhat difficult and dangerous to attempt to forecast the future. For one thing, no one can accurately predict the future, especially in the banking industry where many of the potential changes will depend upon federal or state legislation. Also, "crystal-ball gazing" can be dangerous because if the predictor is correct no one will remember, but if the "crystal-ball gazer" is wrong it seems that no one will forget!

With those thoughts in mind, I will attempt to make an "educated guess" of what I see in the future for banking. Some may dismiss most of the predictions as coming from "the ivory tower" by one who has not ventured beyond the ivy-covered walls. While those individuals may have some justification for their typical reaction to what a col-

lege professor might say, it should be pointed out that this author, while having taught banking and finance courses for nearly 25 years, has had frequent contact with bankers and has served as director of various financial institutions for over 15 years. Thus, many of the predictions made in this article are the result of the thinking of numerous individuals. It should be pointed out, in fairness, that not all do or will agree with all the predicted changes I foresee.

Before we proceed, a moment should be spent in defining what the author means by "the future". The comments made in this article are basically confined to the decade of the 1980's. The astute reader will realize that some of the predictions will come in the middle part of the decade; other changes will develop in the latter part of the 1980's; and some may not come about at all.

The days of the staid never-changing banking industry are certainly now gone—if they ever existed at

all. To even the casual observer, or typical bank customer, it must be evident that banking is changing. Some observers may argue that such change is for the better; others would propose the changes are not good. Still other observers are so busy trying to keep up with all of the changes that they may claim to have no time to contemplate those changes. Some of the observers in this latter category may be the bankers themselves.

A few years ago, banks basically provided demand deposits and pass-book savings. Then came the various certificates of deposits followed by the money market certificates, the variable rate certificates, the NOW accounts, and money-market deposit account, to name a few.

There has been much discussion in the banking community concerning the value of these newer accounts. Some bankers are of the opinion that there would have been more disintermediation without the newer higher-rate accounts. Few, if

any, bankers are happy about paying the higher rates, but what would have been the consequences without the accounts? At least with these accounts the banker has a better opportunity to balance the assets with the maturity of the deposits.

A major culprit in capturing much of the deposit outflow from banks has been the money market mutual fund. A criticism from the banks is that such funds are basically unregulated. Some bankers might compare this situation with playing against a stacked deck. At various times there have been proposals which would place restrictions on money-market funds. With the decline in interest rates generally this does not presently seem to be a major issue. However, if interest rates do increase significantly in the future, this author believes that there will be a clamoring for restrictions on money-market mutual funds.

Most banks have embraced the Negotiable Orders of Withdrawal (NOW) accounts, though some less eagerly than others. The NOW accounts allow the banks to compete more effectively with savings and loan associations and credit unions. Some banks are actively promoting the NOW accounts while others have them available, but have done little or no promotion of them. The experience of many banks has been that funds previously held in demand deposit accounts were transferred to the interest-bearing NOW accounts. Thus, banks are in many instances paying interest on money they previously held in non-interest bearing accounts. In many cases, banks reported relatively little "new" money coming into the bank and being deposited in NOW accounts.

For many years there has been an on-going discussion regarding the merits or demerits of allowing either interstate branch banking or in allowing holding companies in one state to acquire banks in another state. Several state legislatures have allowed reciprocal banking. So far, most of the legislation has been found on a regional basis in New England, the Southeast, and the Midwest. Other state legislatures are also considering similar legislation. For example, on July 1, 1986,

bank holding companies located in six states surrounding Illinois were allowed to acquire banks in Illinois if, in turn, Illinois holding companies were allowed to acquire banks in those states.

I believe the movement toward this type banking will continue and will culminate in legislation by Congress allowing for nationwide bank ownership by holding companies without regard to the main location of the holding company.

The next step would be for interstate branch banking. However, I do not see this development in this decade. I do believe we will see interstate banking before the end of this century though. The whole issue of interstate banking will put the larger banks against the smaller banks and it could be a long bitter battle in making the necessary changes in banking laws.

Another topic which has been hotly debated in various quarters concerns the bank ownership of savings and loan associations through the holding company device. While this has not yet been allowed except in unusual situations (usually involving an insolvent savings and loan association), my crystal ball foresees the time during the 1980's when holding companies will be allowed to own both banks and savings and loan associations.

While most who are reading this article would envision the bank as being dominant if a holding company owns both a bank and a savings and loan, the opposite could also be true. We have heard much of the financial problems in the savings and loan industry; there are still many highly profitable and aggressive savings and loans. If allowed to acquire banks, these S&Ls could become even more aggressive on the acquisition trail.

There could be a variety of operational methods if holding companies are allowed to own both banks and savings and loans. Some holding companies will choose to operate the bank as a traditional bank and the savings and loan as a traditional mortgage lender. In other instances, both the bank and S&L may choose to provide essentially the same services. Much of how such institutions operate will depend upon management philosophy. Geographic lo-

“

In this decade we will see more 'banking from home' with the use of electronic transfer of funds through the telephone. Along with this change will be a decrease in the number of checks written. ”

Timothy D. Gover

cation will also be an important determinant. If both the bank and savings and loan are located in the same community, that could determine the operational method, and if located in different communities, the operational method could be quite different.

In this decade, we will see more "banking from home" with the use of electronic transfer of funds through the telephone. Along with this change will be a decrease in the number of checks written. Any such change will require a tremendous amount of customer education. Old habits are slowly changed and many people feel they have a better grasp of their financial situation if they can write the checks and then have the cancelled check returned by the bank. After all, banks have advocated this for many years in promoting the use of checking accounts. The younger customer will adapt to this change easier than the typical older customer. In the long run, this change from the traditional method of banking could save a great deal of cost for the bank. In the short run, it could increase bank costs.

A major topic today is the consumer bank or the so called non-bank bank. Legally, a bank is a bank if it accepts demand deposits and makes commercial or business loans. Technically, an institution is not a bank in the legal sense if it does not make commercial loans. Holding companies or other firms could technically own consumer banks in several different states and not presently come in conflict with laws which prohibit such interstate ownership except in situations previously mentioned. Congress has been urged to either close the loop-hole which allows for the consumer bank or to stipulate that the intention of Congress is to allow such banks to operate. Thus far, Congress has not chosen to act in this matter.

Should Congress take up this matter, there will be tremendous pressure from many financial service companies to allow consumer banks to operate. As more of these banks are chartered, it will be more difficult for Congress to close the loop-hole and disallow consumer banks in the future. Even if Con-

gress does act, I do not believe it is possible to effectively eliminate consumer banks. Too many of them have already been chartered.

Banks will continue to offer a wide variety of deposit accounts in the future. During this decade, though, I believe there could develop one major account and that will be a NOW account which will pay market rates of interest. This is not to say the traditional checking account will be ended. However, we have seen that our customers are

"Unless long-term interest rates are significantly higher than what can be obtained on short-term accounts, the longer-term deposit accounts will decline."

more aware of interest rates now than, say, 20 years ago. In part, this is due to the fact that the banks have done a good job—some would say too good a job—in educating the people in realizing that interest rates do vary from one bank to another. Unless long-term interest rates are significantly higher than what can be obtained on short-term account, the longer-term deposit accounts will decline. Obtained on short-term account, the longer-term deposit accounts will decline.

There will likely be numerous other changes which will occur in banking during this decade and beyond. For many, it is difficult to cope with all of the changes. For others, such changes are what make banking interesting.

There will continue to be good employment opportunities in banking. Competitive pressures will be intense. Bankers will need to look

beyond the traditional banking services and traditional competitors. The field of banking in the future will be much different than it is presently.

There are many other issues my crystal ball could focus upon, but I have attempted to consider only the ones I consider most important and likely to occur during this decade. The skeptics who are reading this article—if they have read this far—will discuss the ideas presented as just so much ivory-tower thinking. Others might agree with all or part of what has been presented. Regardless of your acceptance or rejection of these crystal-ball gazings, all will likely agree that there have been monumental changes in banking and change of significant proportion will continue in this decade.

Timothy D. Gover is a Professor of Finance in the College of Business at Eastern Illinois University in Charleston, Illinois. A long-time faculty advisor of Epsilon Omega Chapter at Eastern Illinois University, he is an alumnus of Beta Phi Chapter at Southern Methodist University. He has served on the fraternity's Board of Directors as Director of Education for Business and is a member of the Delta Sigma Pi Golden Council.

Any authors who would be interested in publishing an article of a business interest in The DELTASIG may submit it to:

EDITOR

The DELTASIG
330 South Campus Ave.
P.O. Box 230
Oxford, Ohio
45056-0230

bits and pieces

COLLEGIANS OF THE YEAR

Money. It's one thing that college students never seem to have in great quantity. And there are so many ways to spend student money: book money, rent money, tuition money and, of course, fun money. There are also many sources for student money: scholarships, Mom and Dad, work, grants and the weekly football pool. But there is one other source of money that many of our Brothers forget—the fraternity!

The Delta Sigma Pi National Endowment Fund (the repository for your life membership fees) provides funds for student loans. Undergraduates can borrow as much as \$5000 (maximum of \$2500 per year); graduates can borrow up to \$8000 (maximum of \$4000 per year). Funds can be obtained any time of the year. The application and the requirements can be obtained from The Central Office by writing or calling

the Executive Director at the following: Executive Director, The Central Office of Delta Sigma Pi, 330 South Campus Avenue, P. O. Box 230, Oxford, Ohio 45056-0230, telephone (513) 523-4189.

The Delta Sigma Pi Educational Foundation has scholarship funds available—these do not need to be repaid. Graduate students may qualify for grants of \$1500. Applications are sent to collegiate and alumni chapters in January or you can contact Richard L. Schreiner, 4400 Hadrian Court, Alexandria, Virginia 22310 for more information. The deadline is April 1, 1987.

As a Deltasig, you provide members of your family the opportunity to win scholarship money. Every year, a four-year scholarship of \$1000 a year is awarded to a child, grandchild, sibling, niece or nephew of a Deltasig in good standing. An application form can be found in this issue of The DELTASIG. The deadline for the scholarship is February 28, 1987.

As we all know, Delta Sigma Pi is a professional fraternity organized to foster the study of business in universities. In line with Delta Sigma Pi's purpose, the National Endowment Fund and the Delta Sigma Pi Educational Foundation both provide money for education. As recent college graduates, we know how critical the financial situation of students can become. We hope that the information on these two fraternity funds is helpful. If we can assist you in obtaining more information on these opportunities, please write or call us. We'd love to hear from you!

Karen K. Gratz
Collegian of the Year-1985
10300 Concord School Road
St. Louis, Missouri 63128
314-849-5119

Susan A. Plassmeyer
Collegian of the Year-1986
836 W. Lakeside, Apt. 1-E
Chicago, Illinois 60640
312-334-4774

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

mergers

Barry P. Bennett, *Ohio State*, on September 20, 1986, to Julie A. Haas, at Mansfield, OH.

Gary M. Gallo, *Penn State*, on August 9, 1986, to Jennifer L. Finch, at Bethlehem, PA.

James Krolczyk, *SUNY-Buffalo*, on September 13, 1986, to Kathleen Zimmerman, at Tonawanda, NY.

Frederick Morgan, *SUNY-Buffalo*, on June 14, 1986, to Deborah Berent, at Orchard Park, NY.

Craig Jerabeck, *SUNY-Buffalo*, on May 3, 1986, to Mary Lauria, *SUNY-Buffalo*, at Buffalo, NY.

Tracy Stanley, *SUNY-Buffalo*, on June 14, 1986, to Richard Springer, at Cheektowaga, NY.

Cathy Hufnagel, *SUNY-Buffalo*, on June 14, 1986, to Andre Nacov, at Lockport, NY.

Linda Borchers, *Indiana-Bloomington*, on June 21, 1986, to Les Haman, at Wheatfield, IN.

Stanley C. Williamson, *Louisiana Tech*, on August 30, 1986, to Debra Primeaux.

Norman K. Walters, *Maryland*, on May 23, 1986, to Tina L. Lightner, at College Park, MD.

David A. Crain, *Southern Mississippi*, on June 14, 1986, to Miriam A. Robinson, *Southern Mississippi*, at Biloxi, MS.

Delisa A. Borders, *Southern Mississippi*, on August 16, 1986, to Robert Manuel, at Jackson, MS.

Jeffrey A. Livingston, *Southern Mississippi*, on October 4, 1986, to Amanda J. McCann, *Southern Mississippi*, at Hazlehurst, MS.

Adrain D. Moffett, *Southern Mississippi*, on October 18, 1986, to Janice D. Ridley, *Southern Mississippi*, at McComb, MS.

Scott D. Lutocka, *Ball State*, on September 13, 1986, to Penny L. Clark, *Ball State*.

Terri Fenton, *Cal State-Sacramento*, on July 5, 1986, to Stephen Tilly, at Woodland, CA.

Anne K. Lehon, *Cal State-Sacramento*, on September 13, 1986, to Bert Lyman, at Stockton, CA.

Paula D. Jenkins, *Western State*, on August 30, 1986, to Michiel Lee, at Gunnison, CO.

Sheila D. Stapp, *South Florida*, on July 5, 1986, to Russell O. McKee III, at Zephyrhills, FL.

Kathleen M. Harrington, *Illinois State*, on August 31, 1986, to Robert A. Shioli, at Streamwood, IL.

Kenneth I. Childress, *North Carolina-Greensboro*, on June 28, 1986, to Lisa C. Craven, *North Carolina-Greensboro*, at Millington, NJ.

Kathy E. Matthews, *North Carolina-Greensboro*, on April 6, 1986, to David N. Davis, at Fayetteville, NC.

Stacy E. Shivar, *North Carolina-Greensboro*, on June 21, 1986, to Kenneth N. Potter, at Charlotte, NC.

Sandra G. Smith, *North Carolina-Greensboro*, on June 7, 1986, to Bryan W. Rutter, at Arcadia, NC.

John Piepenbrink, *Valparaiso*, on October 25, 1986, to Lisa Thomas, at Valparaiso, IN.

Greg Velisek, *Purdue*, on July 26, 1986, to Sara Shankland, at San Antonio, TX.

Ken E. Daily, *Purdue*, on January 17, 1987, to Deb L. Bienas, *Purdue*, at Peoria, IL.

dividends

To Brother Dennis G. Sartain, *Missouri-Columbia*, and Sherry L. Sartain, on May 22, 1986, an adopted son, Caleb Benjamin.

To Brother and Mrs. Robin Hunter, *SUNY-Buffalo*, on May 15, 1986, a son, Robin Vincent.

To Brother and Mrs. John Lafferty, *SUNY-Buffalo*, on October 11, 1986, a daughter, Meredith.

To Brother Rhonda Mann Ben Kendorf, *Indiana-Bloomington*, and spouse, on January 21, 1986, a son, Curtis.

To Brother Kathy Kneeder Simmonds, *Colorado*, and Steve Simmonds, on

July 5, 1986, a son, Brian Raymond.

To Brother Andrew R. Iserson, *Maryland*, and Rochelle Iserson, on September 1, 1986, a daughter, Katie Lynne.

To Brother Michelle Charette Rude, *Western State*, and spouse, on August 11, 1986, a daughter, Chelsea.

To Brother Theresa Holmes, *Akron*, and spouse, on September 18, 1986, a son, Joseph.

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.

Russell R. Gogel, *Rutgers*, 6-22-86

Charles R. Mannix, *Rutgers*, 7-3-86

Michael J. Carpiano, *Rutgers*, 8-11-86

Robert G. Jaeger, *Rutgers*, 7-31-86

Henry W. Mueller, *Rutgers*, 8-19-86

James Lavengood, *Michigan State*, 7-2-86

James L. Jertson, *Marquette*, 3-13-86

Frederick J. McCarthy, *New York*

James R. Connell, *Missouri-Columbia*

Ronald A. Eccleston, *Rochester Tech*

Ray C. Edwards, *Wisconsin-Madison*

life members

16540 Anthony D. Corbi, Jr., *Omega*, Temple University

16541 Kevin P. Carman, *Gamma Sigma*, University of Maryland

16542 Martin K. Udishes, *Upsilon*, University of Illinois

16543 Kelly M. Beilsmith, *Iota Nu*, Northeast Missouri State University

16544 Peter A. Hunt, *Delta Pi*, University of Nevada

16545 Laura E. Story, *Kappa Tau*, Clemson University

16546 Molly A. Wandler, *Epsilon*, University of Iowa

16547 Andrew C. Robertson, *Gamma Epsilon*, Oklahoma State University

16548 Dean D. Day, *Beta Zeta*, Louisiana State University

16549 Kyle R. Cothron, *Zeta Theta*, Western Kentucky University

16550 Janet M. Predovich, *Eta Mu*, Northern Illinois University

16551 Janet M. Maleski, *Iota Pi*, San Diego State University

16552 Mark P. Steinhorn, *Gamma Sigma*, University of Maryland

16553 Michael A. DePaula, *Beta Zeta*, Louisiana State University

16554 John C. Gillum, *Alpha Beta*, University of Missouri-Columbia

16555 Dolores M. Hersey, *Iota Chi*, Illinois State University

16556 Joseph W. Brown, *Upsilon*, University of Illinois

16557 Deena M. Wallace, *Delta Sigma*, Loyola Marymount University

16558 Dean K. Quick, *Iota Nu*, Northeast Missouri State University

16559 Stanley C. Williamson, *Beta Psi*, Louisiana Tech University

16560 Jeffrey J. Cassmeyer, *Iota Nu*, Northeast Missouri State University

16561 Claud G. Robinson, Jr., *Beta Psi*, Louisiana Tech University

16562 Robert A. Montemorra, *Delta Sigma*, Loyola Marymount University

16563 Sheila A. Oetker, *Iota Nu*, Northeast Missouri State University

16564 Roberta G. Winkler, *Eta Mu*, Northern Illinois University

16565 Laura E. Doyle, *Eta Omicron*, Northeast Louisiana University

16566 Jack Tsakalis, *Gamma Pi*, Loyola University-Chicago

16567 Anna M. Parisi, *Delta Omega*, West Liberty State College

16568 Michael W. Knowles, *Delta Chi*, Washburn University

16569 Elizabeth Kauffmann, *Iota Omega*, North Carolina-Greensboro

16570 Leticia R. Benson, *Beta Epsilon*, University of Oklahoma

16571 William C. Barnes III, *Iota Rho*, Howard University

16572 Gina Savini, *Eta Xi*, Philadelphia College of Textiles and Science

16573 Matthew T. Fuller, *Alpha Omega*, DePaul University

16574 Cathryn A. Griggs, *Gamma Epsilon*, Oklahoma State University

16575 Barry Louis Daskal, *Gamma Sigma*, University of Maryland

16576 Teresa M. Gertrang, *Gamma Epsilon*, Oklahoma State University

16577 Robert S. Love, *Kappa Mu*, California Polytechnic State University-San Luis Obispo

16578 Peter Lescrenier, *Psi*, University of Wisconsin-Madison

16579 Jay Johnson, *Kappa Omega*, Purdue University

16580 Agnes M. Acosta, *Gamma Sigma P*, University of Maryland

16581 Nancy A. Hypse, *Eta Pi*, Wayne State College-Nebraska

16582 Paula J. Pendergrass, *Gamma Epsilon*, Oklahoma State University

16583 Christopher J. Oehrle, *Beta Zeta*, Louisiana State University

bits and pieces

- | | | | | |
|---|---|---|---|--|
| 16584 Pamela S. Long, <i>Zeta Theta</i> , Western Kentucky University | 16592 Charles R. Woratschek, <i>Iota Tau</i> , Robert Morris College | 16600 Nancy J. Gole, <i>Theta Kappa</i> , University of Akron | 16608 Lisa M. Giannetti, <i>Alpha Gamma</i> , Pennsylvania State University | 16616 Don-Rice Richards, <i>Alpha Beta</i> , University of Missouri-Columbia |
| 16585 Edward H. Higgins, <i>Beta Xi</i> , Rider College | 16593 Todd L. Lyckberg, <i>Delta Omicron</i> , San Francisco State University | 16601 Ronald W. Richards, <i>Kappa Pi</i> , University of North Florida | 16609 Marc C. Melcher, <i>Eta Psi</i> , University of Houston | 16617 Lisa E. Baucom, <i>Iota Kappa</i> , James Madison University |
| 16586 Karin A. Krasner, <i>Alpha Kappa</i> , State University of New York-Buffalo | 16594 Michael J. Perullo, <i>Xi</i> , University of Michigan | 16602 Leslie Martinez, <i>Beta Omega</i> , University of Miami-Florida | 16610 Eric J. Esau, <i>Alpha Epsilon</i> , University of Minnesota | 16618 Belinda J. Benton, <i>Iota Kappa</i> , James Madison University |
| 16587 Sandra A. Schuppel, <i>Eta Rho</i> , Duquesne University | 16595 Laura E. McCoy, <i>Theta Sigma</i> , University of S. Central Florida | 16603 Gina L. Goggin, <i>Beta Iota</i> , Baylor University | 16611 Arlene B. Stern, <i>Beta Xi</i> , Rider College | 16619 Paul C. Kaufman, <i>Lambda Nu</i> , Texas A & M University |
| 16588 Patricia A. Hamm, <i>Iota Nu</i> , Northeast Missouri State University | 16596 Elizabeth J. Sponsel, <i>Beta Eta</i> , University of Florida | 16604 Kathy M. Ness, <i>Epsilon Xi</i> , Ball State University | 16612 James R. Wagoner, <i>Kappa Psi</i> , Bellarmine College | 16620 Rebecca L. Lacher, <i>Kappa Lambda</i> , State University of New York-Binghamton |
| 16589 Gigi Hay, <i>Delta Pi</i> , University of Nevada | 16597 Michael Schoenfeld, <i>Beta Omega</i> , University of Miami-Florida | 16605 William B. Beckham, <i>Beta Zeta</i> , Louisiana State University | 16613 Connie L. Fisher, <i>Delta Nu</i> , Loyola University | 16621 Mary A. Margiotta, <i>Lambda</i> , University of Pittsburgh |
| 16590 E. Mechelle Branstetter, <i>Zeta Theta</i> , Western Kentucky University | 16598 Lisa A. Sublette, <i>Eta Upsilon</i> , University of West Florida | 16606 Eric D. Brown, <i>Iota Pi</i> , San Diego State University | 16614 Neal C. Nolan, <i>Beta Zeta</i> , Louisiana State University | 16622 Cary J. Pimentel, <i>Gamma Pi</i> , Loyola University |
| 16591 Rebecca G. Garvin, <i>Beta Eta</i> , University of Florida | 16599 Stacy M. Griffith, <i>Kappa Psi</i> , Bellarmine College | 16607 Charles L. Guerin, <i>Alpha Epsilon</i> , University of Minnesota | 16615 Melissa A. Traina, <i>Kappa Nu</i> , Longwood College | |

APPLICATIONS ARE NOW BEING ACCEPTED
FOR THE POSITION OF

CHAPTER CONSULTANT

WITH THE INTERNATIONAL FRATERNITY OF DELTA SIGMA PI

The position of Chapter Consultant, a two-year, full-time employment opportunity, is an exciting, challenging and rewarding position for any member of Delta Sigma Pi who is a recent graduate or who will be graduating during the spring of 1987.

Men and women interested in the position of Chapter Consultant should contact Director of Chapter Services C. Dean Ferguson for further information about the position and application requirements. All inquiries should be addressed to:

**C. Dean Ferguson, Director of Chapter Services
The Central Office
Delta Sigma Pi**

**330 South Campus Avenue, P.O. Box 230
Oxford, Ohio 45056-0230**

alumni in action

ALUMNI COMMENTARY

A review of the results of the various Regional Leadership Conferences held this year shows an increase in participation by alumni in the programs at most of the conferences. Further, we saw a significant increase in the number of collegiate members attending and actively participating in the alumni seminars.

I believe this can be attribut-

ed to both the increased contact between alumni and collegiate chapters as well as the efforts of your national officers and staff in stressing continued involvement in fraternity affairs after graduation.

To enhance this emphasis, a portion of one of the scheduled alumni seminars at the 36th Grand Chapter Congress in New Orleans this summer will be a discussion of the implied lifetime commitment to the fraternity we made when we were initiated. Nothing can show this

commitment better than our having a large turnout of alumni in active attendance there.

Soon, the general facts on Congress program and estimated costs will be published. In our next issue I will cover our plans for you professionally, as well as socially. We hope that many of you have already set your vacation plans so that you will be able to attend what is expected to be the largest and most exciting Congress ever!

—Joe S. "Skip" Loomis,
Director Of Alumni Activities

Mark S. Spaid, *Indiana-Purdue*, was elected the 57th President of the Indiana Jaycees. He joined the Ft. Wayne Jaycees in 1978. Since that time, he served his local chapter as Director, Treasurer, Community Development Vice President and President. His past region and state offices include District Director, Region Director and Administrative Vice President.

Always striving for excellence, Mark has received numerous state and national awards. In 1978-79, he was recognized as the Indiana Brownfield Award winner. In 1982-83, as President of the Ft. Wayne Jaycees, he led them to a #3 finish in the Parade of Chapters, a Giessenbier Award and the Joseph Craven Award. He was personally recognized as Indiana's Top Recruiter. While serving Region 4, he was recognized as the #1 District Director in his region in 1983-84. In 1984-85, Mark was named the #1 Region Director in the state and #17 in the nation. For his efforts he was named a Clint Dunagan Memorial Award Winner and named to the U. S. President's Club. Last year Mark was the Indiana Jaycee Outstanding State Officer.

Mark, a graduate of Indiana University, is an Account Executive for Campbell's Soup Company. He and his wife Debby reside in Ft. Wayne with their two year old son, Nelson.

Victor S. Gregorits, *Robert Morris*, has accepted a new position as Group Sales Coordinator and Director of Game Day Operations with the Minnesota Strikers of the Major Indoor Soccer League in Minneapolis, MN.

Douglas G. Meuth, *Corpus Christi State*, has accepted a new position as Unit Supervisor for The Principal Financial Group of Des Moines, IA.

Pamela J. Henderson, *North Carolina-Greensboro*, has accepted a new position as Application Support Analyst/Programmer with the Moses H. Cone Memorial Hospital in Greensboro, NC.

Elizabeth M. Ratchford, *North Carolina-Greensboro*, has accepted a new position as Programmer with the Moses H. Cone Memorial Hospital in Greensboro, NC.

Ronald C. Andujar, *Adelphi*, has accepted a new position as Junior Credit Analyst with Chase Manhattan, N.A. Bank in Manhasset, NY.

Donna M. Armitage, *Adelphi*, has accepted a new position as Credit Analyst with the Dime Savings Bank in Garden City, NY.

Alan C. Hanson, *Adelphi*, has accepted a new position as Laborer with Complete Floor Services, Ltd., in Farmingdale, NY.

Martin J. Hauser, *Adelphi*, has accepted a new position as President with Complete Floor Services, Ltd., in Farmingdale, NY.

William A. Hench, *Adelphi*, has accepted a new position as a Staff Accountant with Coopers & Lybrand accounting firm in New York, NY.

Lorraine Henderson, *Adelphi*, has accepted a new position as Systems Analyst Assistant with the Banker's Trust Bank in New York, NY.

Diane C. Hintzenm, *Adelphi*, has accepted a new position as Compensation Assistant with Smith Barney in New York, NY.

Reece C. Oslinker, *Adelphi*, has accepted a new position as Sales Manager with Kennedy Electric Supply in Queens, NY.

Christine E. Sanders, *Adelphi*, has accepted a new position as Financial Analyst with the Chase Manhattan, N.A. Bank in Manhasset, NY.

Regina A. Smith, *Adelphi*, has accepted a new position as Credit Analyst with the Dime Savings Bank in Garden City, NY.

Jess Knoth, *Missouri-Columbia*, has joined Financial Guardian, insurance brokers, as a senior account executive in the employee benefits division. He will manage the Kansas City Region-Employee Benefit Services office.

Dennis G. Sartain, *Missouri-Columbia*, has recently been promoted to Audit Manager at Touche Ross & Company in Kansas City, Missouri.

Rhonda Mann Benkendorf, *Indiana-Bloomington*, has been promoted to the position of Child Nurturing Specialist for Household, Inc., in Clear Lake, IA.

Brenda L. Bunch, *Oklahoma State*, has accepted a position as an Administrative Assistant in the BankCard Center with the Bank of Oklahoma in Tulsa, OK.

Steven D. Crall, *Oklahoma State*, has accepted a position as a staff accountant with Peat, Marwick, Mitchell & Company in Tulsa, OK.

Martin A. Dozier, *Oklahoma State*, has accepted a position with the Internal Revenue Service in Dallas, TX.

Karla A. Goss, *Oklahoma State*, has accepted a position with Hall Financial Network in Dallas, TX.

Cathryn A. Griggs, *Oklahoma State*, has accepted a position as an accountant with Mayflower.

alumni in action

MAZUR ELECTED PFA PRESIDENT

Since the founding of the Professional Interfraternity Conference (PIC) in the early 1930's, representatives of Delta Sigma Pi have regularly and faithfully participated in interfraternal activities. In the formative stages of the PIC, our well-known Executive Director, the late H. G. Wright served on its first Executive Committee and served as PIC President from 1946 through 1948. In addition, past Executive Directors of Delta Sigma Pi, James D. Thomson and Charles L. Farrar, served in a variety of leadership roles within the PIC.

In 1977, after most professional fraternities adopted coeducational membership, the PIC merged with the Professional Panhellenic Association (PPA), the interfraternal association for all female professional fraternities, to form the Professional Fraternity Association (PFA). From the beginnings of both the PIC and the PPA to today's merged organization in PFA, the sharing of common concerns; the pooling of talents and the providing of educational programming for fraternity staff and volunteer officers have served as the basis for the success and popularity of interfraternal relationships. Sharing implies both giving and getting and Delta Sigma Pi, and all other members of PFA, have been providers and recipients of these opportunities.

Members of Delta Sigma Pi continue to provide volunteer leadership to PFA. Past Executive Director Ben H. Wolfenberger

served as PFA Treasurer from 1979 through 1981. Executive Director Michael J. Mazur, Jr., served two terms as PFA Treasurer from 1983 through 1985 and as Vice President during 1985-86. At the Ninth Annual Meeting of the Professional Fraternity Association held in Williamsburg, Virginia, in September, 1986, Executive Director Mazur was elected as President of PFA for a term of one year. Fellow members of the PFA Board of Directors include: Past President Mary R. Grear (Lambda Kappa Sigma-pharmacy), Vice President Jill Campbell (Phi Chi Theta-business), Secretary Frances T. Carter (Kappa Delta Epsilon-education), Treasurer Alan C. Williams (Gamma Iota Sigma-insurance), Director Harriet Rodenberg (Delta Psi Kappa-physical education), Director Robert Badertscher, D.V.M. (Omega Tau Sigma-veterinary science) and Associate Member Liaison Maureen Merritt Arena (L. G. Bal-four Company).

Sandy G. Lassley, *Oklahoma State*, has accepted a position with Electronic Data Systems in Indianapolis, IN.

Patricia A. Miller, *Oklahoma State*, has accepted a position as a staff accountant with Arthur Anderson in Oklahoma City, OK.

Ty M. Nelson, *Oklahoma State*, has accepted a position as a financial analyst with Amerada Hess in Tulsa, OK.

Martha C. Padgett, *Oklahoma State*, has accepted a position as a staff accountant with Coopers & Lybrand in Tulsa, OK.

Andrew C. Robertson, *Oklahoma State*, has accepted a position as a staff accountant with Arthur Anderson in Tulsa, OK.

Norma J. Rothgeb, *Oklahoma State*, has joined the Navy.

Warren M. Sander, *Oklahoma State*, has accepted a position with Farm Credit Administration in Oklahoma City, OK.

Sheila R. Warner, *Oklahoma State*, has accepted a position with Chevron.

Deborah S. Brumfield, *Western Kentucky*, has accepted a new position as Personnel Assistant with the Hyatt Regency Hotel in Nashville, TN.

Edmond E. Travis, *Western Kentucky*, has accepted a new position as Director of Convention Services with the Hyatt Regency Hotel in Nashville, TN.

Jeremy F. Turner, *Western Kentucky*, has accepted a new position as Staff Accountant with Kraft Brothers, Esstman, Patton & Harrell in Nashville, TN.

Sharon K. Waggener, *Western Kentucky*, has accepted a new position as Staff Accountant-Audit Division with Arthur Anderson & Company in Nashville, TN.

Paula D. Jenkins, *Western State*, is owner of the Misty Mountain Floral Flower Shop in Gunnison, CO.

Gregory M. LaSpina, *C. W. Post*, has become a partner with the firm of DeVagno, Borchert, Levine & LaSpina in White-stone, NY.

ARE YOU MOVING?

Please Let Us Know

Attach your current mailing label in the space provided, fill in your new address and return this form to the address below.

New Address:

Name

Street, Route, Box, Apt.

City, State, Zip Code

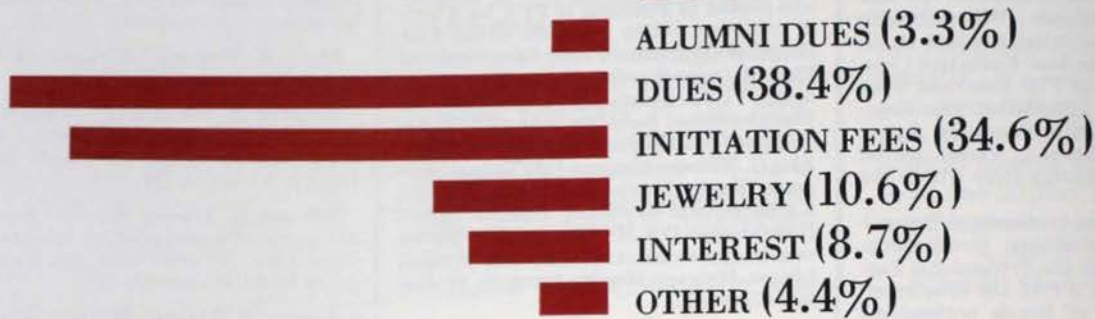
Please send to: Delta Sigma Pi, 330 South Campus Avenue, P.O. Box 230, Oxford, Ohio 45056-0230

ANNUAL REPORT

1985-86

REVENUES

1985 - 86



Initiated 4,384 new members, including 82 new Faculty Members and 21 new Honorary Members

Maintained operations at 162 collegiate chapters and over 50 alumni chapters

Recognized 16 collegiate chapters that earned Honor Roll status in the Chapter Efficiency Index

Recognized 38 other collegiate chapters that achieved Honorable Mention status in the Chapter Efficiency Index

Conducted the 35th Grand Chapter Congress with the

largest attendance of any previous national convention. Over 800 participated in the Grand Chapter Congress in Dallas, Texas

Initiated our 21st National Honorary Member, Mr. Victor K. Kiam II, President and Chief Executive Officer of Remington Products, Inc.

Developed and conducted the fraternity's first Summer Leadership Schools

Continued the involvement of members nationwide in Junior Achievement, our national community service project

Extended the Delta Sigma Pi family with the installation of new collegiate chapters at Grand Valley State (Lambda Xi), Western Illinois University (Lambda Omicron), University of San Diego (Lambda Pi) and Livingston University (Lambda Rho)

Welcomed back to the family our Iota Chapter at the University of Kansas

Provided consultation support from The Central Office to 96 collegiate chapters representing visits with 59% of the active collegiate chapters

Continued to apply performance standards designed to assist marginally performing

collegiate chapters toward improved operations

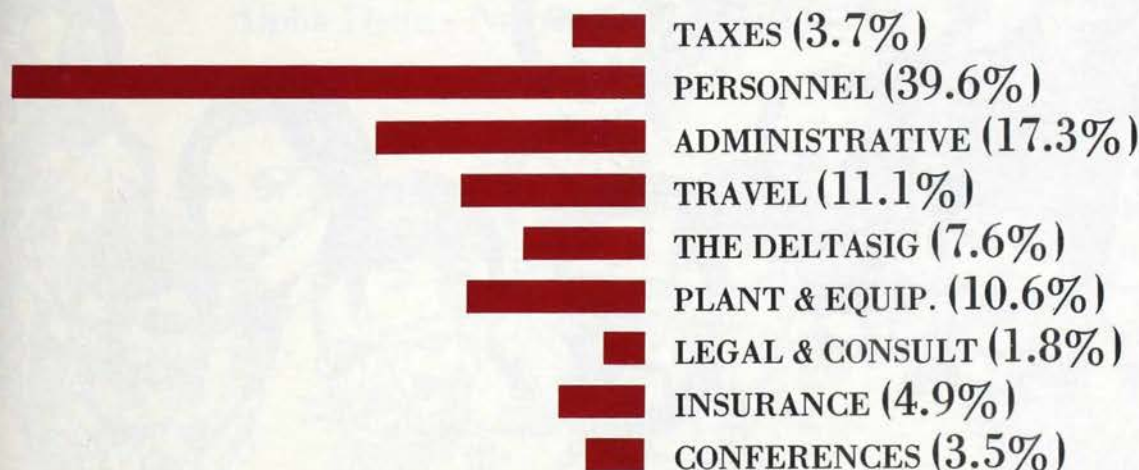
Witnessed the number of Life Members surpass the 16,000 level and the circulation of The DELTASIG Magazine increase to over 28,000 per issue

Maintained a staff of professionals at The Central Office to administer and develop national fraternity operations and programs

Involved over 200 volunteers in positions on the Board of Directors, as District Directors and on national committees, all working toward the refinement and development of fraternity programs and operations

EXPENSES

1985 - 86



ANNUAL REPORT

TOTAL NUMBER OF LIFE MEMBERS - 16,556

Number of Initiates 1980-81 - 3,802

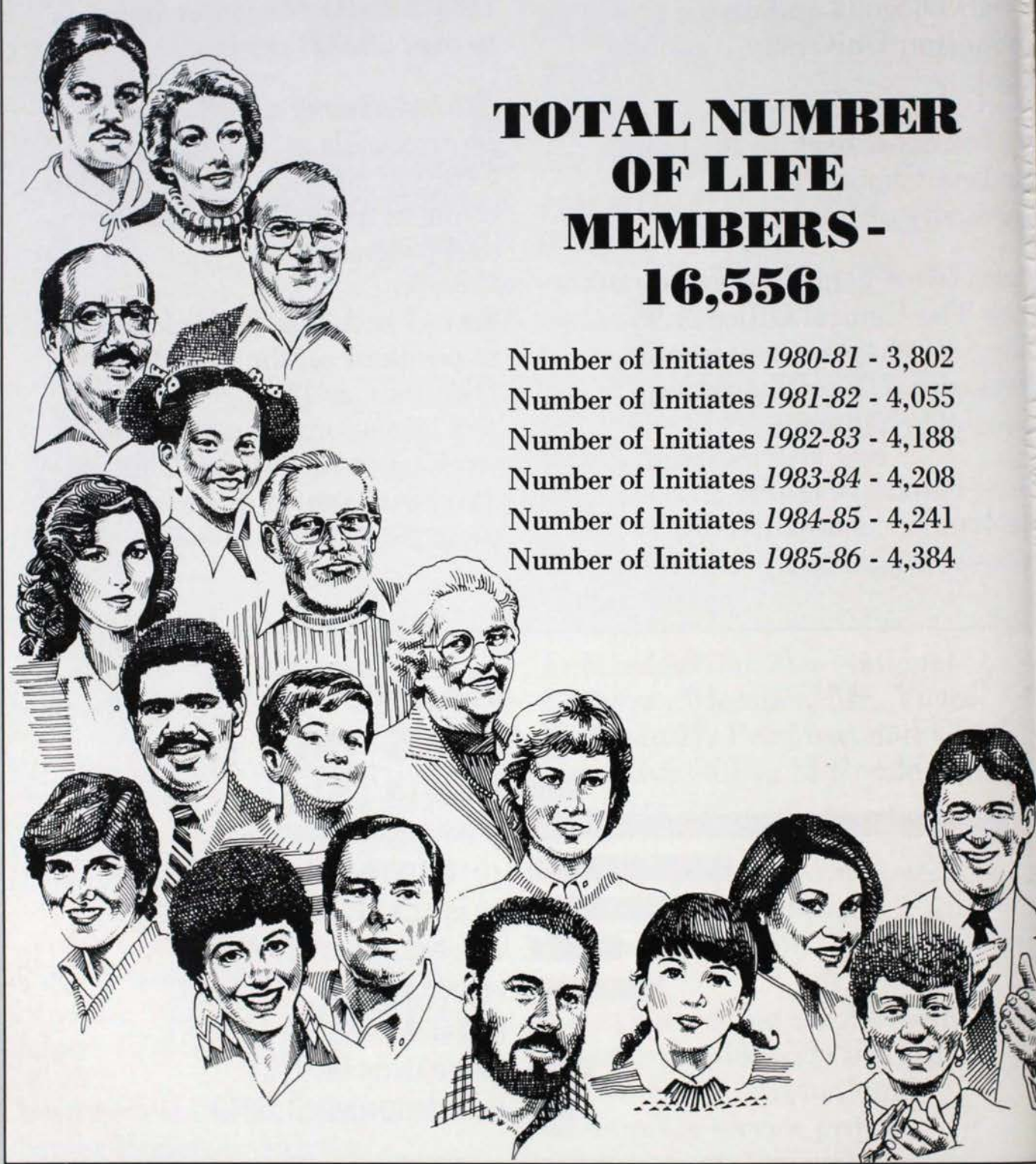
Number of Initiates 1981-82 - 4,055

Number of Initiates 1982-83 - 4,188

Number of Initiates 1983-84 - 4,208

Number of Initiates 1984-85 - 4,241

Number of Initiates 1985-86 - 4,384



1985-86

**TOP TEN
CHAPTERS
ACCORDING
TO TOTAL NUMBER
OF INITIATES**

Alpha Beta - *Missouri Columbia* 2332

Beta Kappa - *Texas-Austin* 2294

Alpha Pi - *Indiana* 1817

Alpha Upsilon - *Miami-Ohio* 1760

Alpha Rho - *Colorado* 1715

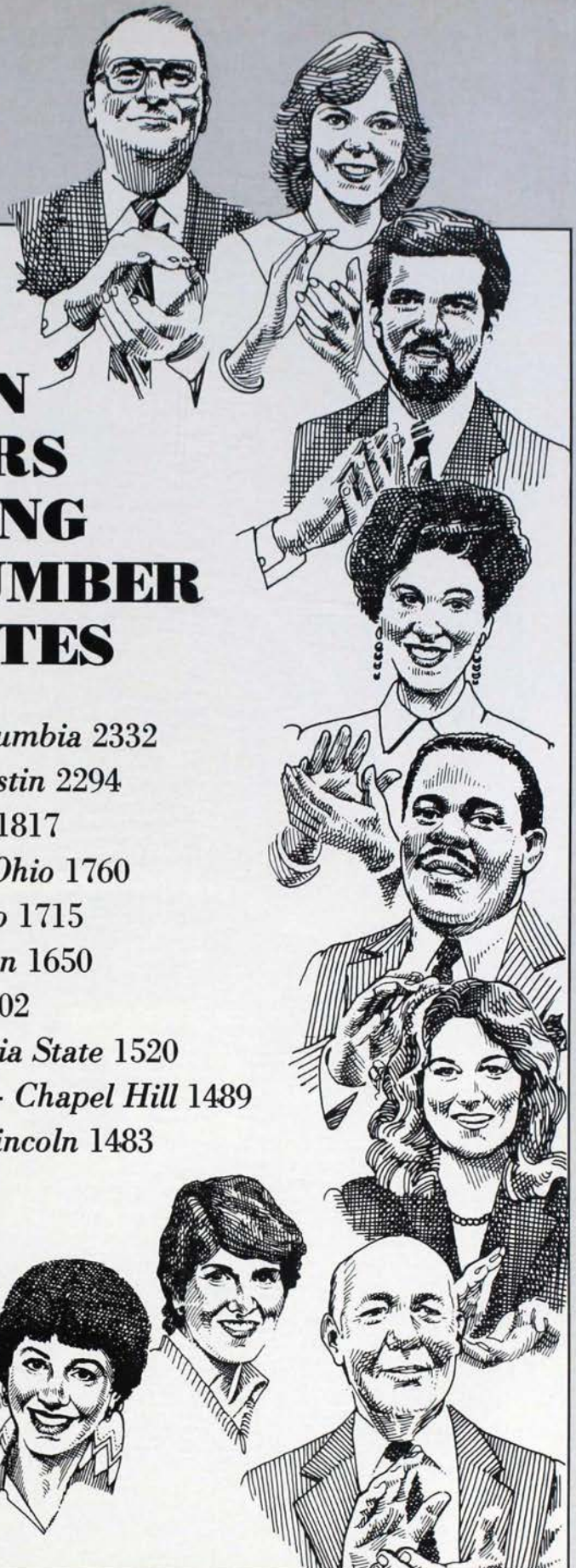
Beta Lambda - *Auburn* 1650

Epsilon - *Iowa* 1602

Alpha Gamma - *Pennsylvania State* 1520

Alpha Lambda - *North Carolina - Chapel Hill* 1489

Alpha Delta - *Nebraska-Lincoln* 1483





Your attendance is desired...

*36th Grand Chapter Congress
August 16-21, 1987
The Fairmont—New Orleans*