

*The* **DELTA SIG**<sup>®</sup>  
O F D E L T A S I G M A P I



*East Texas State University, Commerce, Texas*

**PROFESSIONAL BUSINESS ADMINISTRATION FRATERNITY**

FOUNDED 1907

**MAY 1972**



# in the professional spotlight

## DELTA SIGMA PI 1972 Regional Meetings

### EASTERN

Buffalo, N. Y.—September 22-24  
The Executive Motor Inn

### SOUTHERN

New Orleans, La.—October 27-29  
Congress Inn

### MIDEASTERN

Philadelphia, Pa.—Sept. 29-Oct. 1  
Marriott Motor Hotel

### NORTH CENTRAL

To Be Arranged by  
Regional Director

### SOUTH CENTRAL

To Be Arranged by  
Regional Director

### MIDWESTERN

Oklahoma City, Okla.—Oct. 13-15  
Hotel Oklahoma Motor Inn

### SOUTHEASTERN

Tampa, Fla.—October 27-29  
Manger Motor Inn

### SOUTHWESTERN

Dallas, Tex.—Sept. 29-Oct. 1  
Adolphus Hotel

### EAST CENTRAL

Dayton, Ohio—Oct. 27-29  
Imperial House North

### INTERMOUNTAIN

Phoenix, Ariz.—Sept. 29-Oct. 1  
Caravan Inn

### CENTRAL

Detroit, Mich.—October 13-15  
Hilton Hotel

### WESTERN

Sacramento, Calif.—October 20-22  
Sacramento Inn

# The DELTASIG

OF DELTA SIGMA PI

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*Editor*

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### *The Cover*

The cover on this issue of The DELTASIG features East Texas State University at Commerce, Texas. The practice of featuring different universities on the cover began in May 1941. East Texas State was also featured on the cover in November 1965.

Member of



College Fraternity Editors Association

*from the desk of*  
*the Grand President*



AS YOU READ THESE few words of wisdom, you will be fast approaching the end of your fraternal as well as academic year. I trust that each of you will feel a sense of satisfaction with your accomplishments during the past fiscal year, and the pride which I feel.

Your National Fraternity has been working very diligently to meet the demands and suggestions which were presented to us at the Grand Chapter Congress and our progress to date will be more noticeable during the next fraternal year. Many steps forward have been taken in communications improvements, chapter accounting records, alumni matters and, of course, The DELTASIG magazine. Hopefully, you approve of the new format of the magazine, which is the result of the suggestions given to our Executive Director, and his capable follow-through.

As the summer months approach, this will be a time of relaxation for some and industrial toil for others, who will be looking for spending money for their next school year. However, let me encourage you not to completely forget

about fraternity matters over the summer months, as this is an excellent time for planning and preparation of activities for the coming year. Just last week I saw the favorable results of one chapter's summer planning in that they were able to initiate two very large pledge classes, whereas the year before their efforts met with negligible success.

Their means of accomplishing this was a two-day retreat for their Executive Committee during last summer, at which time they formulated complete plans for their rushing, professional and social activities. It is apparent that this retreat proved successful, as evidenced by their large number of initiates.

I fully realize that it might not be practical for all chapters' officers to plan a similar type of get-together, but maybe you can hold your planning retreat by letters and suggestions passed among you.

My very best wishes to all of you for a most enjoyable summer, and I shall look forward to visiting with many of you at your Regional Meetings to be held in the early fall.

*Thomas M. Mocella*

Thomas M. Mocella  
Grand President

## 1972 "Rose" is University of North Carolina Coed

THE 1972 "ROSE OF DELTASIG" is Miss Eve Fragakis a senior at the University of North Carolina at Chapel Hill. Miss Fragakis is the candidate of Alpha Lambda Chapter at the University of North Carolina. Born in Wytheville, Virginia, she now resides in Charlotte, North Carolina.

Following graduation from High School, she spent the summer working as a receptionist and tour guide at Queens College in Charlotte which she later attended as a Dana Scholar. There she continued her interest in student government which began as a high school student. She was elected class representative to student government and was also president of the sophomore class. She also began a concentrated study in music and piano and was a member of the concert choir.

She then transferred to the University of North Carolina. She has continued her interest in student activities which



THE 1972 "ROSE OF DELTASIG" is Miss Eve Fragakis, a University of North Carolina coed and candidate of Alpha Lambda Chapter.

have included the University Chorus, Women's Ensemble and representative to the Executive Council of her resident hall. During the two years at North Carolina, she was selected for the Homecoming Court and this year was elected Homecoming Queen. She was also selected a sophomore beauty, Sweetheart Queen, Spanish Queen, Carrousel Princess, Miss Congeniality at the Carolina's Carrousel Pageant and one of the 10 outstanding seniors and recipient of the D.A.R. Good Citizenship Award.

She is a member of Chi Omega Sorority.

The first runner-up is Miss Karen Wolfe, a junior majoring in English at Florida State University. She is the candidate of Gamma Lambda Chapter at Florida State University.

A member of Sigma Sigma Sigma Sorority, Karen has just transferred to Florida State from Brevard Junior College.

Miss Pamela Ross, the candidate of Delta Mu Chapter at the University of the Americas, was chosen the second runner-up in the "Rose" contest. Miss Ross is a sophomore at the Puebla, Mexico school majoring in art. She is a native of Arcadia, California, and was chosen homecoming queen at her high school. Prior to enrolling at the University of the Americas, she attended Stephens College in Columbia, Missouri, where she was a member of the Environmental Action Group, Zeta Phi Delta Sorority and the Burrel Society, an organization to help needy people.

The "Rose of Deltasig" contest was established at the 16th Grand Chapter Congress in 1947 at the suggestion of Beta Xi Chapter at Rider College. Each year, each chapter in the fraternity is encouraged to submit a candidate for the contest. The United States Jaycees are then assigned the difficult task of selecting the "Rose of Deltasig".



THE CANDIDATE of Delta Mu Chapter at the University of the Americas at Puebla, Mexico, Miss Pamela Ross, is the Second Runner-Up.



THE FIRST RUNNER-UP is Miss Karen Wolfe, a junior at Florida State University and the candidate of Gamma Lambda Chapter.

## Who Are the Jaycees?

President Nixon said recently of the Jaycees, "You have a proud history of developing new generations of young leaders in every part of the nation by channeling the energy and enthusiasm of young people into community service." The United States Jaycees is a result of the expansion of a very fundamental, yet valid, idea that young men can become involved in public service. Since its founding in St. Louis, Missouri, in 1920, the Jaycees' growth has been rapid, progressing from a base of 12 chapters and 4,000 members in its first year to over 6,400 chapters and 300,000 members today.

The history of the organization's first 50 years is a combination of man's interaction with his fellow man, his family, and his community, and his ability to react to his environment as a leader. A past president of the organization has aptly stated, "the Jaycees is an action organization with the purpose and object of building leadership through community development. We do not try to build communities. We build men, and men build communities, states and the nation."

The growth of the United States Jaycees has paralleled the progress of America toward the elevation of mankind. Always striving for relevance, the Jaycee movement personified man's service to his fellow man. With growth came confidence and responsibility. Now the concepts which founded the organization have become reality. The following examples are indicative of their accomplishments during the past five years:

1. Generated \$100,000,000 in housing, employment, education, and food programs for the underprivileged.
2. Directed the equivalent of \$47,000,000 to the area of Mental Health / Mental Retardation.
3. Organized mass immunization clinics and amblyopia screening reaching over 20,000,000 children.
4. Invested over \$700,000 to upgrade local emergency medical services.
5. Mobilized over half a million volunteers to serve the needs of their communities.
6. Reached more than 5,000,000 youths aged 8 to 18 through recreation and sports programs.

7. Chartered 125 institutional chapters in state and federal penitentiaries.

Jaycees offer leadership training through community development for young men. The Jaycees is designed specifically to meet the needs of the young man seeking to make his place in his community.

In working toward these goals, every young man's offered the opportunities of a voice in community affairs, a practical leadership development course, the chance to try new ideas and improve old ones, and social contact with other young men.

Here are the main reasons why young men join the Jaycees. The desire for self-improvement — to learn how to accept responsibility, to make decisions, become effective speakers, learn management techniques, to be better employers, employees and citizens. The desire for community improvement — to have a hand in searching out community ills and then to plan and execute constructive action projects to remedy them. The desire for fellowship — to meet progressive young people in their own age bracket, with similar interests - similar goals. The friendships made are not confined solely to the local community, but extend nationally and internationally as well.

## PERSONAL MENTION

Gary E. Payne, *Kent State*, has been promoted to Manager, Sales Administration, Marketing Department of O'Brien, Spotorno, Mitchell, San Francisco, California.

John E. Evan, *Rutgers-Beta Rho*, has been promoted to Assistant Trust Officer of the National State Bank, Elizabeth, New Jersey.

Raymond M. Baskette, *East Tennessee State*, has been selected for inclusion in the 1971 edition of "Outstanding Young Men of America". He was also elected "Jaycee of the Year for 1971" by his chapter, DeKalb County, Georgia, Jaycee group. He is Credit Manager for Atlas Supply Company in Atlanta.

Michael R. Sobol, *Western Michigan*, is now associated with First of Michigan Corporation, Members New York Stock Exchange, Inc., as a Registered Representative.

Gaeton F. Roccamo, *Pennsylvania*, was recently elected vice president of Horace T. Potts Company, Philadelphia Steel Service Center and manufacturer of Speedline Fittings. Brother Roccamo joined the company in 1966.

Donald B. Logan, *Georgia State*, has been named Assistant Director of the Richland Memorial Hospital in Columbia, S. C.

Darrell F. Wentworth, *Nebraska-Omaha*, advisor to Theta Tau Chapter at St. Cloud State, recently received the Ph.D. degree. He is an instructor of Management and Finance at St. Cloud.

Thomas S. Bayer, Jr., *Southern Methodist*, has been named Director of Public Relations for Henry S. Miller Companies, one of the largest real estate organizations in the Southwest.



JOHN V. BLACKWELL, interim chancellor of the University of Nebraska at Omaha, center, is shown here receiving a check for \$1,000 from Gamma Eta Chapter President Charles Brix to be added to the chapter's Wayne M. Higley Scholarship Fund. On the left is Brother Higley, advisor to the chapter. Other members of the chapter look on during the news conference which was called for the special presentation. The chapter now has more than \$4300 in the scholarship fund. Money for the fund was raised through the sale of coupon books throughout the Omaha area.

# Herbert E. Markley is "Deltasig of the Year 1971"

BROTHER HERBERT E. MARKLEY, president of the Timken Company, Canton, Ohio, was honored as the "Deltasig of the Year 1971." The award was presented by Grand President Thomas M. Mocella at a luncheon given in his honor in the Heritage Room of the Miami University Center in Oxford, Ohio, on January 22, 1972.

On hand for the occasion were East Central Regional Director Andrew T. Fogarty; Executive Director Charles L. Farrar; Executive Secretary Ben H. Wollenberger; Field Secretaries M. Lee Bell, Jr., and Leonard L. Larsen; Past Executive Director James D. Thomson; and members of Alpha Upsilon Chapter at Miami University, Alpha Theta Chapter at the University of Cincinnati, Theta Chapter at Bowling Green State University and Theta Psi Chapter at Indiana University Northwest. Also present were a large number of faculty and alumni members from Miami University and the Oxford area: President Phillip R. Shriver; Executive Vice President and Provost David G. Brown; Dean Bill R. Moeckel and Associate Dean Charles S. Davis of the School of Business at Miami; Ronald P. Melman, administrative secretary of Delta Theta Pi; Robert J. Miller, executive vice president of Phi Delta Theta; and John Mankopf, administrative assistant of Phi Kappa Tau.

Born on a farm in Ottawa County, Ohio, Brother Markley graduated from Miami University, Oxford, Ohio, in 1938, and was the winner of the Delta Sigma Pi Scholarship Key. Shortly after graduation, he joined the Timken Company as an accountant trainee. Two years later, he was promoted to Assistant Chief Cost Accountant and continued in that position until entering the Army in 1943 to serve for over two years in the Military Intelligence Service in the European Theater.

Upon return to the Company in 1946, after military service, he served as

Executive Assistant in charge of legal affairs. He was elected Assistant Secretary in 1947, and Secretary in 1953. He was then successively named Assistant to the President, Vice President, Executive Vice President, a Director, and President of the Timken Company.

A member of the Bar of Ohio, he studied at the William McKinley School of Law. He attended the University of Akron and also took courses at Ohio University. He completed the Advanced Management Programs at Harvard University Graduate School of Business Administration and the University of Pennsylvania. He graduated from Miami University in 1938. He was initiated into Delta Sigma Pi in 1937 while at Miami.

The "Deltasig of the Year" award was established in 1947; however, the first

award was not made until 1952. The award recognizes the outstanding achievement of a member of the fraternity in his particular field of endeavor, be it business, education or government.

Some of the recent recipients have included Harold S. Hook, president of the United States Life Insurance Company; Daniel J. Haughton, chairman of the Board of Lockheed Aircraft Corporation; Reynold E. Carlson, United States Ambassador to Colombia; Adolph F. Rupp, head basketball coach at the University of Kentucky; Curtis N. Painter, executive vice president of Armstrong Cork Company; and the late Gerald L. Phillippe, chairman of the board of General Electric Company. In all, there have been 20 members of the fraternity who have received this award.



HERBERT E. MARKLEY, "Deltasig of the Year 1971", admires the award presented to him by Grand President Thomas M. Mocella. Also looking on are Miami University President Phillip R. Shriver and Bill R. Moeckel, dean of the School of Business Administration.

# With the Chapters



## TEXAS TECH

BETA UPSILON CHAPTER at Texas Tech is proud to announce the initiation of their Fall pledges. They are David Boren, Steve Danielson, Dennis Feidler, Andy McCaskill, Foy McMaster, Rob Robbins, Bill Stuart, and David Sullivan. Among their contributions to the chapter was a brick cornerstone on which the crest of the fraternity was hung.

New officers for the Spring semester are as follows: John Smothers, president; Bruce Gilliam, senior vice president; Cary Headstream, vice president of pledge education; Jim Rogers, secretary; Mike Ruff, treasurer; and Steve Webb, Chapter Efficiency Index chairman.

Beta Upsilon Chapter has initiated a new concept into their governing body. A coordination committee is used to review all amendments and proposals to the bylaws. This allows the membership to have a double check on legislative action.

On the social side, Rush Chairman Larry Lehr and Social Chairman Charles Abraham worked hard for a very successful rush program.

Eta Theta Chapter at Angelo State has invited the members to a weekend at their university. Among the activities planned are a golf tournament, a dance, and a barbeque. We at Beta Upsilon Chapter wish to thank Eta Theta Chapter and wish all other chapters luck with the professional and social programs.—MIKE UPCHURCH

## TEXAS CHRISTIAN

THE DELTA UPSILON Chapter of Delta Sigma Pi began the Spring semester with very surprising results. Through our rushing activities, the chapter was able to gain seven pledges who have already shown a great deal of unity. The beginning of pledgship was highlighted by a pledge-member retreat which was held at Brother Glen Jones' ranch in Paluxy, Texas. The pledges have shown a great desire to aid in the work of the chapter.

This year's "Business Week" proved to be the best one ever produced by our chapter. The chairman, Brother Chuck McGuire, made all of the final arrangements. This year the speakers included will be Mr. John W. Idinchliffe, Director of World Trade for I.B.M. His topic covered "Computers: An Aid for Management in Changing Times." Also speaking during "Business Week" was Bobby

Bragan, President of the Texas Baseball League; Earle A. Shields, Vice President of Merrill Lynch, Pierce, Fenner and Smith, Inc.; and to close "Business Week," Ben Barnes, Lieutenant Governor of the State of Texas. Attending the Grand Opening of "Business Week" was the Mayor of Fort Worth, Mayor Stovall, the Dean of the School of Business, Dr. Joe Lee Steele, and the entire faculty.

This year's "Rose Formal" should also prove to be the best formal ever encountered by this chapter. The formal will be held in Dallas, Texas, at the Formont Hotel in the International room. The Brothers of Delta Epsilon, Zeta Mu, Beta Phi and Delta Upsilon Chapters will combine their efforts to have one formal. It should prove to be very interesting and exciting.

The Brothers of Delta Upsilon Chapter looked forward to "Business Week" and the "Rose Formal."—JEFF HINCHCLIFFE

## LOYOLA—New Orleans

DELTA NU CHAPTER of Loyola University of the South opened the Spring semester with a totally different approach to our rush program. Instead of holding our traditional parties, we decided to treat the prospective rushes to a steak dinner at one of the local steak houses here in New Orleans. The main speaker for the event was Bill Culver, our District Director, who spoke on the benefits of membership in Delta Sigma Pi. In addition to this rush event, two other parties were also held during the Mardi Gras season to encourage a large pledge class. The turnout was adequate for these events, and we now have eight hard working pledges seeking membership.

During the entire school year, Delta Nu Chapter has attempted to present to Loyola's business administration students a complete fraternity. Socially, our annual "Rose" formal was a smashing success. Professionally, Delta Nu Chapter held eight professional meetings throughout the Spring semester. Even in athletics, we have striven to make an impressive name for ourselves. Unable to win a game during football season, the Brothers of Delta Nu Chapter beat several of the favored teams in the intramural basketball and baseball tournaments. Thus we feel that even though half of our membership will graduate in May, Delta Nu Chapter will continue to grow and prosper here on the Loyola campus.

Throughout the Spring semester, Delta Nu Chapter has continued to provide Loyola

students with a quick way to cash a check on campus. For a small fee, we have been cashing checks for several years now and are very pleased with the profit it has yielded. Without our check cashing service, we would not be enjoying our present financial condition.

On the drawing boards are the plans for our annual end-of-year picnic, election of officers, and the final professional functions to close out the school year.

The Brothers of Delta Nu Chapter wish everyone a prosperous year in the spirit of commerce and good will.—CHARLES F. MEAUX

## BOWLING GREEN STATE

THETA PI CHAPTER at Bowling Green conducted a very successful rush during the past few months. At the initiation ceremonies 20 pledges were brought into our chapter. Attending the initiation and the following dinner were Brother Moes, our district director, and many faculty members. Among the faculty present was Dean Carl Vogt of the College of Business. On the Thursday preceding the initiation the pledges held a party with the Brothers. This party was held in order that the pledges would be able to get to know the Brothers informally.

During the past month Theta Pi Chapter, along with the College of Business, sponsored a Career Day, which was held at the Union. During this day any people that desired information on any of the business fields were able to procure this information from the Brothers who were present at the Union.

Among the various speakers the Brother heard in the past few months was Mr. D. White of the accounting firm of Wexler & White. Mr. White, a CPA who graduated from Bowling Green, told the Brothers about the CPA's role in society. He indicated that any CPA was first responsible to the public and then to his client. Since this approach tends to make clients unhappy, Mr. White then expressed the view that a CPA, along with any good businessman, must be able to deal with all types of personalities.

The past months' activities were highlighted by a trip to the Whirlpool Company plant in Clyde, Ohio. There the Brothers were given a guided tour of the facilities which was followed by a short discussion and question and answer period.

Since graduation time has now come for many of our Brothers, we of Theta Pi Chapter wish all the graduating Brothers the very best in all of their endeavors.—JAMES F. CALLAHAN



## TEXAS—El Paso

GAMMA PHI CHAPTER opened the Spring semester with an unusually successful smoker on February 2, featuring Brother Duane Juvard, prominent local attorney, as our guest speaker. As a result of the smoker, we now have a promising class of 10 pledges; pledging ceremonies were held at a special meeting on February 9.

Naturally, our chapter is again providing another strong professional program. Already we have toured the newest multi-million dollar bank complex in El Paso and the Southwest, the new State National Bank. In addition, we have also toured, in conjunction with our fellow chapter at Eastern New Mexico University (Epsilon Eta), the El Paso National Bank and Hicks-Ponder Company, both located in the heart of the El Paso business district. Moreover, our professional program for the Spring is scheduled to include a number of locally prominent speakers in addition to future business and industrial tours. Our chapter is taking on a truly professional image.

Of course, social activities are also an important part of our chapter this semester. In addition to the pledge-member parties and pledge-member sports events, we are in the planning stages of our annual "Rose" Ball. Moreover, we are even considering the formation of a chapter team to be entered in intramural sports events. This, then, is a wrap-up of our chapter to date.—FRANK DELGADO, JR.

## GEORGIA STATE

KAPPA CHAPTER at Georgia State was one of 12 chapters chosen to participate in a pilot program sponsored jointly by Delta Sigma Pi and the National Association of Manufacturers. When President Bob Allen returned from the NAM meeting in New York he had no difficulty engendering enthusiasm in this project. At the second meeting of the winter quarter it was decided to delegate authority for planning and coordination of this program to the Vice President of Professional Activities Robert Calhoun.

An initial contact was made with local representatives of NAM. Brother Kevin Kidd met Mr. Frank Steinbruegge, the Southern Division Vice President and Division Manager of NAM, and outlined the objectives. He was most cooperative and suggested we contact L. Glenn Dewberry, president of Atlantic Steel, who is on the National Board of Directors of NAM, to enlist his influence in generating support within the local business community. On February 12, Mr. and Mrs. Dewberry joined us at our lodge for a covered dish dinner in order to better acquaint ourselves.

He wrote Atlanta member firms of NAM and invited those interested to attend a luncheon for the introduction of our objectives. This luncheon was held on February 25 at the Holiday Inn Downtown. Present at this meeting were local NAM representatives, Messrs. Steinbruegge, Erle Phillips, Norman E. Elsas, James H. Pair, G. Maynard Smith, George E. Smith and L. Glenn Dewberry. Also in attendance from the chapter were Bob Allen, Angus Perkerson, Bruce Maney, Robert Calhoun, and Bill Tygart.

All of the business leaders conceded that there is an ever widening communications gap which must be closed, and after much discussion each man present committed his firm's support to begin talking with students and not to them. It was further agreed that a joint meeting of all the members of the chapter and local NAM representatives be planned.

On March 11, Kappa Chapter celebrated its 51st anniversary with a gala dinner-dance at the Stone Mountain Lodge. Speaker for the occasion was Brother David J. Schwartz, professor of marketing at Georgia State and author of the famous book, *The Magic of Thinking Big*.

Kappa Chapter is looking forward to its 52nd year with great enthusiasm, and striving to make this the 37th consecutive year of accumulating 100,000 points in the CEI.—JOHN C. HOBBS

## TULSA

BETA CHI CHAPTER of Delta Sigma Pi at the University of Tulsa was the host chapter for the second annual joint district initiation on April 15. Chapters participating were Beta Chi Chapter, University of Tulsa; Beta Epsilon Chapter, University of Oklahoma; Theta Nu Chapter, University of Arkansas; and Gamma Epsilon Chapter, Oklahoma State University. Great speaker at the banquet was W. K. Warren, chairman of the board of Warren Petroleum. Grand President Thomas M. Mocella was also present at the initiation ceremonies and banquet.

"Discover Tulsa '72" was the theme of the Beta Chi Chapter fund raising project for the Spring semester. "Discover Tulsa '72" is a coupon book containing discount coupons for merchandise of all kinds from various Tulsa merchants. The book is a prototype of one used to raise funds at the Gamma Eta Chapter at Omaha, Nebraska. Our appreciation goes to the Gamma Eta Chapter for their cooperation and ideas concerning the project. The Beta Chi Chapter plans to improve on the coupon book again next semester and hope to

have equal or better success with this semester's book.

To cap off Business Week at the University of Tulsa the Beta Chi Chapter held its annual "Rose" dance in the ballroom of the Tulsa Hilton Inn on April 28. "Rose" Queen Marcia Hicks presided over the festivities.—EDWARD C. BROMILEY II

## FLORIDA STATE

FOR GAMMA LAMBDA Chapter, the Winter quarter has proved to be a very rewarding one. Thanks to the splendid efforts of Senior Vice President Doug Dagarin, our rush program netted us eight fine pledges. We are anxiously awaiting their initiation so that their enthusiasm may be directed at running the affairs of the fraternity.

The financial status of our organization has been greatly improved this quarter with the brotherhood providing ushers for the many band performances put on at F.S.U. The opportunity offers us a chance to replenish our treasury while enjoying the great entertainment. Our thanks to Brother Mike Halloran who helped make it possible.

This quarter has seen the start of greater interest being directed toward the many alumni who reside in the Tallahassee area. With alumni in the area numbering almost fifty, Gamma Lambda Chapter is looking forward to the many professional, fraternal, and social benefits to be gained by making them a greater part of our chapter. In the coming year, we hope to see the foundation begun for establishing an alumni club in Tallahassee.

Along with our efforts to keep track of the alumni in the Tallahassee area, we welcome the opportunity to correspond with alumni of Gamma Lambda Chapter throughout the United States and would appreciate it if they would assist us in bringing our alumni roster up to date by sending their current address to School of Business, Florida State University, Delta Sigma Pi, Tallahassee, Florida 32306—JOHN M. PERRITT, JR.



SHOWN HERE ARE some of the members and guests which attended the annual Career Day sponsored by Alpha Iota Chapter at Drake University.

## PHILADELPHIA TEXTILES

THE BROTHERS OF Eta Xi Chapter have started the new semester and new year off by installing new officers. This is our first semester under our new term of office policy. By the term running the calendar year instead of the school year we hope to have a more active chapter in the Spring semester, while also freeing seniors to devote more time for employment searching.

This semester we have two forums planned. The first one, a new one to Textile, is a Finance forum. Our thanks to Dr. Mimo for his assistance in our obtaining Dr. Smith to speak at the forum. Our second forum is our third annual Accounting Forum. Our thanks to Mr. Raskin for the part he took in the planning of the forum this year as well as in the past.

On February 19, we held our "Rose" banquet. Despite the inclement weather many of the Brothers and alumni were in attendance. For the second year our banquet was held at the Presidential Apartments. All those who braved the weather to be in attendance had an enjoyable evening, which climaxed with the crowning of our new "Rose." Our "Rose" for 1972-73 is Jenny Ogle. Jenny is the wife of Bob Ogle, one of our new Brothers.

Summer will soon be upon us, this being a happy time for some of us, especially our graduating Brothers. Eta Xi Chapter will be losing 16 members in May. The remaining Brothers wish them the best of luck and success in their professional careers. In closing I would like to wish all my Brothers the best of luck and success in the future whether they are returning to school or entering the professional world.—WILLIAM A. HUNTER, JR.

## C. W. POST

THE BROTHERS OF Zeta Omicron Chapter have been involved in many business activities around C. W. Post College. To begin with, the Brothers handled the football season ticket concession for the home games of the varsity football team here at Post. Second was a raffle for our Scholarship Award Fund which proved to be very successful. Another activity the chapter handles is the food concession for the Student Government Association's weekly movie series.

Campus politics have become a major concern to the members of our chapter. At present we have two Brothers who were elected as Senators of the Student Government. Several Brothers are candidates for the Spring elections. Brother Mitchell Mertz has become the business manager for the college newspaper and five other brothers are active with *The PIONEER*.

This year, as in the past, our chapter has participated in the intramural sports program. So far, our football team had a 5-1 record, our basketball team finished in second place, and our wrestling team took top honors, including two gold medals and one bronze. We are currently participating in track and softball intramurals.

We have heard from many professional speakers this year. Speakers included Mr. P. Dimatio from Dynell Electronics Inc., Mr. F. Palumbo of Del Laboratories Inc. as well as

two faculty members, Dr. Harold Berkman and Professor John Barbera, whose topics were Marketing and Management. This semester we have heard from a C.P.A., the president of Merrill Lynch, Pierce, Fenner and Smith brokerage house, the distributing manager from a local branch of Coca-Cola, store manager of Gertz Department Store, Hicksville, Long Island, a professional interviewer from Abraham & Strauss Department Store, and members of the Suffolk County Police Narcotic Squad. Zeta Omicron Chapter has visited Del Laboratories, Inc., Long Island factory, and the New York Stock Exchange. Several Brothers paid a visit to the computer center of the New England Merchants National Bank in Boston, Mass.

As far as new members—we initiated ten new Brothers in the Fall semester and see no problems in meeting our yearly quota because of ten new pledges this semester.

A major fund raising project of our chapter is our annual "Delta Sigma Pi Horse Show", which is accredited by the American Horse Shows Association. This year's show will take place Sunday, May 14. Entrants are drawn from all over the East Coast.—HARVEY F. SOKOLOFF

## MARYLAND

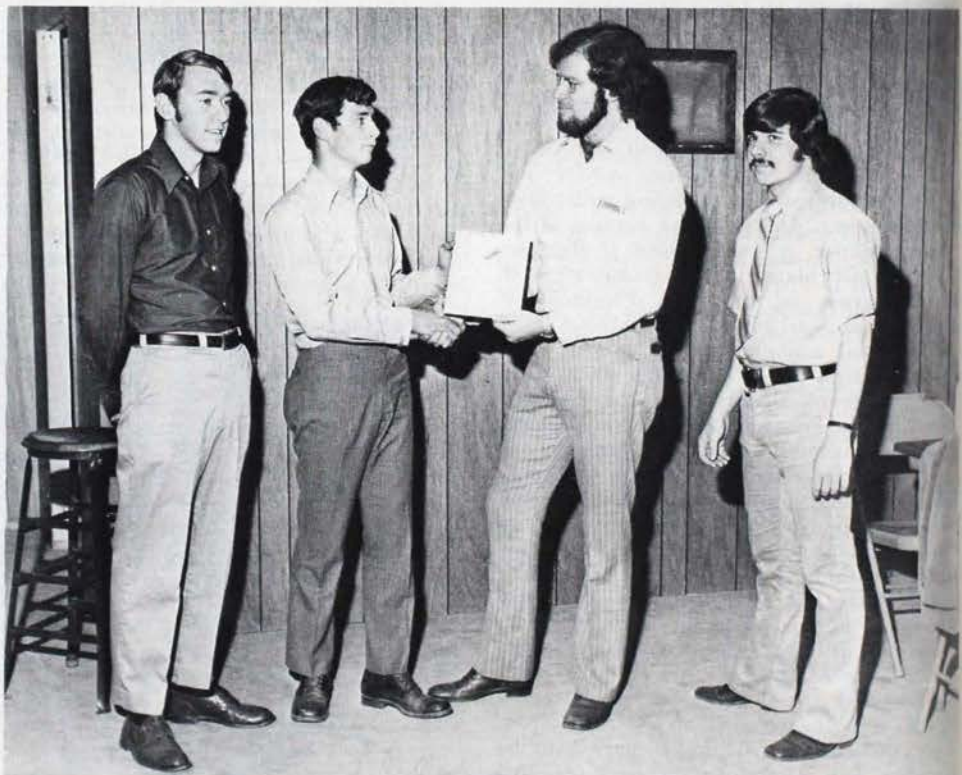
GAMMA SIGMA CHAPTER moves forward into the Spring under the leadership of President Brian McCully. This semester has brought increased professional events, more

social activity, and the inauguration of the Brotherhood into the University intramural department.

Tours, speakers, and informal discussions with business leaders have highlighted the professional program under Vice President for Professional Activities Joe Karol. We have been especially more active in this area, although scheduling is most difficult to accommodate all 40 Brothers.

Our social calendar has been so far limited to dances (except for such diversions as Ski Night), with picnics and of course "Rose" weekend scheduled for the near future. Social Chairman Charlie Brown deserves much of the credit in this area, for he must decide what to do from among many diverse suggestions from the Brotherhood. Our "Rose" Queen is Miss Debbie Fishler, who may be seen in close companionship with Brother Ken Klein. Gamma Sigma Chapter has also sponsored a fund-raising raffle, and we have also begun work on a booklet describing each separate department of the School of Business Administration here. Dean O'Connell and the others heading our program have been highly responsive to our project.

Finally, we have entered the University's intramurals in football, basketball, softball, and volleyball. It has been difficult for us this first year, but everyone enjoys themselves, the basic purpose of these events. The planning and coordination of these activities has been under the direction of Athletic Chairman Chuck Rosenblum. Best wishes for a successful "Rose" weekend from Gamma Sigma Chapter.—LEE W. McDOWELL



THOMAS BROCK, second from left, is shown receiving the Junior Achievement Charter from Brother Don West. Looking on are Bill Frances and Bill Stabile. These members are advisors to the teenagers in Junior Achievement. The members of Beta Gamma Chapter at the University of South Carolina have counselled the high school students in the establishment of the JadeCo company which produces and sells safety car kits. In the past three years over 1,000 area teenagers have participated in this practical business experience in Columbia, S. C.

## BOSTON COLLEGE

DELTA KAPPA CHAPTER at Boston College was recently honored by the visit of Field Secretary M. Lee Bell. Lee met with the Executive Committee of our chapter. He passed on to us some new innovations and, hopefully, some of the ideas that were discussed will be carried out.

We also are proud to announce the recent initiation of 22 new brothers. Congratulations to each and everyone of them. Now they are able to fully realize what Delta Sigma Pi is all about, and why it means something special to the Brothers who have come before them.

At the time of this writing we are busy scheduling our elections for the upcoming year and also working on our Chapter Efficiency Index. We are anticipating on a big improvement over last year. We also have a couple of speakers planned for the upcoming semester. Hopefully, they will give us a better insight into the real business world.

On the social side, we are planning to run a few all college "happy-hours" at some of Boston's finest night clubs. These functions always prove to be enjoyable and also profitable from a monetary point of view.

We also have some good news or bad news whichever may be appropriate. Two of our Brothers will be married in August, one day apart from each other. Congratulations to Brother Al Devasto and his future Mrs., Beth Gleason, and to Brother Larry Hickey and his future Mrs., Carol Garrity!—JOSEPH R. CAPALBO

## EAST TEXAS STATE

DELTA PHI CHAPTER at East Texas State University started the Spring semester with an outlook toward the future. The semester began with the initiation of nine new members. They were Steve Chapman, Ross Coil, Mac Feuer, Bruce Harvin, Dwight Kigore, Farrell Lambert, Tim Parker, John Sims, and Mike Stricker. Another returning member that we wish to welcome is Mike Gordon, who just returned from active duty in Southeast Asia. Delta Phi Chapter also held election of new officers for the spring semester. Officers include Sid Sampson, president; Charles Bentley, chancellor; Rush Chairman, James Fransen; and Vice President-Pledge Education David Thompson. Danny Farrell was again elected as Vice President-Professional Activities, Ross Coil became the new historian, and John Johnson was elected as the Spring semester treasurer.

Delta Phi Chapter had a successful rush again this semester. Rush activities included several smokers which included a casino party and other functions. We have a total of eleven pledges for this semester. They are: Dave Bigham, Bobby Bohanin, Larry Chapman, Andy Clark, Stan Cromer, Pat Earle, Brent Lewyllen, Doug Morgan, Steve Todd, E. L. Trail, and Pete Winn. The pledges were pinned in time for the annual "Rose" Ball to be held in the Rose Room at the Adolphus Hotel in Dallas. This year's "Rose" Queen is Miss Virginia Martin.

We have been engaged in many university functions. In intramural sports we have been very active and are a big contender for first place in basketball. We will enter the East

Texas Grand Prix for go-carts and hope to do better than last year's fourth place.

In addition to university activities, Delta Phi Chapter has made plans for many professional activities. Plans have been approved for a week-end tour of the Busch Gardens in Houston. Also plans are being made to tour Dallas Power and Light Company later on in the semester. The Deltasigs at East Texas hope to sponsor a musical group shortly after the spring break.

All Brothers of Delta Phi Chapter wish their fellow Deltasigs good fortune for the coming semester.—MURRY A. FEUER III

## STATE U. OF NEW YORK—Albany

ZETA PSI CHAPTER placed fifth in the nation and first in the Eastern region on the December 1 Chapter Efficiency Index.

During rush this Spring, Mr. John Bataselli of the Atomic Energy Commission spoke on business job opportunities in Atomic Energy. Also during rush, four faculty members, Dr. Cannon, Dr. Diamond, Dr. Farley, and Dr. Hoagland, spoke of opportunities in different areas of business.

Newly elected officers for the spring semester are Dave Gernak, vice president of pledge education; Mike Preble, vice president of professional activities; Jim "Kid" Foy, treasurer; Craig Knoell, secretary; Mick "Bobo" McCulley, chancellor; and Steve "Sneaky" Schumach, historian.

The chapter's intramural basketball team, originally under the leadership of Dave DeSormeau who graduated, ended up with a record of 6 and 2 with Mort Borzykowski and Bo McCulley later becoming co-captains.

Brothers Len "Woof" Barker, Bo McCulley, and Larry Happes are continuing work with the School of Business in its program to aid inner city businessmen.—STEVEN A. SCHUMACH

## COLORADO

THE BROTHERS OF Alpha Rho Chapter have spent both an interesting and rewarding spring semester at the University of Colorado. Our first project was to conduct our semi-annual book exchange for the School of Business. In this exchange, students were able to sell their used textbooks and save on the purchase of the book for the present semester. This book exchange has had a great deal of success in the past and continued in this tradition, with over \$1200 worth of business being conducted during this semester's exchange.

Following our Fall pledge program, the new members used the money acquired from their pledge project to purchase clocks badly needed by the School of Business. The clocks were presented to Dean Morris Massey, the undergraduate Dean of the School of Business. Services such as the book exchange and the purchasing of the clocks have helped Delta Sigma Pi to remain an active and respected organization within the School of Business.

The chapter has made a great effort this semester to increase the interaction among the different resident organizations within the Business School and, in general, increase the interest and participation of all Business School students. In line with this, the chapter

sponsored an all-Business School tour of the Federal Reserve Bank in Denver. Interested students joined the Brothers of Alpha Rho Chapter for the tour the afternoon of March 8. Everyone found the tour extremely interesting and a good way of increasing unity within the School of Business.

The chapter scheduled on impressive list of professional activities for the semester. A speaker was invited for one meeting each month and a number of tours were also planned. In addition to the tour of the Federal Reserve Bank in Denver, the chapter also visited Beech Aircraft, north of Boulder. Later in the semester, the Brothers also participated in a tour of the Playboy Club in Denver.

The Alpha Rho Chapter has had a very enjoyable and interesting semester. By intermingling our professional and social programs with participation in the activities of the business school, the Brothers have been able to both contribute and benefit from the many activities.—LARRY F. WILLERS

## LOUISIANA TECH

THE MONTH OF March brings the beginning of a new year for the Brothers of Beta Psi Chapter at Louisiana Tech University. Reflections on the year ended show one of accomplishment and brotherhood. Resolutions that express a desire to improve on all aspects of chapter activity have now been made by our newly-elected officers for the year 1972-73. Beta Psi Chapter's new officers are as follows: Rufus Estis, president; Kip Othold, Senior Vice President; John Hahn, Vice President of Pledge Education; Ivan Hood, Vice President of Professional Activities; Alan Ferrington, Secretary; Charles Barnett, Treasurer; Danny Almond, Historian; John Wood, Chancellor; and Gary Goolsby, Chapter Efficiency Index Chairman. Mr. Frank Busch and Dr. Joe Pullis have been re-elected to serve as co-advisors for the coming year.

Planned activities for the spring quarter include a field trip to Memphis, Tennessee, celebration of our chapter birthday, sports activities in intramurals and against "the other business fraternity," and, as a fitting close to our school year, our annual "Rose" Banquet.

The new year offers much to those who desire it, and Beta Psi Chapter is planning to make the most of all our resources and to make 1972-1973 a banner year for us.

## ARIZONA

GAMMA PSI CHAPTER highlighted second semester with a professional tour to the Motorola facilities in Phoenix. In addition to touring production facilities, members of the chapter also visited the business offices "behind the scenes" and interviewed the men in charge. Numerous professionals also addressed the chapter at various times during the semester.

Officers for the next academic year were elected early in the second semester in order to give them time to train under the present officers and to familiarize themselves with the duties of their new offices.

The spring formal featured an out-door steak fry, following the formal initiation of the new members.—TIM TAYLOR

## CHICO STATE

EPSILON THETA CHAPTER at Chico State College extends hearty congratulations to our new Brothers and the officers for the Spring semester. Members of the executive committee are: Jim Korling, president; Tom Augustine, senior vice president; Bob Biasotti, vice president of pledge education; George Helms, chancellor; Gary Wright, secretary; Norm Winkler, treasurer; Willie Baird, vice president for professional activities; and Gary Leong, historian.

Second semester rush got off to a good start with many prospective pledges attending informal functions. The pledge period had been reduced from eight weeks to six weeks in order to familiarize the new Brothers with the fraternity for a longer period of time before summer break.

The Brothers of the chapter selected Miss Tina Letellier of Alpha Gamma Delta Sorority as our "Rose" for this year.

Among the highlights of this semester was a visit by Field Secretary Leonard L. Larsen. Another highlight of this semester is Pioneer Week when we shall participate actively in the events of the week such as the parade, the rodeo, and the quad projects.

The professional activities this semester include a career-motivation speaker for all students in the School of Business and a visit to Sacramento, our State Capital. This will include a tour of the capitol building and a lunch with our local legislators.

Of course the top event of the semester was the initiation dinner-dance held on April 22, 1972.—GARY G. LEONG

## WASHBURN

THE BROTHERS OF Delta Chi Chapter at Washburn University of Topeka, Kansas hosted the Twelfth Annual Business Day activities on March 29. This year the Brothers of the chapter sponsored Business Day for university students and also interested high school seniors in the Topeka area. In addition to Business Day, a trade fair was held March 28-29 for companies interested in purchasing booths to demonstrate their wares on campus. Proceeds from both events went to the Delta Chi Chapter Scholarship Fund. Contributions to the scholarship fund were also made possible through our successful book exchange held in early January. This fund will eventually allow the Brothers to grant scholarships to qualifying students in commerce and business administration.

The "Rose of Deltasig" dance was held at the Holiday Inn Downtown on February 19. A good turnout and a swinging band made it a memorable night for everyone, including Vicki Worswick, our newly elected "Rose" queen.

Other spring events include our business trip to nearby Kansas City, Mo., and on March 18, a covered dish dinner celebrating the 12th birthday of Delta Chi Chapter. Also, mention must be made concerning the spring pledge class, which was as promising as it was large.

Brothers elected to office for the spring semester include John Hancock, president; Darrel Dade, senior vice president; Roy Bradshaw, vice president of pledge education; Don Walton, vice president of professional ac-

tivities; Dan Worswick, chancellor; Mark Morely, secretary; and Dennis Nelson, treasurer. With such able Brothers holding the reins, Delta Chi Chapter again reached 100,000 points in the Chapter Efficiency Index.—ROBERT H. MEYER

## NORTHERN ILLINOIS

ETA MU CHAPTER'S Brothers joined Brothers from Eastern Illinois, Wisconsin-Whitewater, DePaul, Loyola, and Ferris State to help contribute to the huge success of the Central Region's basketball tournament, held here at Northern Illinois University last February 5. Wisconsin-Whitewater was able to return home with a first place trophy, but Northern was not far behind. Our own Eta Mu Chapter kept the second place trophy. Brother Bennison, coordinator of the tournament and leading scorer, won everyone's thanks and praise for a job well done.

Brother Vadovsky, Central Regional Director, and ex-basketball referee Brother Kleeman, also known as our District Director, both enjoyed themselves with all the Brothers of Eta Mu Chapter at two parties held later that evening, following the day's activities. Everyone was thoroughly pleased with the results of the tournament, although in one instance the local police did not share in the rejoicing.

Professional Chairman Brother Vaughan has an interesting itinerary planned for Spring, including various tours and speakers that will address the chapter. The first tour will involve a trip to Milwaukee, followed by visits to the First Wisconsin National Bank and the Joseph Schlitz Brewing Company, ending with a tour of the Pabst Blue Ribbon Brewery. Another tour planned is of the Chicago Tribune Building in Chicago's Loop.

The Chairman of the Citizens Committee to Clean Up the Courts, Mr. Sherman Skolnick, Attorney-at-law, will come to Northern to speak on the actions of public officials. Accountant James L. Harfield, from Blackman Sussetti Kallick and Company, is also expected to speak to the chapter on the virtues of accounting as a profession. —STEPHEN T. PANKOW

## ARIZONA STATE

THE BROTHERS OF Gamma Omega Chapter are bringing this semester's rush period to a close after much work and participation from the chapter members. We have found ourselves in the unusual position of having over half of our members due to graduate at the close of the Spring semester. To offset this large loss, we have aimed our rush program toward the freshman, sophomore, and junior members of the College of Business so that our membership for the next year will be satisfactory to conduct an effective professional and social program. We are also utilizing a five week pledge program with two meetings a week so that these pledges will be initiated in time to vote and run for offices for the coming year.

Brother Glen Funk, Vice President of Pledge Education, and Brother Dieter Nenner, Vice President for Professional Activities regretfully had to resign because of time constraints that have developed this semester.

Brother Jeff Lindquist was elected our new Vice President of Professional Activities and Brother John Richardson was elected Vice President of Pledge Education for this semester. We are looking forward to an active and meaningful semester with these new officers.

The members of Gamma Omega Chapter have always been active in the affairs concerning the university and this year is no exception. Brother John Richardson was elected President of the Business Council to which many Brothers belong and Brother Joe Anderson is one of the representatives from the College of Business to the ASU Student Senate. Also deserving recognition are Brothers Jeff Figler and Russ Flynn, who were elected to *Who's Who in American Universities and Colleges, 1971-1972*.—RICH LEVEY

## EAST TENNESSEE STATE

DELTA XI CHAPTER at East Tennessee State University conducted a fund raising project. A 21-inch Zenith television was raffled on March 2. The purpose of this project is to acquire funds for the Spring formal and to contribute a portion of the proceeds to a charitable organization.

Currently we are planning for a professional speaker to address the student body. Along this line we will be touring several outstanding firms for the benefit of the chapter.

The Brothers of the chapter have organized a pledge program that will be very rewarding for our spring quarter. We have proposed several interesting ideas that we feel will serve the chapter tremendously.—CARLES E. YENCHA

## NORTHERN ARIZONA

FIVE YEARS OLD this Spring, Zeta Omega Chapter at Northern Arizona University looked forward to its reunion of past and present members on April 29, 1972. Oddly enough, the fifth year birthday of our chapter fell in the middle of the weekend, enabling us to celebrate on the appropriate day. Most of Delta Sigma Pi's spring banquet of 1971 was held in Northern Arizona's scenic Oak Creek Canyon with excellent weather; we only hope our upcoming spring functions will turn out to be as much fun, if not more.

Dr. Benson, Dean of the College of Business, spoke at our first rush smoker on February 16. Jeff Relth, District Director, spoke at our second smoker and presented an excellent introduction of Delta Sigma Pi to our rushees. Art Downs, from the Thunderbird Alumni Club of Phoenix, also told of the operations and benefits of alumni clubs. Thirteen men will pledge Zeta Omega Chapter this spring, thus making our spring rush very successful. Initiation was planned for March 1.

Susan Jeszka was crowned our new "Rose" on January 26, and even though there are no "initiation" rites for the "Rose," Sue probably feels she is being put to the test. We welcome Sue and truly hope she enjoys her new title.—BUZ KUBY

## LA SALLE

EPSILON SIGMA CHAPTER at La Salle College has had the best pledge and rush periods this semester in over three years. We owe thanks to Brother Bob Dreyer for a fine rush and recruiting program which was stimulated by faculty Brothers and especially by Brother and Dean Bruce MacLeod who sent personal letters to all who were interested in pledging Delta Sigma Pi. Also, thanks to Brother Dennis Rubisch who was able to produce, from the 13 rushees Brother Dreyer recruited, enough new Brothers to replace the 11 graduating this semester.

Speaking of graduating seniors, Brother John Bogansky outdid himself again this semester with a fine social program. Included in his program for this semester, besides the regularly scheduled activities, was a bowling night, card party and a horse riding party. The biggest annual social event of the Spring semester is our Dinner Dance which is being arranged by Brothers Steven Markert and Bill Mullen. Again, this year's Dinner Dance promises to be more enjoyable than last year's.

I just want to list all graduating senior Brothers of Epsilon Sigma Chapter so that they can never say that their name didn't appear in The DELTASIG. Graduating seniors are Frederick W. Blinn, John J. Bogansky, William J. Duffy, William H. Mullen III, Timothy P. Murphy, Charles A. Roop, Joseph F. Sierotowicz, Michael A. Toboga, Henry J. Wajda, Michael A. Walsh and Dennis M. Young.—JOSEPH F. SIEROTOWICZ

## SOUTH DAKOTA

ALPHA ETA CHAPTER at the University of South Dakota is winding up another eventful year with our annual Deltasig-Faculty softball game and rib feed. The Deltasigs have usually won in recent years, but a spokesman for the faculty has announced that this year won't be just another easy victory.

Our intramural teams have done very well this semester. Our bowling team finished second in USD intramural competition and our basketball team took second place honors in the North Central Regional Basketball Tournaments.

This semester's pledge class was not as large as was anticipated. Only ten of the rushees were pledged, but what the group lacked in numbers they made up for in enthusiasm and responsiveness. Each pledge has been carefully evaluated and we are certain that each will be a credit to the fraternity.

Alpha Eta Chapter's new officers were installed in February. They include President Lee Anderson, Senior Vice President Bob Schaub, Vice President of Professional Activities Bob Lillibridge, Vice President for Pledge Education Brad Hauge, Secretary Rick Long, Treasurer Mike Denton, Chancellor George Blank, and Historian Tom Haberer.

Our professional program this semester was centered around an informative array of guest speakers, including representatives from Hormel, Sears, Hamms, Gibsons, New York Life and Touche-Ross. The professional program was extended as members of the chapter, including faculty advisor William Bergman,

journeyed to Denver in April for our annual field trip. The Denver Mint, State Capitol Building, and the Federal Reserve Bank were included in the tour, as well as a visit to the fine Coors Brewery in Golden, Colorado.

As this academic year draws to a close, we, the men of Alpha Eta Chapter, wish to extend our very best wishes for continuing success and achievement to our graduating seniors and to our Brothers throughout the fraternity.—TOM HABERER

## PENNSYLVANIA STATE

ALPHA GAMMA CHAPTER at Pennsylvania State University ended its winter term by electing new officers. The new officers have vowed to continue leading our fraternity to the best of their ability and always strive to reach the goal of 100,000 points in the Chapter Efficiency Index. Following the bidding of farewell to several of our Brothers who graduated, we got off to a vigorous start for Spring term.

Spring term saw many rewarding professional and social activities for the Brothers of our Chapter. Joined by Phi Chi Theta, women's business sorority, at several meetings, the speakers proved to be of excellent quality. Plans are now in the process for the Third Annual Gimi Beni concert which is to benefit a local hospital now being built. The highlight of the term, as far as the social events, was the cabin party held at nearby Stone Valley. Several of our alumni Brothers returned to rehash some of "the good old times."

During Spring term we had another pledge class initiated into the Alpha Gamma Chapter. It has been our goal of late to instill new interest into the new students in the School of

Business. It is our desire to show them the value and leadership which the Deltasigs have created on campus and that they may continue this leadership and the furthering of the goals of the fraternity as a whole.—JOHN W. NYCE

## NORTH DAKOTA

ALPHA MU CHAPTER at the University of North Dakota is busily preparing for the spring banquet and picnic. This should be another huge success.

The Brothers traveled to Des Moines, Iowa, to attend the annual basketball tournament at Drake University. Mr. John Watson, our advisor, served as coach. Alpha Mu Chapter won the traveling trophy indicative of the chapter that travels the farthest distance to the tournament. While in Des Moines, the Brothers visited the Des Moines Register and Tribune. We learned all about the problems a newspaper has concerning increased costs.

During the last few months, many important speakers have talked to Alpha Mu Chapter. Included among these were Mr. Al Hackenberg (life insurance agent), and Professor James Torian talking about investments.

The main highlight of the past few months was the crowning of Sheryl Christianson as the Alpha Mu Chapter "Rose" queen. Presenting Sheryl with the crown was Mrs. Sha, wife of Brother Dennis Sha. President Gary Conroy and Brother Glenn Lundgren coordinated the activities with assistance from the other Brothers.

Brother Ralph Hafner is now manager of the Bonanza Sirloin Pit in Minot, N. D. Congratulations, Ralph, and keep up the good work.—WARREN G. SCHMIDT



JAMES S. GIERINGER, on the right, president of Alpha Upsilon Chapter at Miami University, presents the first "Professor of the Month" award to Michael S. Broida, instructor in the School of Business. This chapter award recognizes excellence in classroom teaching.

## CALIFORNIA STATE—Hayward

ZETA TAU CHAPTER at Cal State-Hayward has been very active in student activities on campus this year. We have aided in the development and functioning of the peer advisory program, aided in the registration of new students, and organized and conducted student-faculty discussion seminars, along with our professional program and campus-wide golf tournaments.

At our recent pledge initiation banquet, we presented Past Chapter President Brother Jim Bunting a plaque in commemoration of his outstanding leadership and guidance during the first half of the school year, serving as president of Zeta Tau Chapter at Cal State-Hayward.

The Brothers of Zeta Tau Chapter are encouraged to participate in the School of Business and Economics Student Executive Council. At present, we have seven Brothers serving on this council: Rich Townley, president; Rick Terrin, vice president; Jim Bunting, secretary; Ed Chastain, treasurer; Ken McLeod, representative to the College Council; Mike Crivelli, M.B.A. representative; and Larry Moseley, management representative.

Now that the year is coming to an end, looking back, the Brothers of Zeta Tau Chapter have experienced another fine year. Our summer plans include a fishing derby and golf tournament and organizing another fine year at Cal State-Hayward.—JOHN HODGKISS

## WEST FLORIDA

ETA UPSILON CHAPTER, at the University of West Florida in Pensacola, would like to extend an invitation to all Brothers who may be in our area this Spring to drop in and visit with us here at the home of "the world's most beautiful beaches." Should you be in our area, we would like for you to meet our newly elected officers: Bill Griffin, President; Ray Szaltis, Senior Vice President; Jim Hargrove, Vice President of Pledge Education; Willie Small, Vice President of Professional Activities; Tom Freeman, Secretary; John Cherry, Treasurer; and others.

Recently we have toured the Westinghouse plant, Hecor Manufacturing Company, and Merrill Lynch. Speakers have been Bill Gill, Manager of Sears; Robert Cramer, Pensacola's Businessman of the Year; and Chris Pennywell, Vice President of a local bank.

Eta Upsilon Chapter won the Inter-Greek Council's Scholastic Trophy for the highest G.P.A. on campus.

One of our recent projects has been to align local alumni with our chapter and its functions. These include professional activities, social gatherings, and weekly meetings.

Eck Suksumstarn has just been elected our chapter "Rose." In celebration of this great event, we are having our annual "Rose" Banquet to honor our new "Rose." At this event we will also present the newly initiated pledges and faculty members.

The University of West Florida's Chapter of the Society for the Advancement of Management planned, in conjunction with the Eta Upsilon Chapter, the Annual Industrial Fair, which was held on April 1. This yearly occurrence is not only a service project, but a

fund raising project also. This exposition, made up of local businesses, their exhibits and speakers, as well as nationally recognized authorities, is always looked forward to by the entire community.

Brother Emmett Andrews has recently recommended that Brother Dave Ring not be allowed to participate in any future drawings for door prizes at our parties.

We would like to wish all the other chapters the best for the Spring quarter.—KENNE GATLIN

## LOUISIANA STATE—Baton Rouge

BETA ZETA CHAPTER at Louisiana State University according to Dave Gourg, Vice President of Pledge Education, has pledged a total of 12 men at four separate ceremonies. If enthusiasm is any indication, this Spring's pledge class should be a dynamic one. The rush functions were well organized which accounts for the fine showing. Brothers had just as much fun at the rush socials and enjoyed the rush professional meeting, too.

The Brothers were proud of having our past president, Nolan H. Schexnayder, attend the 76th Congress of American Industry of the National Association of Manufacturers (N.A.M.) in New York in December.

Our civic involvement has been disappointing since we have not been able to do more, however, there have been some tender moments. We co-sponsored a Mardi Gras party for the deaf with an in-town sorority, Beta Phi. More than a third of our Brothers helped prepare pizzas and danced with the girls, this to the amazement of everyone who could hear the music. It is our hope to co-sponsor more of these programs as a social interest of the fraternity.

Jam-Jam is shaping up very well as our chapter's largest fund raising project of the Spring semester. All the Brothers are pitching in to make it a success.—Z. T. DANIELS

## VIRGINIA TECH

ZETA UPSILON CHAPTER at Virginia Polytechnic Institute and State University recently went on a professional tour of the Burlington Industries plant in Radford, Virginia. The Brothers found the tour very educational and enjoyable. This tour completed our agenda of tours within the textile industry as we have previously toured both Dupont and Celanese.

Having completed all arrangements for the student discount coupon sale and having secured approval from the Commission of Undergraduate Student Affairs, our chapter initiated sales at the beginning of spring quarter. The coupon sale along with our spring car washes should more than provide for our chapter's financial needs.

Plans have been made for our chapter's annual Spring party to be held at Claytor Lake on the weekend of May 20. We expect many alumni to return for this big weekend. This event should be a fitting climax for our year's social activities.

Plans are currently being made to give a business scholarship to a needy student within the School of Business. This scholarship will be financed entirely by our chapter.

The newly elected officers of Zeta Upsilon Chapter are: President, Dennis Rosencrance; Senior Vice President, Tom Bush; Vice President for Pledge Education, Andy Scholz; Vice President for Professional Activities, Mark Rosenstock; Secretary, Dan Fields; Treasurer, Tom Gaghan; Historian, Bob Bishop; Chancellor, Bill Bass; and Social Chairman, Ricky Drake. The Brothers express appreciation to the past officers for their hard work and dedication to Delta Sigma Pi.

Alumni Brothers and any visiting Deltasigs are invited to drop in for our professional and social functions. For information concerning our Calendar of Events, please contact Dennis Rosencrance, 1001 North Main Street, Blacksburg, Virginia 24060, or call 703 552-3806.—LARRY BRYANT

## TEXAS A & I

ZETA NU CHAPTER at Texas A & I started off the Spring semester with the formal initiation of seven pledges. Their initiation brings the number of undergraduates to 18. Membership had hit a low at Texas A & I during the Fall semester, but with our new rush program, led by Brother Jim Patterson, Delta Sigma Pi is on the upswing again on campus. This Spring the rush program, which stresses more personal contact between undergraduates and pledges, has netted our chapter 15 pledges. Initiation will be on April 30.

On February 8 we had our regularly scheduled dinner meeting at El Jardin Restaurant. Owen Smith, Regional Sales Manager for Eastern Airlines in Corpus Christi, spoke to us on commercial airlines in general.

Events during the remainder of the semester included a field trip to the Reynolds Aluminum plant in Gregory, Texas, during the first week in April and the "Rose" Ball which was held at the Henrietta M. King Memorial Building in Kingsville on April 8.

The Zeta Nu Chapter undergraduates would like to congratulate all graduating seniors and wish them the best of luck in their endeavors.—JAVIER A. TREVINO

## NEW MEXICO

GAMMA IOTA CHAPTER of the University of New Mexico held its annual business seminar on April 7. Directed toward the small independent businessman of New Mexico, it was highly successful.

Other professional activities of the chapter include informal speeches by State District Court Judge Mary Walters and a personnel officer from Ford Motor Credit Corporation.

Our Spring pledge class is the largest in recent history with all members running for office and enthusiastically planning their traditional fund-raising project. The size of this pledge class is due mainly to the hard work of Senior Vice President Bob Shrode.

Spring graduation is nearing and Gamma Iota Chapter would like to honor its graduating brothers: Robert Duke, Tom Farris, Rudy Hopp, Bob Shrode, Bob Baker, Bob Carmichael, Bill Moye, Tim Padilla, Toby Perea, Scott Wilson and LeRoy Wolf. We wish these and all graduating Brothers the best of fortune.—ROBERT E. BAKER

## ILLINOIS — Champaign-Urbana

UPSILON CHAPTER at the University of Illinois celebrated our 50th anniversary this year on the weekend of April 29-30. To help us celebrate we invited all our Brothers back. This was an opportunity for both the reunion of our old Brothers and for our undergraduate members to meet many of our old Brothers. "Golden Fifty" was held at the Ramada Inn and not at Century Twenty-One as originally planned since it is not yet open. Special mention should be given to Dean May and Bill Muth as chairmen of the "Golden Fifty" committee for all the hard work and time they have put into this project.

Formal rush was held on February 23 and 24. We have 20 Brothers who will graduate this June and our goal was to replace them. The rush committee was headed by Bob Reid and he got all the Brothers involved and we had our best rush ever. On February 25 the members had a party for the prospective pledges. Formal pledging was held on February 28 and we had 33 pledges—far surpassing our goal of 20.

Pledge Educator Steve Paetz and his assistant Randy Benjamin had an exciting pledge program planned for this semester. Some of the events included candlelight on March 20, the "Rose" hunt on April 7 and initiation on April 29 to coincide with our celebration of "Golden Fifty".—THOMAS M. CONAGHAN

## DUQUESNE

THETA RHO CHAPTER at Duquesne University started off the semester in a flurry of social activities. In January we held a roller skating party in conjunction with the Alpha Iota Sorority of Robert Morris College. This was a very popular event and the Brothers have expressed a desire to repeat it at some later date. We also held an all night bowling session with other business organizations at Duquesne. This was so popular that we now

go bowling every Friday afternoon and are in the process of starting a bowling league.

Not all of this semester has been taken up with social events. Rush activities were started early in January with personal contact with the business students. Representatives of the Fraternity went to the classrooms and talked to the students in order to answer any questions they might have about the Fraternity. Smokers were held on January 26-27 during which time we got to know a little more about our prospective pledges. Our rush activities were topped off with a rush party at the Duquesne pool.

We are not neglecting our professional program, either. We have scheduled several films for this semester, a tour of the Lordstown assembly plant in Ohio, and a tour of the Duquesne Brewing Company. The highlight of this year's professional program was a panel discussion by a representative of the Dow-Jones Company and some local business leaders. This proved to be a most enlightening discussion and we are looking forward to making it an annual event.

All the Brothers of Theta Rho Chapter would like to wish all our Brothers of Delta Sigma Pi a happy and prosperous summer.—DENNIS A. KELLY

## WAYNE STATE—Michigan

CAUGHT UNDER MIDWESTERN winter, Gamma Theta Chapter of Delta Sigma Pi is handling another full schedule of events.

Kicking off, the funds committee has started a string of traditional bagel sales on the Wayne Street campus. Local lore claims that warm bagels actuate frosted brains on test days every leap year. The social and funds committees have teamed up for a few mixer parties in the interest of building up revenue for the "Rose" dance fund, which have helped funds and provided needed recreation for members and guests. Parties coming up include a "Polish party," millionaire party, and a possible bowling party.

Stroh brewery will be the site for the next professional activity. A tour was secured by the new Vice President of Professional Activities, Rick Wandzel. Following the Stroh sojourn will be a lecture by local authority Larry Gegas on "Depression in the Business Student."

Four pledges were initiated fall quarter: welcome, Brothers Dennis Dragiewicz, Joe Thieman, Rick Wandzel and Mike Hammons. At present there are four pledges who show quite a bit of promise in making good Deltasigs. Rush and public relations were a great success with solid work done through school channels, good personal contact, and good cooperation with the Brothers which resulted in excellent rush parties and a dedicated pledge class.

Congratulations should go to Social Chairman Mike Gammie who by using business methods has completely revitalized the social program, though not without help from a hard working social committee.—RICK KALOIAN

## DRAKE

ALPHA IOTA CHAPTER has been once again very busy as soon as the Brothers came back from vacations. Initiation was coming along, and we had to make sure every pledge was ready to join us. We are happy to welcome the neophytes as our Brothers on January 23.

The pledge education committee entered immediately into action to prepare conscientiously the pledges recruited during our two smokers. A rush party enabled the chapter to meet with these men yet to become our Brothers.

Since Alpha Iota Chapter won the games last year in Omaha, it was our duty and pleasure to host the regional basketball tournament this year. Some 120 Brothers from the chapters of the North Central Region met on Friday, February 11 and played for the trophy the next day. Even though the Brothers were tired after a long day on the courts, most of them attended the traditional banquet at which Laverne A. Cox presented the trophy. Believe it or not, it was given away to Alpha Iota Chapter for the second time in a row. A couple of hours later, the social committee was holding a marvelous party in a barn a few miles west of Des Moines. It was apparent that the Brothers were enjoying themselves, even though some were luckier than others in their drawing a date.

The whole chapter is ready to see Colorado and Denver, where they will spend three or four days. The attendance seems to be tremendous, to the satisfaction of the professional committee who sees that its efforts are not in vain.

We are not looking forward to the end of the year as we are going to see 30 Brothers depart and start their own lives. The chapter will have to work hard to replace their qualities. Already, a number of very potent men is showing up, and we are sure they will conduct the chapter in a very able manner.

Yet the year is not over, and many events are to come. The "Rose" dance is scheduled for April, and already bids are made that Judy will be our queen. The senior banquet will be held as we will be ready to depart for our summer activities.—CHRISTOPHER P. H. ROSIER



SHOWN HERE IS the informal discussion between members and rushees of Theta Pi Chapter at Bowling Green State University during one of the chapter's recent rush meetings.

## MISSOURI—Columbia

ALPHA BETA CHAPTER at the University of Missouri will be finishing the 1971-72 school period with a number of professional activities and a strong chance to achieve 100,000 points in the Chapter Efficiency Index for the 32nd consecutive year. Contributing greatly to the chapter's strength was the initiation on April 9 of a 20 man Spring pledge class.

Field Secretary Lonnie Larson visited the chapter on February 7 and furnished officers and members alike with some stimulating thoughts on brotherhood and chapter organization. Lonnie was one of three guest speakers during February. The chapter meetings of late have entertained both local businessmen and University of Missouri faculty.

Five Deltasigs from Alpha Beta Chapter were recently named among Merit's Who's Who Among Graduating College Seniors. Four of those honored are also members of this year's Business School Student Council. They are Brothers Charles Mahledy, Danny Scherder, Mike McDorman and Frank Edelman. Brother Roger Ellison was also honored.

Professional preparations for the latter half of the semester include an April 20-21 industrial tour of the Chicago Board of Trade, the First National Bank of Chicago and the Chicago Tribune. Alpha Beta Chapter plans to participate actively in upcoming Business Week and picnic fetes, as well as scheduling its annual "Rose" banquet and dance.—C. ERIC SORENSEN

## FERRIS STATE

DELTA RHO CHAPTER at Big Rapids, Michigan, under the leadership of our new president Bob Sheppard, is in the process of completing another eventful and successful academic year. With our Chapter Efficiency Index points approaching 80,000, we are striving to make that dream of the 100,000 maximum points a reality.

Our Third Annual Career Day was another success, and proved to be very helpful to the Ferris State student body, as well as to the members of Delta Rho Chapter. There were upwards of 30 firms participating, which represented various segments of the economy. Our Career Day gives the students an opportunity to talk to the different firms, and inquire into such things as benefits, hiring potentials, and things of this sort. It also gives the employers an opportunity to inspect possible employees.

Professional Chairman Ralph Stoddard has provided our Chapter with a very interesting slate of speakers this past year. To name just a few, we have entertained a representative from State Farm Insurance Company; Mr. Tom Shields from Oldsmobile Division; The head of the Graduate School at Central Michigan University; and a lawyer and politician from around the Big Rapids area. As Ralph graduated in March, we wish him much success in the ensuing years.

Jack Kennedy, our social chairman, has done a fine job for us. Our big event for the quarter was of course, the "Rose" Ball. The Brothers had a very momentous evening, and the memories from this event will surely never

die. The charming Miss Joan Kramer was crowned our queen, with Denise Frank serving as runner-up. Other social events included the quarterly pledge—active bowling tournament, the annual canoe trip, and various other parties which just seem to happen on weekends.

This Spring finds our membership standing at 35 members. We have initiated six men from the pledge ranks thus far, and are looking forward to a fine new group this term.

Election of new officers was held during winter quarter. Bob Sheppard is continuing on as our president. Other officers are Senior Vice President, Walley Cox; Vice President—Pledge Education, Jerry Joppie; Vice President of Professional Activities, Norman Stricker; Treasurer, Jim Schweitzer; Secretary, Don Randolph; and Chancellor, Nick Mattered. The Brothers express appreciation to the past officers for their hard work and dedication to Delta Sigma Pi.

The members of Delta Rho Chapter wish the entire Brotherhood of Delta Sigma Pi a very rewarding and fruitful summer.—GREGG R. U'REN

## JOHNS HOPKINS

CHI CHAPTER AT Johns Hopkins University continues in its aggressive campaign to select from the School of Business Administration the best qualified men to join our pledge class.

Our initiation was held in Latrobe Hall at the campus on December 4. At that time we initiated four new members: Emory Bennett, Clint Becker, John Nicodemus, and Mel Smith. These new Brothers were glad to become Deltasigs and eager to help the fraternity progress.

With the close of a successful 1971, the Brothers look even more eagerly to the start of 1972. This year's program includes a more enlarged and helpful rushing program and group tours to various industries in the area, plus many more new ventures and ideas that the Brothers of Chi Chapter wish to discuss before voting on them.

That's a brief outline of what happened this Fall. So, until next time we wish all our Brothers a successful and happy year.—GENE A. BRUCKER

## MISSISSIPPI

ALPHA PHI CHAPTER had a very successful Fall rush, culminated by the initiation on January 6 of 25 new members, including a faculty member, Dr. Joe F. Hair, Jr., who gave the Brothers a very interesting talk on "Trends in International Marketing" as an after-dinner speech at the banquet following the initiation. Since he included many humorous examples of problems in marketing abroad, his talk was entertaining as well as informative.

The chapter has elected new officers to serve for the year 1972. They are: Pete Perkins, president; Chuck Harrell, senior vice president; Don Rogers, vice president of pledge education; Chris Lehman, secretary; Bucky Meek, treasurer; George Oxnam, CEI chairman; Jim Thomas, vice president of professional activities; Eddie Krei, historian; and Buddy Dees, publicity chairman. Dr.

Charles Treas was elected to serve another year as faculty adviser.

One of the highlights of the year was the recent professional meeting at which "The Di-Gel Story" was presented by Mr. Bob Schreiber of Plough, Incorporated, Memphis drug manufacturer. Using slides and tape recordings of radio ads, Mr. Schreiber told the story of the successful promotion by Plough of a new drug product, Di-Gel, the familiar tablet for "people who eat too well." After the informative slide lecture, spiced with humor, the large crowd of Deltasigs and students and faculty of the Business and Pharmacy Schools had a question and answer session which was quite lively. Then, there were free samples of Di-Gel for all. The dean, Deltasig Ben McNew, suggested that all members of the faculty should keep their samples in case the new "publish or perish" philosophy so prevalent now should cause them to have ulcers. Students agreed they need them during exam week.

The chapter plans several other outstanding professional programs for the rest of the spring semester. Spring rush got under way March 16. An outing was planned for rush week. Alpha Phi Chapter hosted a visit by Brother Ben Wolfenberger on March 9.—BUDDY DEES

## EASTERN NEW MEXICO

EPSILON ETA CHAPTER of Eastern New Mexico would like to thank Gamma Phi Chapter at the University of Texas at El Paso for their assistance in setting up tours of El Paso's establishments.

On one tour, the data processing majors were acquainted with the Data Processing Center at El Paso National Bank, while on another tour the accounting and finance majors saw the running of a financial institution. Still on another tour, the marketing and management majors were acquainted with the Hicks Ponder Clothing Manufacturing Company. The tour to El Paso was capped off with both chapters attending a social function to promote the brotherhood of the two chapters.

Recently Epsilon Eta Chapter sponsored former Lt. Governor of New Mexico E. Lee Francis who spoke to the students and the businessmen of the Portales area. Mr. Francis spoke both as a politician and a businessman. After he finished talking, he had a question and answer period that allowed everyone to get a better understanding of his proposals.

Our chapter president, Jeff Askew, is project chairman of a study known as "Pinto Project for the Academic Community." The study is actually a national marketing contest sponsored by the Ford Motor Company Youthmark, Inc. Jeff said, "Basically, the contest gives us the opportunity to use our classroom learning and theory to solve a real-life business situation."

After rush we installed 12 new pledges in the Psi Chapter pledge class. The pledge period lasted six weeks with initiation and the "Rose" Dance on March 25.

Our basketball team finished its season with a 4-3 record. We have high hopes of bettering this record in softball.—SCOTTY HART



## LOYOLA—Chicago

STARTING ITS THIRD decade as a chapter of Delta Sigma Pi, Gamma Pi Chapter is planning on doubling its progress from the past two decades. With its many activities here at Loyola, the chapter is shooting toward its goal of being the number one fraternity on campus.

In this new year, Gamma Pi Chapter has held its elections and all new officers are displaying their endless potential. The following men make up the executive body of Gamma Pi Chapter: Len Carmichael, president; Rick Warner, senior vice president; Stan Boychuck, vice president of pledge education; Steve Itkin, vice president in charge of professional activities; Pete Huck, secretary; and Joe Tuccori, treasurer. We can expect the highest degree of leadership from these specially chosen brothers.

The last week in February was "Rush Week" for the fraternities here on campus and according to reliable sources, we had the biggest turnout of prospective pledges at both our smoker and party. Each was very well attended by both Brothers and prospective pledges.

With the coming of graduation this Spring, Gamma Pi Chapter will lose the services of 11 hard working Brothers. The remaining members of Gamma Pi Chapter would like to thank them for their contributions to the chapter and wish them the best of luck.—KEVIN CLANCY

## EASTERN ILLINOIS

EPSILON OMEGA CHAPTER at Eastern Illinois University would like to congratulate the following new Brothers so far this school year. They are, John Ciaccio, David Doerr, Larry Heinemann, Tony Williams, Thomas Bolton, James Martin, and Greg McCoy.

We would also like to extend congratulations to the new chapter officers for the 1972-73 year. They are: President Gary Dalbke, Senior Vice President Mike Nall, Vice President of Pledge Education Larry Heinemann, Vice President for Professional Activities Larry Schellink, Secretary Greg Wahls, Treasurer Jim Carlile, Historian Joe Kupish, and Chancellor Mike Romano. Our new graduate advisors are Robert Mocella and Howard Ruck. We are confident that these new officers will maintain our chapter standards and again achieve 100,000 points in the Chapter Efficiency Index.

Our professional activities consisted of several speakers and a tour to Leo Burnett Advertising Company and Montgomery Ward in Chicago.

Epsilon Omega Chapter wishes the entire brotherhood of Delta Sigma Pi a prosperous summer.—BUD GRIFFY

## ST. CLOUD STATE

THETA TAU CHAPTER at St. Cloud State College began winter quarter with a special meeting to assure an early start on the plan of activities for the quarter.

Professional activities began with a Mock Mediation held on February 8. The event, sponsored by the Brothers, was attended by business students and faculty members. The

five gentlemen involved in the presentation recreated the process of union and management bargaining power. As a closing gesture, the audience assumed the role of union members and reacted to the negotiated contract. On February 15, the Brothers traveled to Minneapolis for a tour of the Federal Reserve Bank and then to St. Paul for a tour of Hamm's Brewery. The hospitality received on the tours was greatly appreciated by the Brothers. Guest speakers are scheduled to conclude this quarter's professional program. One in particular, LaVerne Cox, will give a slide presentation.

A few of the social events of the quarter were the "Rose" dinner dance and the Regional Basketball Tournament. The "Rose" dance was held at the Country Club on February 5.

Although the Brothers who traveled to the Basketball Tournament ran into bad weather and missed their game, they did enjoy a weekend of meeting other Deltasigs.—JAMES P. SCHRODEN

## LOUISIANA STATE—New Orleans

THE EPSILON NU CHAPTER began its tenth year with a new slate of officers and energetic plans for a productive and enjoyable semester.

Fall rush proved most successful as we attracted and initiated 12 new Brothers.

The chapter welcomed the New Year with its Sugar Bowl party followed by its Super Bowl party two weeks later, and two weeks after that the 1972 Mardi Gras celebration began and was culminated on Fat Tuesday. The chapter partook of the festivities by renting a suite of rooms in the heart of the French Quarter in the midst of the revelry and spirit that is Mardi Gras.

The chapter is presently enjoying one of the most diversified and enlightening professional programs ever had. Our list of speakers include: Mayor Moon Landrieu of New Orleans, a Ford Motor Co. sales manager, a

stock broker from Merrill Lynch, a banking executive, and an advertising consultant.

We have toured local industries such as The Times Picayune newspaper, the Federal Reserve Bank, and the Falstaff Brewery.

Epsilon Nu Chapter's social season was climaxed with the annual "Rose" Formal that was held on the tenth anniversary of our chapter, April 15, 1972. The Brothers continued the tradition of presenting their formal ball and "Rose" court on the S.S. Mark Twain as it sailed the waters of the Mississippi River at New Orleans.—LYNN P. CUROLE

## TROY STATE

ETA KAPPA CHAPTER at Troy State University, after completing a very successful quarter, is now preparing for the coming quarter which should be even more successful. A visit by Field Secretary Lee Bell gave the Brothers new ideas in planning the future of the Eta Kappa Chapter. With the help of new Brothers and the experience of the older Brothers the Eta Kappa Chapter has plans of improving the fund-raising projects, improving rushes, and becoming more efficient in general in our organization.

Recently our "Rose," Miss Debbie Walker was in contest for the title of Miss Rattlesnake. The Brothers were very proud when she became the second runner-up in the contest.

Our initiation in February was held on our chapter birthday which made for even more excitement than normal. Not only was a birthday party held but it was combined to include a party for the new Brothers. It was an exciting event for all.

Eta Kappa Chapter's efforts to achieve 100,000 points in the Chapter Efficiency Index is going very well. All Brothers are putting forth a great effort attempting to improve the chapter and succeeding most admirably. Our aims are set high, and we intend to surpass all that we have done and all that we intend to do.—ROBERT M. JINRIGHT



SHOWN HERE ARE the members of Epsilon Eta Chapter at Eastern New Mexico University and Gamma Phi Chapter at the University of Texas at El Paso during a joint professional tour recently held in El Paso, Texas.

## NEW MEXICO STATE

EPSILON UPSILON CHAPTER found the interim (from December 17 to January 20) a busy time for all, conducting our annual gift bonanza raffle to benefit our scholarship and tour funds. During this time, we were also ticket sellers for the "Roadrunner" Invitational Basketball Tournament. The extra funds earned did make this last tour especially great.

Eighteen members and our faculty advisor, Dr. Raymond A. Conely, went on our Professional tour to the Denver, Colorado area. It included visits to: May, D. & F. Department Store, Arthur Andersen & Company, United Bank of Denver, Adolf Coors & Company, Keebler Cookie Company, The Denver Technological Center, I.B.M. at Boulder, and last, Colorado Foundry and Iron Works at Pueblo.

This new slate of officers at Epsilon Upsilon Chapter includes: President, Douglas Henderson; Senior Vice President, Scott Fowler; Vice President of Pledge Education, Stan Cottrell; Vice President of Professional Activities, John Cramer; Secretary, Mike Mason; Treasurer, Ray Valencia; Chancellor, Richard Osterlund and Historian, Charles Mackey. Our new "Rose of Deltasig" is Jeretta White. Our Spring semester Pledge class has ten members.

Robert Q. Milford, past Chapter President was voted Outstanding Graduating Senior. — LARRY R. RODKE

## OKLAHOMA

BETA EPSILON CHAPTER at the University of Oklahoma started the spring semester by participating in a two day Business Careers special activity. Members manned a booth in the front lobby of the Business Administration building, served free coffee, and handed out literature and information about careers in business. We also found the exposure beneficial in light of our formal "rush" period which was just getting underway. In other activities, the Delta Sigma Pi/National Association of Manufacturers project has taken a great deal of the time of a few of the Brothers—unfortunately it has become the victim of the apathy which seems to abound in both students and businessmen in Oklahoma; also, early in the semester a letter was distributed to our 22 faculty Brothers offering the services of our chapter membership in assisting them in such things as office work, grading and recording papers, etc. This activity was initiated to help develop more participation and fellowship between the two groups of Brothers.

The men at Beta Epsilon Chapter welcomed Field Secretary Lonnie Larsen in early February. We feel we benefited greatly from his advice and hope he will join us again soon.

The Spring rush and membership activities, under the direction of Senior Vice President Mike Fritts were again successful and ten well qualified men are receiving the pledge education program under the watchful eye of Vice President of Pledge Education David Lancaster. We are all looking forward to participating in the Regional initiation activities, hosted this year by Beta Chi Chapter at Tulsa.

Miss Carol Horton was selected as Beta Epsilon Chapter's 1972 "Rose". The selection ac-

tivities were under the direction of Chancellor Larry Blake. Miss Horton is a junior from Frederick, Oklahoma, and a member of Alpha Chi Omega Sorority. She is also a sister of Brother Phil Horton.

Edwin Fritz, Vice President of Professional Activities, has promised a diversified program this semester featuring a stock broker, a systems analyst, and a banker as guest speakers, and tours at the Liberty National Bank and the Medical Center in Oklahoma City.

Social Chairman Paul Lindsey got the semester started with a party and has planned a member/pledge football game, a golf tournament, and a date or family outing at Lake Thunderbird, near Norman. After meeting gatherings at the Organ Grinder help supplement the social program.

An old and trusted friend of Beta Epsilon Chapter members for many years, Dr. Ronald B. Shuman, Professor of Management, will be retiring at the end of the Spring semester. He has made many friends during his long tenure at Oklahoma and would probably appreciate hearing from some of the Beta Epsilon Chapter alumni.

Next year's officers elected during the April business meeting will be installed at the annual Awards Banquet to be held at the Officer's Club at Tinker Air Force Base in Oklahoma City. We wish them and all the Brothers a successful year.

## IOWA

EPSILON CHAPTER at the University of Iowa is proud to report its recent business trip to Milwaukee, Wisconsin. We received an excellent reception from Pabst Blue Ribbon and the First Wisconsin National Bank. On January 27 our tour of the bank included a two-hour talk with several manager trainees. A discussion with the personnel manager was very rewarding in his explanation of the importance of academic achievement while also stressing the importance of being a good salesman, especially in selling yourself to an interviewer. On the following day at Pabst, we enjoyed a hearty meal followed by a tour of

the manufacturing facilities and a lengthy talk with the Vice Presidents in charge of Finance and Data Processing and the Manager of Finance. An interesting part of the question and answer session was a comparison between Pabst and the competing brewing companies. Various aspects of financing and company policies were also brought up.

After initiating another fine group of pledges from last semester, we are now in the process of pledging for this semester. Our usual dinner in the Amana Colonies to honor prospective pledges has been held. Our speaker, a recent college graduate working for a stock brokerage, presented his experiences with interviewing upon graduation and his ideas of commodities being a better investment as compared to other short-term investment possibilities.

Epsilon Chapter has found its alumni activities extremely rewarding. The response from alumni was very satisfying as they explained how they wished this project had been started during their undergraduate years. Newsletters are being sent to our alumni to inform them of our future activities so they can see what a fine chapter Epsilon still is.—STEVEN A. AMES

## NORTH CAROLINA—Chapel Hill

ALPHA LAMBDA CHAPTER began the 1972 Spring semester with a rush week and the pinning of 10 pledges. The initiation was held on April 9.

Professional activities this semester will consist of speakers, such as Bill Watson of NCNB on banking and Harris Upham on stock investments. Also, a tour of Whitake Park, R. J. Reynolds manufacturing plant, in Winston-Salem has been planned.

Through a series of executive council meetings, Alpha Lambda Chapter has hopes of making the operations of the fraternity more efficient. In the past two years of reorganization, we have been plagued by inefficiency. Now we are ready to drop "reorganization" from our vocabulary and establish a new philosophy working towards a more efficient fraternity.—WESLEY SILLMON



NORTH CENTRAL REGIONAL Director LaVerne A. Cox is shown here presenting the first place trophy to a member of Alpha Iota Chapter at Drake University which won the annual event which their chapter hosted this year.

## ANGELO STATE

ETA THETA CHAPTER of Delta Sigma Pi is currently working to establish on the job training for all members of the fraternity, according to Van Branum. The purpose is to place the candidate in a business in San Angelo which he feels he could benefit from most.

Also in the planning stages is a joint cook-out and golf tournament to be held in the near future. The Brothers from Beta Upsilon Chapter at Texas Tech have been invited.

The chapter will soon donate in excess of \$200 to the West Texas Boys Ranch. The money was raised in a charity football game between a team composed of Deltasigs and San Angelo Jaycees who played a team from Goodfellow Air Force Base.

Nine young men are currently pledging the Eta Theta Chapter and are diligently preparing themselves for initiation.

Three recent graduates of the Eta Theta Chapter deserve recognition. Brother Bobby Sims is currently serving as the administrative assistant to the Director of special services at Angelo State University. Bobby was a 1970 graduate. Brother Robert Eubanks has recently been promoted to Vice President of Gandy's Dairy Products in San Angelo. Also, Brother Isaac Olivares is again running for reelection to the San Angelo City Commission.—MICHAEL J. BLOCK

## OKLAHOMA STATE

BUSY, BUSY, BUSY! Gamma Epsilon Chapter members will be busy this Spring semester according to the chapter's schedule of events.

First on the agenda is the Spring rush smoker. While some members are busy preparing arrangements for the rush smoker and pledge classes, others are busy with preparations for the annual selection of the "Rose."

Two events scheduled for the month of March were the election of officers and the selection of a "Rose of Deltasig." The election of officers was moved up from the month of April to obtain a smooth transition of chapter officers. The new officers, by taking office in March, have the assistance of the ex-officers in fulfilling their official obligations.

In April, the members embarked on a three day field trip to Dallas. The group toured the Dr. Pepper Bottling Company, Texas Instruments, and the Republic National Bank. The following weekend, April 15, Gamma Epsilon Chapter participated with Beta Epsilon, Beta Chi and Theta Nu Chapters in a joint initiation hosted in Tulsa by Beta Chi Chapter.

Brothers of Gamma Epsilon Chapter were pleased to welcome Field Secretary Lonnie Larsen on February 3. His comments and suggestions were greatly appreciated.

In addition to the agenda for the Spring semester, the usual operations of the fraternity are being accomplished. Vice President of Professional Activities Joey Hewatt continues to perform outstandingly as all of our guest speakers from the commercial world have been extremely interesting.

Brother Larry Smith, vice president of pledge education, has revamped the pledge

program for the Spring semester. In order for the pledges and members to get acquainted, each pledge will be required to conduct a personal interview with each member. Pledge education has been scheduled at the same time that the chapter's bi-monthly meetings are held; thus, pledges will sit in on the informal portion of the meetings.

Though our chapter does not have many gifted athletes, we do participate in intramural sports. We currently have basketball and bowling teams in campus competition and softball enthusiasts will be eager to go in a few weeks.

Gamma Epsilon Chapter welcomed in this semester Brother Bob Flanagan, a transfer from Beta Chi Chapter at Tulsa. We are sure he will prove to be quite an asset to his new chapter.

Until next time, we remain in Brotherhood.—CAMILO G. ELIZONDO

## HOUSTON

ETA PSI CHAPTER at the University of Houston begins the Spring semester with a full slate of activities and projects which promises to keep the Brothers busy. This semester's activities were kicked off with two smokers for the purpose of meeting prospective pledges. Acting Dean Roger Singleton and Brother Al Pye were the respective hosts for the smokers. The pledge acceptance dinner was held February 11 at the Warwick Hotel. Belgian Consul General Herman Matzart spoke on Belgium and its role in the European Common Market. District Director Gerald Franklin was in attendance.

Our money making project this semester will be a market research survey concerning the need for a bank in the immediate University of Houston area. We have circulated a petition among business students asking University President Phillip Hoffman to name Roger L. Singleton Dean of the College of Business. Acting Dean Singleton was our chapter advisor last semester and is partly responsible for the chapter's beautiful new office in the Heyne Building on campus. The chapter advisors this semester are Mr. David Dolin and Dr. Joe Rice. Faculty members Dr. Charles Moyer and Dr. Bill Kretlow will be initiated this Spring. Eta Psi Chapter suffered through a disappointing intramural basketball season, but is expected to rebound with a strong softball team. Chapter President Paul Chase and his executive officers have been providing excellent leadership.—JOHN VANDENBERG

## DETROIT—Gamma Rho

GAMMA RHO CHAPTER at the University of Detroit completed its Fall semester on a highly successful note. We initiated the largest pledge class in the last several years at our chapter. Our financial position has been improved due to the very successful sellout of our 50/50 tickets and an excellent turnout at our New Year's Eve party.

On January 30, 1972, the Brothers met to hear Mr. William Cahalan, the Prosecuting Attorney for Wayne County. Mr. Cahalan spoke on the management problems confronting a prosecuting attorney in a major

metropolitan area. Mr. Cahalan has attracted national recognition for his work in this area.

Again Gamma Rho Chapter led the other fraternal organizations on campus in scholarship by having seven Brothers nominated to Alpha Sigma Lambda, our national honor society for scholarship. Also, we had two Brothers selected for the Alpha Sigma Nu honor society, the highest such organization on campus.

Everyone in our chapter looked forward to our "Rose" Dance, which was held on March 18, 1972. Very attractive arrangements were made which provided the base for a successful event.—DAN RUESE

## CREIGHTON

BETA THETA CHAPTER at Creighton University has finished rush for the second semester. We feel we were very successful with our rush program as we received 24 pledges. Dick Knudson, vice president for pledge education, had outlined a seven week pledge period with formal initiation on April 16, 1972. Our success in the rush can be attributed only to the combined effort of all the members of Beta Theta Chapter.

Presently, we have three basketball teams participating in the intramural competition at Creighton. Our number one team is favored to take their division and are undefeated as of this time. About 25 members participated in the Regional Basketball Tournament held at Drake in February. We lost to Drake in the semi-finals while Drake went on to take the tournament.

Recently, we had a speaker from the Omaha Police Department, Narcotics Division, talk to us about the problem of drugs. Many interesting questions were raised and answered. We had the new Dean of the College of Business Administration at Creighton scheduled to talk to us in March. A tour of Northern Natural Gas was also scheduled.—RONALD A. POTTHOFF

## VIRGINIA COMMONWEALTH

ETA OMEGA CHAPTER is enjoying great success with its newsletter for the School of Business. The "Business Dialogue" which started out as a mimeographed sheet has now expanded into a four page printed newsletter. We have gained wide approval and acceptance from both faculty and students with this service to the school.

Steve Andreix, our vice president of professional activities, has arranged a very promising lecture series this semester. Our first speakers were from the Emory Business Games. They presented an interesting speech about how the computerized games are run, how they are scored, and the objectives of the game. Many more speakers will be invited from the business community to speak before the entire School of Business.

We are all very excited about moving into our new School of Business this semester. It is a beautiful five story building with a large auditorium and the most modern up-to-date classrooms.

A wide variety of activities is planned for this semester which will give us a balanced program.—JOHN VELEBIR III

## SAN FRANCISCO

THE BROTHERS OF Gamma Omicron Chapter returned to USF after a restful six weeks semester break. Many of the Brothers took advantage of the long break by spending their time skiing in Tahoe and Utah. We are happy to report no injuries. However, just because the semester has resumed this will not keep us from the slopes. Over Washington's Birthday several of the Brothers returned to Tahoe.

This semester looks like a great one for professional activities. On March 13, Mayor Joseph Alioto addressed the Brothers and the College of Business on a topic related to "Business and San Francisco." Already this semester we presented a panel discussion entitled "The Entrepreneur versus the Corporate World." This turned out to be an excellent afternoon, pulling a crowd of about 300. One of our other events featured Brother Mike Hazelwood who spoke on "Banking as a Profession."

This semester Gamma Omicron Chapter opened its own account at the Irwin Memorial Blood Bank. We are encouraging all Brothers to contribute to this worthy cause.

On February 22, we had a delicious steak and spaghetti dinner for 15 rushees and several faculty members.

The Brothers of Gamma Omicron Chapter would like to extend their congratulations and best wishes to Gordon Dito and Gerri Barrett, and Tom Martin and Chris McCarthy. Both of these couples have announced their engagements. Gordon and Gerri are planning to get married in August, and Tom and Chris will be married in November.—ANDREW E. ZEISLER

## MISSOURI—St. Louis

ETA NU CHAPTER would like to congratulate Mrs. Donna Wilke on being crowned the "Rose of Deltasig." The festivities were held at Stouffers Riverfront Inn, St. Louis, Mo. Mrs. Wilke was chosen from a court which also included Mrs. Debby Braun, Mrs. Terry Steig, and Mrs. Chris Witherspoon. Brother Al Wuest is to be congratulated for planning a most memorable event. The Brothers of Eta Nu Chapter wined and dined before Mrs. Jean Trokey, the retiring "Rose," ended the anticipation of all attending and proclaimed Mrs. Wilke the new "Rose of Deltasig."

Brothers Neal Burkemper and Mike Curran are to be congratulated for leading a successful money making project. Eta Nu Chapter Brothers, taking keen note of the profitability from having a garage sale, combined resources from where only God knows, rented a hall in a good market area, and proceeded to use their selling talents in auctioning off as much as they could in one day. It was found that many of the Brothers may have new careers ahead of them in the field of salesmanship.

As we look ahead to next year and another recruiting effort, it seems appropriate here to express Eta Nu Chapter's appreciation to Brothers John Geiger and Gary Friedman for their contributions in the past year. There could hardly have been any more effort put forward than these Brothers have done. Not only have they spent a good deal of time but

both have offered their respective homes to have recruiting events. Surely the new brothers can take fine notes from the examples of true brotherhood shown by these Brothers of Eta Nu Chapter.—PATRICK J. HOLMES

## AUBURN

BETA LAMBDA CHAPTER of Delta Sigma Pi recently elected its officers for 1972-1973. Our new president is Chris Joseph, a junior majoring in accounting. Chris was our delegate to the Grand Chapter Congress this past summer. He is a member of Phi Eta Sigma and the Auburn Student Accounting Association. Other officers include: Senior Vice President Joel Holley, Vice President Jack Hamm, Secretary Wayne Johnson, Treasurer Lindsey Boney and Chapter Efficiency Index Chairman Wayne Ethridge. Our new "Rose" is Ginger Abercrombie, a member of Alpha Chi Omega Sorority.

Beta Lambda Chapter has had a very successful professional program this quarter under the direction of Brother Wayne Alderman. Speakers included Mr. Norman Drew, a recruiter for IBM; Mr. Harry Brock, president of Central Bank and Trust Company of Birmingham; and Mr. Terry Rice, Personnel Director of State Farm Insurance's Southern Office in Birmingham. A new attendance record was set this quarter for the three professional meetings.

The Auburn chapter ranked 19th in the Chapter Efficiency Index Report for the first period. We have gained all the possible points at this time and are still progressing toward our goal of 100,000 points.—MIKE PORTERFIELD

## AKRON

AS THETA KAPPA Chapter approaches the Spring Quarter of this year, it finds itself experiencing its most successful year since its beginning less than two years ago. Having met and overcome the difficulties of formation, we find that our internal efficiency is improving at a rate of more than 100 per cent over last year.

In addition to the Brothers' development as a close-knit going concern, we have been successful in promoting the name of Delta Sigma Pi on the Akron University Campus. Besides the usual posters and circulars, Theta Kappa Chapter has acquired one of the permanent glass display cases in the Business and Law College for its own purposes. We also assisted student council in its monumental effort to develop a comprehensive student evaluation of teachers. Another service activity has been our co-sponsorship of the orientation of undergraduates recently promoted to the College of Business.

Nor do we intend to stop at this level. The Brothers are currently developing an award to be sponsored by Theta Kappa Chapter to that faculty member each quarter who best serves the College of Business at Akron University.

Socially, our "Rose" dance this year was scheduled for April 22, at which time Nancy Worsencroft was crowned Queen of Theta Kappa Chapter.

We are proud to announce that our Scholarship Key award winner, Jim Bickett, has maintained a 3.88 cumulative average while majoring in accounting. Congratulations, Jim, you're a credit to all the Brothers, and you have played the major role in making Theta Kappa Chapter a superior organization on campus in terms of scholarship.—RUSS KING



THIS SCENE CAPTURES the members of the Executive Committee hard at work during a recent meeting held at The Central Office.

## WESTERN KENTUCKY

THIS SEMESTER WE have decided to put an emphasis on strengthening our chapter cohesiveness, internal structure, and external image. In light of this we have revised our rush and pledge programs to put paramount concern on quality. From several rushees, we have extracted the best two based on our new standards, their personal qualities, and their past performance, both scholastically and non-scholastically. Thus far our new pledges have responded with apparent inexhaustible ambition and energy. Zeta Theta Chapter is becoming more involved in projects within the university and community spheres to perpetuate and increase the good will and name of Delta Sigma Pi. To enumerate a few examples: the chapter has assisted Southern Bell in the distribution of their new telephone directories; we are in the process of attempting to cosponsor a speaker with the Chamber of Commerce for the business community; and we are conducting a market research survey for an independent manufacturer concerning a chair specifically designed for utilization by college age students.

Spring is in the air and, of course, Spring formal '72 is foremost in our minds. As our major social function for the semester, we have extended much effort to secure all details and leave nothing to chance. Time is our only alien factor as we anxiously await the date. Commencing with our Spring formal plans, we are placing major emphasis on alumni participation. Delta Sigma Pi should remain an active part of alumni interests and the chapter is fixed on increasing contact and reciprocity in this area.—WILLIAM E. HENDERSON, JR.

## TAMPA

THE BROTHERS OF Epsilon Rho Chapter began their activities in February with new officers which immediately set the wheels in motion for one of the most successful semesters of the chapter's history. The officers this semester are: President Paul J. Zawadski, Senior Vice President Harry Balsler, Vice President of Pledge Education Gordon Hough, Vice President of Professional Activities James Underwood, Secretary Wes Green, Treasurer Gary Watson, Chancellor Willie Stokes and Historian Terry J. Welch.

At the time of this writing Epsilon Rho Chapter was ranked first in its region and sixth in the nation with every intention of continuing the upward climb to number one.

Our professional endeavors for monetary gain included the check cashing service. Other projects undertaken were the weekly meeting ticket raffle for half the pot, a car wash or two, and the catering of the bars for several parties held by various groups.

Along the lines of professional education the Brotherhood was honored each week with speakers of notable reputation from within our city or region. During the semester many of the Brothers, under the leadership of Ron Dennis, were able to drive a Pinto supplied by the Ford Motor Company and in return worked up a marketing analysis of it from their experiences.

After a prestigious smoker featuring many of the commerce professors, including Mr. G.

Lawrence Roberts, our advisor, and the chairman of the Department of Business and Economics, Dr. Gene Goforth, the Brothers selected 16 pledges. They are: Angel Meana, Dave McGarry, John Marshok, Jim Owens, Joe Morgan, Mark Mallett, Charles Osterman, Jim Cannon, Jim Eversman, Bob Estes, Tom Smith, Jerry Scherline, Garry Dickerson, Bob Kerns, Alan Hoffman and Paul Fronczek.

On the social scene the little sisters of Delta Sigma Pi, the women of the Tempo Club, were recognized nationally and are now the Beta Gamma Chapter of Phi Gamma Nu Sorority. Their celebration was held on February 26, 1972.

The "Rose of Deltasig", Sherri Frits, was elected and presented at the banquet on April 1, 1972. The "Rose" banquet will be featured in the next issue of The DELTASIG.

## UTAH

SIGMA CHAPTER at the University of Utah just completed its annual elections for Chapter officers. The following Brothers were elected: Steven Hunt, president; Richard Banham, senior vice president; Randy Plant, vice president-pledge education; Milt Taylor, vice president-professional activities; Dave Earl, secretary; Dick Mano, treasurer; Dave Anthony, historian; and Steve Dunn, chancellor.

Beside chapter elections the Brothers of Sigma Chapter have been watching student body elections very closely. The reason being is that we have a member of Sigma Chapter running for student body president. In the primaries Duane Moss received the greatest number of votes. He was almost 3-1 over the other candidates. Along with Duane we have six other Brothers running for seven seats in the student assembly. All of them made the primaries.

Along with great participation in student government Sigma Chapter has had a good professional program this quarter. For example, recently Mr. Norm Tanner of O. C. Tanner Jewelry came and spoke to us. We are now making plans to tour his facilities. Mr. Tanner's company manufactures the pledge pins for Delta Sigma Pi.

This quarter's social and pledging activities have kept up with the same quality that we Brothers at Sigma Chapter are accustomed. All in all it has been a great quarter.—STEVEN HUNT

## CINCINNATI

ALPHA THETA CHAPTER at the University of Cincinnati held its "Rose" dance on January 29, 1972 at Shueler's Ballroom. That night Diane Alderson of Delta Zeta sorority gave up her crown of roses to Sally Ann Hollmeyer of Theta Phi Alpha sorority. Miss Hollmeyer, a graduate of Ursuline Academy, is a Special Education major. Her interests include competitive swimming and baking. Sally has shown a great interest in our activities. Last year's "Rose," Diane Alderson, graduates in June but she hopes her future plans include one special Deltasig.

The festivities of the night also had its softer moods as the Brothers danced to the music of Wheatstone Bridge. The alumni again supported the dance and they enjoyed it thoroughly. Memories must have been rekin-

dled amid the fragrance of roses and Chanel No. 5. The mood was intense when Wheatstone Bridge played "Misty." Social Chairman Bob Grauvogel earns special recognition for this event.

The Chapter house is being renovated in preparation for Spring rush. The talents of Treasurer Ralph C. Rosenfeld, Jr., enhanced the woodwork. Dan Noe and Bob Obert arranged the work at the Brothers' convenience. Under the direction of Dan and Bob, the house will be in great shape for rush.

Alpha Theta Chapter again served the University of Cincinnati and the College of Business Administration in the course evaluation. Wallace Crawford and Brad Pefley, both members of the *Business Tribunal*, distinguished themselves. Special recognition goes to Don Dibowski, Mike Grau, Homer Cox and Mike Phelps for the multitude of services they have given to the Brothers. They helped to make Alpha Theta Chapter a sharing unit.—MICHAEL T. MACKZUM

## COLUMBUS

FALL AND WINTER Quarters were very rewarding for Theta Mu Chapter. Along with the newly elected brothers, we initiated the Honorable Lt. Governor Lester G. Maddox. Lt. Governor Maddox was the featured speaker at the banquet later that evening. State Senators and Representatives and City Officials were among the 100 guests attending. We are happy to say that Delta Sigma Pi received excellent publicity.

During Fall Quarter, Theta Mu Chapter elected Brother John E. Parrish as our new advisor. Brother Parrish is our past District Director and will be a great asset to our chapter.

Miss Susanne Vosvelt was elected "Rose" of Theta Mu Chapter. Miss Vosvelt is the reigning Miss Columbus and Miss Columbus U.S.A.

The Brothers of Theta Mu Chapter would like to congratulate all graduating seniors and invite them to visit our chapter if they are ever in Columbus, Georgia.—LEWIS E. NICHOLS

## ROCHESTER TECH

EPSILON LAMBDA CHAPTER has been very busy since our last article in The DELTASIG. We have already reported to you how successful our Christmas Tree Sale was, and at the present time we have our Spring raffle in full swing. Here at R.I.T. we are raffling off a Sony AM&FM Stereo recording deck with speakers. The sales are going much better than we anticipated and the whole brotherhood is extremely enthusiastic about the project.

We recently initiated our Winter pledge class into the fraternity and a very nice banquet was held later that evening at the Carriage Stop Restaurant in Rochester. During our Winter quarter, we had visits from Executive Secretary Ben Wolfenberger and District Director Bob Drewniak. Our chapter appreciated their visits and the help that they gave us.

Epsilon Lambda Chapter has always been very active in all sports and we are looking forward to the Spring sports season with much eagerness. For further information, contact me at 260 Loden Lane, Rochester, New York 14823—THOMAS R. WATKINS

## SOUTHERN ILLINOIS—Edwardsville

ETA SIGMA CHAPTER at Southern Illinois University, Edwardsville, recently celebrated the annual "Rose" Ball at the Stratford Hotel in Alton, Illinois. The affair was held in the Skylight Room overlooking the great Mississippi River on a beautiful starlit evening. The design of the room gave way to a night-club atmosphere only to be highlighted by the delicious dinner and the good music of a renowned St. Louis band.

The brothers of Eta Sigma Chapter are now turning their efforts to the future with preparation for the Spring Festival annually held at Southern. Eta Sigma Chapter has won the prizes of "Best Booth of the Festival" and "Most Money making Booth of the Festival" for the last two years. It is our hope of continuing this tradition again this year with the construction of a permanent pre-fabricated type of booth.

We of Eta Sigma Chapter are now welcoming our new brothers of Epsilon and Zeta pledge classes. The spring quarter at SIUE brings with it challenge for the newly installed officers. They are Bill Beggs, president; Myron Scoggins, senior vice president; Terry Schmidt, chancellor; Doug Siebert, vice president for pledge education; Van Harden, vice president for professional activities; Denny Gross, secretary; and Bill Quiggly, treasurer.

The Brothers take this opportunity to congratulate Rob Little, Pat Shaw, and Mike Johnson on their marriage plans of March 18, March 18, and March 25 respectively. We Brothers realize the responsibility of marriage and recognize even Brothers stumble in this harsh world, especially those of us who have previously tripped. In seriousness, congratulations from Eta Sigma Chapter.

## NEW YORK

WE STARTED THE new semester here at Alpha Chapter with an extravagant new pledge program. One of our first events to entice new prospectives to learn about Alpha Chapter was our second annual YoYo contest. All faculty, members, the entire brotherhood, and all prospectives were invited to participate. Winner for the second straight year was the "up and down" kid from Baltimore, Jonathan Balsar. And once again failing in his bid for victory was Brother John W. Burns, who got stuck in a groove for the second year running.

Also, Alpha Chapter had many events including two student faculty cocktail seminars and two professional meetings with speakers on Marketing and the Yale Transport Scandal. The speakers were obtained by our Vice President of Professional Activities, Douglas Brown. These events attracted many people and again threw Alpha Chapter into the forefront of fraternities here at N.Y.U. Senior Vice President Steve Wolitzer planned an excellent rush, even though he is president of his own cigarette, match and lighter company. Moral leadership and support was thrown in by Fred Gilliam who is now president of the chapter. Fred is one of the quicker thinkers in the chapter and is also a member of N.Y.U.'s track team. Another professional event is planned, which we feel will highlight our en-

tire semester, this being a talk by well-known oil magnate Jett Rink from Texarkana, Texas. Mr. Rink is cousin of our Vice President of Pledging Education, Fred Cummins. Fred, incidentally, is doing an excellent job with our new pledges.

Once again, Alpha Chapter moved to the front in scholarship with an overall 3.02 average for the first semester. Leading the parade was Brother Bob Reiter with a perfect 4.0 average. We are very proud of this accomplishment and we feel the brotherhood has outdone itself.

Hats off to Brother Frank Rogers who has recently been married and will have a third member in the family in October. If it's a boy, maybe we can persuade him to pledge next Spring.

For the first time in a long time, Alpha Chapter is looking forward to a perfect year in CEI, thanks to Frank Rogers and now Lenny Levy. I wish to extend my thanks to everyone in making our year at Alpha Chapter a success.—LEONARD G. LEVY

## NEVADA—Reno

DELTA PI CHAPTER at the University of Nevada-Reno has completed two financial projects during the current semester. The first was a "Book Swap" inspired by the rising costs of books and the students' displeasure over paying the high prices. The second project involved the co-sponsorship of a "Seminar on Real Estate Financing." Topics included the effects of the economy in general, and how to go about finding an actual loan. Speakers were incorporated all the way from Washington, D.C., to San Francisco, California. About 150 people from the community along with the Brothers of the chapter attended. All of the profits were contributed to the chapter treasury.

Our second field trip of the year was to San Francisco, California. We were able to visit the Pacific Coast Stock Exchange, the Federal Reserve Bank, and the Playboy Club. All of the Brothers that were able to attend were extremely satisfied with the success of the tour.

Besides our regularly scheduled speakers, we have one more important event prepared

for the remainder of the school year. We have planned to visit Bill Lear's experimental facilities within our own city. Lear has developed a full scale functioning steam engine bus that will be put into production in the near future. This tour could give many of us the possibility of seeing history as it is made.—TERRY L. CAMERON

## DE PAUL

ON FEBRUARY 13, 1972, we held our initiation banquet honoring the seven new Brothers in our chapter. In attendance at this banquet were Grand President Thomas Mocella and his wife, former Grand President Warren Armstrong, our District Director, Robert Kleeman and his wife, and our Regional Director, Kenneth Vadovsky. Dean Wynn, dean of the College of Commerce at De Paul University, was also in attendance. Greg Kurkowski was awarded the best pledge award for his outstanding service as a pledge.

The weekend of February 5-6, 1972 served a two-fold purpose. One, on Friday we initiated seven new Brothers. Two, on Saturday, we participated in the regional basketball tournament at Northern Illinois University. The tournament allowed our new Brothers to meet Brothers from different chapters.

Rich Russo, vice president of professional activities, arranged a speaking engagement by Floyd Kalber, a TV news caster. Mr. Kalber shared with us an inside view of the news broadcasting field and the fine edge of broadcasting legality. Rich has also arranged a tour of the Chrysler Motor Assembly plant at Belvedere, Illinois. Rich has planned another speaking engagement to be given by representative of A. C. Nielsen and Co. on TV ratings.

Alpha Omega Chapter held its Spring Smoker on March 26, 1972. At this smoker we had hoped to attract a large number of independents.

Tom Moran, our athletic chairman, has entered our team in the softball tournament and the track and field tournament. We have a strong team in softball and we hope to take the first place trophy.—DON BLYTH



SHOWN HERE ARE THE members of the Executive Committee in a more formal way near the end of the mid-year meeting of the Committee. The members are from left to right: Southeastern Regional Director George E. Ragland, Past Grand President Warren E. Armstrong, Grand President Thomas M. Mocella, East Central Regional Director Andrew T. Fogarty, Western Regional Director R. Nelson Mitchell and Executive Director Charles L. Farrar.

## WEBER STATE

THIS QUARTER BROUGHT about much excitement for the Eta Lambda Chapter at Weber State College.

The fraternity made a good showing as it tried out intramural basketball for the first time. The team fought hard for a close second place in the B-class fraternity contest.

Also, new officers were elected in this quarter. It is at this time that we of the chapter wish to thank the past officers for a job more than well done, especially President Wayne Allred, who has contributed supreme effort during his term of office. The new officers of Eta Lambda Chapter are: president, Tom Stanger; senior vice president, Randy Huijzenga; vice president of Pledge Education, Steve Sady; secretary, Larry Hansen; treasurer, Leonard Wright; chancellor, Greg Bills; historian, Deloy Neilson; and vice president of Professional Activities, Lynn Francis.

The fraternity is extremely excited about the fact that one of the chapter's faculty members, Charles Lien, is up for the job of President of the College.

Coming up this month and in the near future are a number of important events, including the formal to be held at Oak Ridge Golf and Country Club, and Business Week. Spring quarter rush has shaped up, after the efforts of the winter quarter pledges were completed.

This quarter finds us electing a new chapter advisor, so we would like to recognize Bob Stein for his contribution to the fraternity.

## ST. JOSEPH'S

ZETA PI CHAPTER's 1972 Spring semester was one of growth and activity. Nineteen new members were initiated on March 31. This is the largest number of new Brothers since 24 were initiated in the Spring of 1969. With the majority of the new Brothers being freshmen, Zeta Pi Chapter envisions a long life on Saint Joseph's campus.

Activity was the keynote in Zeta Pi Chapter's professional, community, and social realms. The climax of the professional calendar was Zeta Pi Chapter's second annual banquet honoring the leading businessman of Pennsylvania. This year's recipient was John Bunting. As President of the First Pennsylvania Banking and Trust Company, and Chairman of the Philadelphia Bicentennial Corporation, Mr. Bunting succeeds last year's recipient, the Honorable Governor Milton Shapp of Pennsylvania. Other professional events included a tour of Schmidt's Brewery in Norristown, a tour of Old Hickory Distilleries in South Philadelphia, and lectures on advertising and marketing.

Perhaps the biggest plus for Zeta Pi Chapter this year was community affairs. Chairman Rick Walsh revitalized community awareness within Zeta Pi Chapter. To his credit, Rick organized a College Day for orphans, an Easter party for retarded children at Saint Katerine's Day School, and a picnic in April for more orphans. But Rick's greatest achievement was the staging of a Mock Presidential Convention on March 23. The Convention, involving all sects of the college

community, drew praise from both academic and administrative authorities.

A varied social calendar was a perfect topping for a fine Spring. An evening cook-out, a cocktail party, a trip to a Phillies game, and the regular Saturday night parties were all climaxed by the "Rose" dance.

Special recognition and best wishes to Brothers John Dyer, John Carroll, and Steve Brook, all of whom will shortly tie the knot. Happy summer, happy life.—CHRISTOPHER J. BLAZIC

## SAN FRANCISCO STATE

DELTA OMICRON CHAPTER at San Francisco State College began its Spring semester's activities by again assisting the School of Business with registration. We also initiated a used book program whereby we would sell students' books for them on a consignment basis. In return we received a 10 per cent commission on all books sold. Those books not sold were returned to their owners. We netted \$25 from this semester's operations, but it is expected that we shall do much better in future semesters.

On February 18, our chapter held its first rush function, a spaghetti feed, in which the Brothers and pledges met. Two awards were presented for the Fall 1971 semester: the chapter's outstanding pledge award to Brother Ellie Aliga; and the outstanding Deltasig award to Brother Barry Shafer—the second time in a row that Brother Barry has won this award. Speaking of chapter records, our president, Terry Morris, has succeeded himself in office for the Spring semester—a feat accomplished only once before in the history of this chapter by brother Frank Espina last year. Perhaps we are beginning a local trend?

Our first professional event was held on campus on February 23 when Randy Reber of J.C. Penney's spoke in regard to job opportunities existing in the retail chain



BROTHER CHARLES MCGUIRE, chairman of the Business Week program for Delta Upsilon Chapter at Texas Christian University, looks on as Mayor Stovall of Fort Worth signs the proclamation for Business Week in Fort Worth.

stores. On March 5 Field Secretary Leonard Larsen visited with the officers of our chapter.

A tour of United California Bank of San Francisco's data processing center constituted our second professional event on March 15. On March 26 we were afforded some enlightening insights into the types of assistance available to the small businessman by a speaker from the Small Business Administration of San Francisco.

Initiation of 15 new members finally took place on April 9. We now have a list of 39 members—an increase of 500% over this time last year. Grand President Tom Mocella had dinner with us and afterwards attended one of our business meetings on April 11. A job forum was held on April 12 at which we had 30 representatives of the business community present on a one-to-one basis for the purpose of describing opportunities available to students in major concentrations of management, marketing, and accounting.

Our chapter's birthday was celebrated on April 15 when we hosted Zeta Tau Chapter of California State College at Hayward for the "Rose" queen ball held at Ricky's Hyatt House in Palo Alto, California. We confidently expect our "Rose" queen to win the national competition "hands down". Over 150 people attended this function. The University of Santa Clara and Menlo College chapters were also invited to attend but were unable due to other commitments.

A tour of the Federal Reserve Bank of San Francisco on April 22 proved very interesting to all. Our final professional event planned for this semester is to take place on May 6 at which time it shall be a combination social and professional banquet. We shall have speakers from management and marketing consulting agencies to shed some light upon these fields of endeavor.

Delta Omicron Chapter is expecting to receive 100,000 points in the Chapter Efficiency Index for this academic year. This will be our first time in seven years for this accomplishment. Delta Omicron Chapter wishes you all a fond a rivederci! until we meet again in the Fall.—BRIAN R. KELLY

## MIDWESTERN

THE EPSILON ZETA CHAPTER has been very active this semester here at Midwestern University. Although this is a small school, the Deltasigs continue to score big by winning the intramural basketball championship. During the remainder of the semester, we will try to capture the weightlifting, swimming, tennis, track and softball championships also. The pledge class for Spring '72 is small, but very enthusiastic. In the near future is the pledges' professional meeting, in which they choose the speaker and location. This semester's pledges are Ken Bush, Joe Gilkerson, Norman Joplin and Neal Meeks.

The highlight of our semester will be the "Rose" dance. This is always quite a festive occasion and a very memorable way to close out the semester. Our new officers for 1972-73 will be elected soon. We hope they can do as well as this year's officers did. From all the Brothers of the Epsilon Zeta Chapter, best wishes for this semester to all our Brothers in Deltasig.—CHARLES B. MORTON III

## FLORIDA

ACTIVITIES FOR THE Beta Eta Chapter culminated with the annual field trip to Atlanta, Georgia. The Brothers from the University of Florida chapter were given tours at three major firms in Atlanta.

The first tour was at Carling Breweries. Here we were given an educational tour and given a chance to sample Heidelberg beer in the Carling Room. This beer has finished the test marketing stage and will soon be available on a much wider scale distribution.

The second tour of the field trip was to Ford Motor Company's plant where Ford Torinos are assembled. Here we were shown the entire assembly process of a car and how critical path methods were used in assembly.

The final order on the field trip agenda was a visit to Southern Bell. On this tour the Brothers were given a regular promotional presentation, the kind used to sell telephone systems. We also saw the new picture telephone and were given a demonstration. The estimated cost of this phone is about \$75.00 a month.

In addition to the Atlanta field trip, the chapter also participated in a basketball tournament at the University of South Florida in Tampa. Here we were fortunate enough to win two trophies and have an opportunity to meet a great group of Brothers from the Tampa chapters.

We are looking forward to the continuation of a great year here at Florida and want to extend best wishes to all other chapters.—MIKE YUROCKO

## ALABAMA

ALPHA SIGMA CHAPTER at the University of Alabama elected new officers on December 1. They are: John Brining, president; Alex Brown, vice president; David Whitson, vice president; Joe Macksoud, secretary; Randall Foust, treasurer; Charles Green, correspondent; David Nolen, historian;

and Grey Redditt, Chapter Efficiency Index chairman. Election of officers for next year will be conducted later.

At our initiation on February 13, five men were initiated into Alpha Sigma Chapter. Our expectations concerning these Deltasigs are high for they have spent many hours on projects such as remodeling the chapter display case. They have also actively participated on the Alpha Sigma Chapter's basketball and softball teams. The softball team shows great promise for winning this year's intramural championship.

Alpha Sigma Chapter's most rewarding project this year was sponsorship of the "Tuscaloosa in a Nutshell" magazine. This magazine is published annually for new college students and is designed to give the new students an inside view of the social and commercial aspects of Tuscaloosa.

Being a large chapter, Alpha Sigma Chapter is presently considering location of the chapter in a house adjacent to the campus. This house would allow residence for approximately 10 members as well as a permanent location for meetings, speaking engagements and other Delta Sigma Pi activities. We are also concluding the final detail on Alpha Sigma Chapter's annual banquet, to be held on April 9.—CHARLES GREEN

## NEBRASKA—Omaha

GAMMA ETA CHAPTER at the University of Nebraska at Omaha presented an additional \$1000 to the Dr. Wayne M. Higley Scholarship Fund on February 3. The presentation was made at a press conference held by Interim-Chancellor John V. Blackwell. The addition now brings the total fund to over \$4300. Dr. Higley is a professor of accounting and an advisor to the fraternity.

The growth of Gamma Eta Chapter is marked by the recent pledging of 14 prospective members. All of the new pledges have

shown enthusiasm and display fine potential. The members are proud of the performance by the pledges and the success of the entire program.

Gamma Eta Chapter has shown its interest in community projects also this semester. The chapter contributed \$175 to the annual KMTV Heart Fund Auction. In return for the donation to the fund the fraternity will receive the service of an Omaha combo for a night of the chapter's choice.

The chapter is continuing to show active participation in campus intramural sports. The basketball team is now in a tie for first place in its league. The play-off for the league title is being anticipated by all the members.

The professional program has proven to be very successful for the spring semester. The professional speakers for the semester included Dave Blackwell, local radio and television sports announcer and Congressman John Y. McCollister. Their contributions to our professional program have been interesting and valuable.

The Spring semester will be concluded by a Senior Day banquet to honor the graduating senior members of 1972. All members and the business faculty will be invited to attend the activities. The banquet will be followed by honoring individual achievement and also the outstanding graduating Deltasig, who is chosen by a vote of the individual members. Installation of officers for the new term will conclude the activities.—TERRY GERWECK

## MIAMI—Florida

BETA OMEGA CHAPTER at the University of Miami initiated nine new Brothers this December. The initiation took place at the Playboy Club in Miami, and everyone thoroughly enjoyed themselves. Already the new Brothers have added a new attitude of responsibility that promises better things in 1972.

Beta Omega Chapter has extended its sincere appreciation to Louis Mintin Rosenhouse, who graduated this January. Louis was our Chapter Efficiency Index Chairman. By his dedication and service our faculty Brothers have become reacquainted with fraternity issues. The Brothers extend to him good luck in his years ahead and hope the debits and credits fall in their rightful place in the accounting firm he now works for.

Second semester brought new officers to our chapter. Tom Pettit has aspired to the position of President. Paul Rashkind jockeyed himself into the role of Vice President, and C. Robert Drake, "Mallard Man," has sidestepped into the coveted role of Pledgemaster. With these new officers and new Brothers we hope our enthusiasm will carry us through a more rewarding second semester than the previous one.

Recently the University of Miami had its annual Business Week in which nearly all the Brothers participated and/or helped promote. The yearly event gave every business major a chance to listen and talk to the various companies and organizations in our business community.

For the upcoming June graduates Beta Omega Chapter expresses an unending waterfall of good luck in the future ahead.—JOHN F. COLON



LT. GOVERNOR Lester G. Maddox, center, chats with other members of Theta Mu Chapter at Columbus College following his initiation as an honorary member. The other members are from left to right: L. Lamar Powers, Charles A. O'Shields and James R. Allen, mayor of Columbus, Georgia.



## MINNESOTA—Minneapolis

ALPHA EPSILON CHAPTER at the University of Minnesota enhanced the Fraternity's image during fall and winter quarters through social service work for the March of Dimes. Our Chapter was a major contributor to the success of the thirty mile, "Walk For Life," and a basketball game between the members of the Minnesota Vikings.

Athletic activities at Minnesota are highlighted by the Fraternity's "blitzkrieg" hockey team which is presently rated number four with a hard earned 5-1 record. Our basketball and volleyball teams also have aspirations of a championship game.

The North Central Regional Basketball Tournament hosted by Drake University saw over two hundred brothers bathed in luxury at the new and exotic Fort Des Moines Hotel. Our stay in the beautiful city of Des Moines, Iowa, was heightened by the precise timing and outstanding organization of the Alpha Iota Chapter. Superb meals, courteous waitresses, rational thinking hotel security guards, and a general feeling of outgoing concern by the management all contributed to an extremely enjoyable weekend of character building and brotherhood. As expected Drake swept away the basketball title, and Mankato State captured the coveted "Perspirous Oinkess Award," and Minnesota took home a well seasoned pledge.

The Brothers, alumni, and pledges of Alpha Epsilon Chapter extend their sincere appreciation to our Regional Director, LaVerne Cox for his many years of devoted service to Delta Sigma Pi. Brother Cox has earned the respect and gained the friendship of countless graduates and undergraduates of educational institutions throughout the country. We wish LaVerne success in all future endeavors.—ALAN P. HOWIE

## INDIANA STATE—Terre Haute

DELTA TAU CHAPTER at Indiana State University has had an extremely successful fall semester, and is now focusing its efforts toward spring rushing activities. Because approximately 50 per cent of the Brothers will be graduating in June, the chapter realizes the importance of a prosperous rush program, and already, after the first of three rush functions, 15 anxious candidates have presented themselves.

Professionally, the Brothers are looking forward to C.P.A. John Rusk's coming lecture. His topic will concern the importance of good accounting. Brother John Eldred is also arranging some possible local Terre Haute industry tours.

Although athletically Delta Tau Chapter has not always been considered a threat by opposition, presently they are leading in intramural all sports at Indiana State. Congratulations, especially, to the basketball team for winning its league championship.

Socially speaking, the Brothers are looking forward to "Chapter Day" with Indiana, Eastern Illinois, Ball State, and Indiana Northwest. Although not definite, a football game and possible banquet sounds quite inviting. Because of last year's success, the Brothers have again scheduled a picnic and canoe trip. Although the rapids at McCormick's Creek State Park aren't the roughest in

the world, several Brothers are destined to get wet. Finally, the "Rose" dance, the year's most highlighted event, has been scheduled for early May. The Brothers are especially anticipating seeing Delta Tau Chapter Alumni and re-kindling old friendships.—DAVID A. FUHS

## WISCONSIN—Whitewater

THETA XI CHAPTER is no longer affiliated with Wisconsin State University—Whitewater, but is now part of a new school system, making our campus the University of Wisconsin—Whitewater.

Presently much is being done in the chapter, with the highlight being the recent acquisition of a Research and Reading Room in the Business and Economics Building. This fraternity sponsored room contains current and past business publications covering all business-related fields. In addition to the publications, the room also contains many reports from midwestern companies, and books donated by the business and economics faculty.

Spring rush has just been completed with Tom Elsen at the head. The smokers we had brought many fine prospective pledges to the chapter's attention. For a different little twist, Tom, along with our Professional Chairman Joe Dabrowski, got together and sponsored a field trip coinciding with Spring rush. The members along with the rushees toured the Pabst Brewing Company of Milwaukee. The purpose of this semester's rush program was to let the rushees see, instead of just hear, what Delta Sigma Pi is really like. This was done by letting the rushees see our professional aspects on the field trip, and our social features at the smokers and parties.

Last but not least, the Brothers of Theta Xi Chapter recently captured first place honors at the Central Region Basketball Tournament held at Northern Illinois. In the championship game we defeated the Brothers of Northern Illinois 54-42. We'd like to once again thank the Brothers of Eta Mu Chapter for the fine tournament they held. Their efforts were greatly appreciated by all of us at Theta Xi Chapter.

In closing we'd like to wish the best of luck to those Brothers who are graduating in May and June. May everything go well for you in all your business endeavors.—STEVEN C. MENCHAL

## WAYNE STATE—Nebraska

ETA PI CHAPTER AT Wayne State is proud to announce the election of Brother Douglas Livermore as president of the student body. Brother Livermore was selected along with Dianna Pohl, who was selected as vice president. Among Brother Livermore's other duties are those of being vice president of pledge education.

Our professional tour was conducted on February 28 with a field trip to Omaha. Arnold Zach, vice president of professional activities, set up tours which included Bell Telephone and Union Pacific Railroad. Both tours proved to be highly rewarding. Also in our professional program has been seven speakers. Among those that have been heard is Mr. Bill Norvelle, District Manager of

Ohio National Life Insurance Co., who spoke on "Business as a Profession." Mr. Doug Baker, Assistant Marketing Representative for IBM Computer, spoke on "Job Potential." Mr. Web McNalley, President of Western Typewriter and Supply, Inc., spoke on "Selling Techniques," and Mr. Robert Huber, Assistant Vice President of Commercial Savings and Loans of Norfolk, spoke on "Advantages of Savings and Loans." Also at this time three other speakers are tentatively scheduled.

Fund raising this term has started with a gas raffle. Keith Warrelmann, fund raising chairman, also has planned our semi-annual Energy Packet sale. Funds from these projects will help defer the expenses incurred from our tour and our "Rose" formal. The "Rose" formal was held on March 18.

Also on the social agenda was an authentic "Roaring Twenties" party with the Chi Omega Sorority held on March 3.—JOEL P. PHIPPS

## GEORGIA TECH

ZETA LAMBDA CHAPTER has been very active despite Atlanta's dreary winter weather. Our course synopsis and professor evaluation projects are nearing their final stages. With hard work by Brother Steve Griggs, publications editor, the "Southern Gentleman," Zeta Lambda's newsletter, will soon be published. All of the Brothers have enjoyed working with our YMCA Gra-Y basketball team, especially the head coach, Brother Dave Lott. Every Brother has agreed that this has been one of the most worthwhile and enjoyable quarters yet.

With Spring approaching, the Brothers are beginning to talk about roses, banquets, and mergers. Miss Debbie Willis, a student at Georgia Baptist School of Nursing and fiancée of Brother David Lott, has been elected "Rose" of Zeta Lambda Chapter for 1972. Our "Rose" Banquet will be held during the Spring Quarter.

Mergers that have been planned are Brother Bruce Clark to Miss Kayren Haney, Brother Andy Maxwell to Miss Susan Reese, Brother Jack Vaughn to Miss Judy Ginn, Brother Bruce Broadrick to Miss Gail Gajownik, and Brother Dave Lott to Miss Debbie Willis. The brotherhood extends congratulations to Brother and Mrs. Alan Flury on their recent merger.

Winter Quarter's professional dinner was held February 25 at the Mousetrap Restaurant in downtown Atlanta. Mr. Douglas Duncan, assistant manager of Mutual of New York's Atlanta office, was the guest speaker.

We are proud of our pledge class this quarter which will supply a great amount of leadership to our chapter. Pledges are Arthur Brannen, Roger Brooke, David Cheek, Steve Dooley, Bob Hendrix, and Vance Stein. Initiation was held on March 4.

We have worked hard and have had a lot of fun. However, we must work harder because graduation, although a blessing for individuals, will take its toll on the brotherhood. We have taken to heart The Central Office's plea for a continuous rush and have launched an all-out campaign. Now, we are all looking anxiously ahead to Spring and, for some, graduation.—THERAL MACKAY

## INDIANA NORTHWEST

THETA PSI CHAPTER has been moving forward as the second semester of the 1971-72 school year progresses. On Sunday, February 20, 1972, 13 undergraduates and two faculty members were pledged in Theta Psi Chapter's second pledge class. When these pledges are initiated as members of the chapter, our total membership will number over 50.

Our professional program has also been active. The first program of the semester was held on February 23, 1972. Mr. Alex C. Magiera, of Alex C. Magiera and Associates, was the featured speaker. Mr. Magiera is the only licensed polygraph operator in Lake County, Indiana. He spoke about the polygraph machine and its uses in the business world. Another professional program took place on March 22, 1972, when Theta Psi Chapter toured the Gary plant of United States Steel.

On February 9, 1972, Theta Psi Chapter chose our first "Rose of Deltasig." She is Miss Linda Seth. Linda is a 20 year old junior, an elementary education major from Hammond, Indiana. We wish her the best of luck in her try to become the national "Rose of Deltasig."

We feel very optimistic about obtaining 100,000 points in the Chapter Efficiency Index. We feel that it will be a great accomplishment and a good goal for the future Brothers of Theta Psi Chapter to strive for. As of the time of this writing, we have requested over 76,000 points.—D. MARK LAMB

## PITTSBURGH

LAMBDA CHAPTER was honored to have Brother Ben Wolfenberger, the Executive Secretary of our fraternity, attend the February monthly meeting. We apologize to Brother Wolfenberger for the snow storm which greeted him. We wish to express our gratitude for his words of praise on the professional manner in which our chapter conducts meetings.

Guest speakers at the monthly meetings are providing useful information and stimulating discussions. Mr. Norman Hoffman, Senior Market Research Analyst for the U.S. Steel Corporation, addressed the chapter in January. Mr. Hoffman has been in his field for more than 20 years and is also serving as a Ross Township Commissioner. His talk on the American lag in steel production and increased import of Japanese steel was well presented. However, the steel industry attempt for government subsidy was not favorably viewed by chapter Brothers. Their attempt so far has proved unsuccessful.

Mrs. Brenda Murray, attorney at law for the Transportation Industry, delivered an enlightening speech on the transportation market. Of particular interest was the decline of the Penn Central Railroad and the rise of the Trucking Industry to near monopoly proportions.

Councilman Richard Caligiuri, City of Pittsburgh, was guest speaker for the winter smoker held at the Student Union on February 11. Brother Tom Prex turned in his usual excellent job as Master of Ceremonies. All Brothers are congratulated for their exceptional participation and attendance in making this smoker a huge success for our 12 prospective pledges.

As many Lambda Chapter and alumni Brothers now realize, the Buffalo Inn is not a place to keep buffalo, even though it sounded like a herd of buffalo on January 21. The annual square dance for Brothers and wives or dates was conducted at the Buffalo Inn, South Park. The refreshments added to the fast pace of the music. It was a swing night for all. Yours truly square danced for the first time but will be a regular from here on.

The year has been very successful in achieving and exceeding goals in all areas. The annual banquet at the Churchill Country Club will truly be an occasion for celebration.—BOB LACHER

## SACRAMENTO STATE

EPSILON PHI CHAPTER of Sacramento State College ended the Fall semester with 59 Brothers and is looking forward to a Spring semester with 54 members. Our rush and pledge programs this year already look to be among our best efforts. We have 54 rush sign-ups in the first week with two weeks to go. Planned are a potluck picnic and a pinning night dance.

Our professional program includes not only our normally outstanding slate of professional speakers, but also three tours starting with a behind the scenes tour of the Reno, Nevada, gaming establishments, a seminar sponsored by Xerox Corporation, and a tour of the production facilities of a Standard Oil Refinery.

This Spring our Executive Committee will be: Brothers Danny Thompson, president; Craig Gorley, senior vice president; Tom Boothby, vice president for pledge education; Jim Waters, vice president for professional activities; Dick LaVergne, chancellor; Mike Dawson, secretary; and Gary Disher, treasurer.

We are happy to announce the engagement of Brothers Tom Boothby and Terry Kjenstad to Gail Durham and Suzanne Herb, respectively. We would also like to extend greetings

to Brother Tim LaZanski as he enters a new life at Lackland Air Force Base.

Epsilon Phi Chapter will be hosting the 1972 Western Regional Conference October 21-22. We are hard at work here this Spring to make this the one you will remember, so please mark your calendar now. We are planning on a large turn-out and know you will have a ball.—DONALD P. COTTON

## FLORIDA TECH

THETA SIGMA CHAPTER at Florida Technological University congratulates their newly elected officers. They are president, Pat Morley; senior vice president, Chuck Cairnes; vice president-professional activities, John Blackburn; vice president-pledge education, Carl Wood; treasurer, Benney Wheeler; secretary, Joe Holder, and historian, Ted Bowen. We might also mention that Ted Bowen and Pat Morley were also elected the outstanding pledge of their respective classes.

Congratulations are also in order for the newly elected officers of the Orlando Alumni Club. The officers are president, John Acor; vice president, Ray Ivey; secretary-treasurer, Bob Feehrer, and correspondent, Mag Steiner.

The first Delta Sigma Pi Open Golf Tournament to raise money for the Leukemia Foundation turned out to be a gratifying success. We thank Brother Lynn Knowles for spawning the idea and the students, faculty, and staff at FTU for making it successful.

We are happy to announce that Brother Jeff Towle, after receiving the academic award for 1971, and in keeping with the high standards of academic achievement within Theta Sigma Chapter, has become a regular member of the faculty at FTU.

The "Rose" queen for 1971-72 is Miss Cathy Scott. Miss Scott was selected at the annual "Rose" dance in December and will reign for one year. Her court consists of Miss Judy Lustig and Miss Shelley Frazier.—THEODORE J. BOWEN



RUDOLPH TARABEK, vice president of the Pittsburgh Alumni Club and Herbert W. Finney, vice chairman of the Committee on Alumni Activities and formerly director of Alumni Activities, review the programs of the Alumni Club and Lambda Chapter with Ed Geiger and Jim Rodi, chancellor and president of the chapter. Joining in the conversation is Ted Sowko, a member of the Alumni Club.

## SUFFOLK

DELTA PSI CHAPTER was host to Regional Director Harold Cannon at the "Founders' Day" celebration held at Boston's Playboy Club in late November. All who attended had an enjoyable evening, especially Brother Cannon who enjoyed the "Bunnies."

Recently elected senior vice president of Delta Psi Chapter is Brother Peter Teague. Peter is an active member of SAM, AMA, and most intramural sports at Suffolk, yet his responsibilities as senior vice president rank number one on his list, as exemplified by the excellent job he is doing this semester.

Brother John Hommel is again keeping the chapter occupied with an interesting schedule of events. A tour was made in early January of the Federal Reserve Bank of Boston. Recent speakers have included such topics as "Income Taxes" with Brother Roger Volk, assistant dean of the Business School; the legal technicalities of "Divorce American Style" was the topic for an interesting smoker recently, with Attorney Martin Tomassian. John Stella, Sr., superintendent of the Ipswich School system, certainly aroused some curiosity in the area of "Administration in the Public School System," at our February meeting.

Plans for the semester include a long list of speakers and luncheons with a concentration in the area of small business operations with numerous small businessmen from the Boston area. Socially, the chapter brought "Blood, Sweat and Tears" to Boston in April, after the March Ski Weekend.—CLARK TOMASSIAN

## EASTERN MICHIGAN

ETA PHI CHAPTER at Eastern Michigan University is enthusiastically looking forward to acquiring 100,000 points in the Chapter Efficiency Index for the second year in a row.

The rush program was a success, with the chapter hoping to initiate the largest pledge class in its history. As usual, the pledge class has a variety of talent, of which the chapter plans to make good use.

Our calendar of events for this semester looks exciting with various fund raising projects underway, sponsoring faculty evaluations for the College of Business, professional speakers and tours. Robert Schultz, a representative of Fruehauf's modular home division, spoke to us on the "Opportunities for Employment in the Building Industry."

The officers for the winter semester of 1972 were: Frank Wronski, president; Gary Hart, senior vice president; Troy Harville, vice president for pledge education; George Crawley, vice president for professional activities; Bruce Werner, secretary; Len Habel, chancellor; Frank Wakus, treasurer; and Ben Schlick, historian.—DAVID M. HAUTAMAKI

## NICHOLLS STATE

ETA IOTA CHAPTER of Delta Sigma Pi at Nicholls State University began its Fall semester events in search of new blood. A stag party was held to strengthen acquaintances between Brothers and pledges in one of the nearby night clubs. Our orientation program was a success, and we are proud to have eleven promising pledges.

The Brothers and pledges also put their heads together, and with the help of our new President, Bob Jakob, had a very successful Jungle Juice Party, February 18.

Activities this semester included our annual pledge-member party on March 18, and our annual "Rose" Ball, April 29. Our "Rose" is Elizabeth Walker, a sophomore office administration major from New Orleans. Our "Rose" Ball has always been one of our most successful events, and if the work and cooperation thus far produced this semester is any sign of the future, then we're sure to come out "smellin' like a 'rose'."

Of course, fund raising projects are a necessity. This semester we are organizing a softball tournament in one of our neighboring cities. Through our hard, co-ordinated effort, we are sure to reach success.

We feel that as long as we work as a whole, we can conquer any barrier.—DON BOUDREAU

## FLORIDA ATLANTIC

ZETA PHI CHAPTER at Florida Atlantic University has recently elected a new "Rose" for the coming year. The new "Rose," Miss Silvia Alvarez, is a junior and is majoring in accounting. Silvia is a very beautiful brunette and was born in Havana, Cuba. She became a United States citizen in 1969. Silvia's hobbies include swimming, dancing, ping pong and playing chess. She was crowned on February 12 at the Harris Imperial House in Pompano Beach, Florida. The dance was a complete success, thanks to the efforts of Brother John Fisher. Our love and appreciation go out to the old "Rose," Miss Laurie Herman, and we wish her the best of luck in the future.

Career Day was a tremendous success, thanks to the efforts of all the Brothers and, in particular, Brother Bill Mathews. Delta

Sigma Pi has received very much publicity due to Vice President Mathews' work.

A professional VIP tour of Cape Kennedy, Florida, was cancelled in February due to reasons beyond the chapter's control. The Brothers are looking forward to taking the trip in the near future.

This term's pledge class was small in quantity but outstanding in quality. We are looking forward to the pledges becoming Brothers and expect all to be outstanding Deltasigs upon initiation.—LYLE M. DIGBY

## WESTERN STATE

ZETA KAPPA CHAPTER at Western State College is now getting ready for this year's "Rose" banquet and dance. It was held on March 11 and we expected a great turnout. I'm sure that everyone had as great a time as they have had in the past.

We recently held elections and the new officers include: President Mitch Hammond, Chancellor Hank Windmoeller, Senior Vice President Mike Calhoun, Vice President-Pledge Education Rich Denhof, Vice President-Professional Activities Mark Woods, Secretary Don Stuart, Treasurer John McKay, and Historian Keith Brown.

The Deltasigs have again assumed the responsibility of concession stands this quarter and it has continued to be a great money making project. Another major project of Zeta Kappa Chapter has been a newsletter to our Alumni. This is mainly so we can keep in touch with our Brothers wherever they may be.

Intramural wrestling is just around the corner and we have a full team for this event. Also, Spring is on its way and that means softball season. Our softball teams are looking forward to this season and we hope that we can be as strong this year as we have been in the past.—TOM R. MRAULE



THE HOTTEST FLOAT in the Western State College homecoming parade this year literally was that of Zeta Kappa Chapter. Covered with over 30,000 paper napkins, it showed a WSC football player kicking at an opponent from the Colorado School of Mines. Every time the player kicked, a hidden charge of black powder was ignited with a bang. The biggest bang of all was when the powder ignited the float.

## BALL STATE

EPSILON XI CHAPTER at Ball State University ended the winter quarter with many happy congratulations and many more sad "good-byes" and sincere "thank you's." These mixed emotions presented themselves the evening of February 19 at the Epsilon Xi Chapter's annual Delta Sigma Pi "Rose" Dinner Dance.

With the election of the new officers on February 1, the newly elected officers were introduced and the past officers were recognized. Epsilon Xi Chapter takes pride in the many achievements brought about under these officers. A big "thanks" is due for the outstanding job and successful past year. We are looking forward to another successful year and even greater accomplishments under the newly installed officers.

Along with the recognition of the six newly initiated members, we said "good-bye" to ten Brothers. The graduating seniors are Mike Clemmer, Ted Gray, Bob King, Jim Meese, Terry Mitchell, Greg Moster, Ron Murzyn, Richard Ross, John Spray, and Dave Whitehead. Best wishes for the future were extended to them with our sincere thanks.

Probably the most solemn moment of the evening came at the announcement that Mr. Joseph Jackson is being succeeded by Dr. John M. Johns as Chapter Advisor. Mr. Jackson has served Epsilon Xi Chapter in this position for nearly a decade. A standing ovation and the presentation of a plaque was made to Mr. Jackson to show in a small way our deep gratitude to a truly devoted Deltasig. We are looking forward to working with our new Chapter Advisor, Dr. Johns, and wish to thank him for accepting this responsibility.

Therefore, after undergoing an almost complete face lift, Epsilon Xi Chapter remembers the past with pride and looks toward the future with optimism.—DOUG HACKMAN

## INDIANA

LAST SEMESTER culminated with our annual "Rose" dance. It was held at the Ramada Inn in Nashville, Indiana, the center of scenic Brown County. About 180 people, including 28 new initiates, attended the dinner-dance. Our "Rose" queen for 1972 is Pamela Head, a good friend of Brother Jim Bilinski. Pam is a psychology major from Evansville, Indiana, and has long been a supporter of our events. At the dance, Alpha Pi Chapter presented its first annual Teaching Excellence Award to Dr. L. L. Waters, professor of transportation and business history.

Our spring semester rush smoker was quite a success. Chancellor Carter of IU's Bloomington Campus spoke at our meeting which was well attended. From this meeting and subsequent interviews we obtained 17 neophytes. The class appears to be one of the most promising in several semesters. The neophytes have already had a party for their fathers and are busy working on their community project, social event, and a professional program.

The highlight of our semester is a combined social and professional trip to St. Louis, Missouri. The weekend event will include a

tour of the Anheuser-Busch Plant on Friday and on Saturday a tour of the Chevrolet Corvette Plant, a luncheon with the St. Louis Alumni Club, and the opening game for the St. Louis Cardinals. Enthusiasm is high and several Brothers are now beginning to line up other activities for the weekend.

Several members of the Chapter participated in the bike team for the Little 500 bike race in April. Our intramural basketball team has a 4-1 record with hopes of winning the campus title. There are also plans for a softball team and although we didn't do very well last spring, we are looking forward to a much improved season. Alpha Pi Chapter is also planning several professional and social events throughout the semester. Everyone seems to be getting ready for the upcoming events and it appears we will have another action-filled semester.—PHILIP J. RIPANI

## SAM HOUSTON STATE

THE EPSILON MU CHAPTER had a very successful Rush program, which gave us 14 pledges for the Spring semester. The rush program included three smokers and several rush parties. At one of these parties, we prepared barbecue and invited all the business faculty. Our little sisters helped us considerably during rush.

Epsilon Mu Chapter is celebrating its tenth anniversary this semester, and we regard this semester as something special to all the alumni and undergraduate members of Epsilon Mu chapter. On such an occasion we would like to make this year's "Rose" Ball a really special one to all the brothers who attend. The "Rose" Ball will be held in Galveston, Texas, at the Holiday Inn. To help finance the "Rose" Ball and to compete in campus-wide activities, our Work Project chairman has several things planned. This includes another schoolwide barbecue which we have sponsored in the past and which has been very successful with both the faculty and students. As another project, we will also be selling snow cones at the intramural softball games.

Our Spring field trip will be in Dallas, Texas. We will visit several companies in our weekend stay. Our Professional Chairman plans to have several speakers at our professional programs. In early March our chapter had members represented in the March of Dimes "Walkathon." We expect to have a good softball intramural team, and are looking forward to the upcoming games. The Brothers of Epsilon Mu Chapter are optimistic about having a very successful Spring semester.—BILLY MARKWALTER

## LEWIS

THE BROTHERS OF Zeta Xi chapter once again elected new officers. They are Peter Longo, president; Bruno Sadowski, senior vice president; Bob Johnson, vice president-pledge education; Chris Devenny, vice president-professional activities; Larry Lagowski, secretary; Bill Huels, treasurer; Paul Ryan, chancellor; Ed Stapleton, historian; and Roger Ashamy, chapter advisor. Also at this time I would like to thank

the past officers for the excellent job they did this past year.

The Spring semester rush program is well underway with the formal rush being held on February 16. The rush was followed by an informal rush the next day, which gave the Brothers an opportunity to get acquainted with the new rushees.

Professionally, we planned a "Business Careers Week" held here on campus the week of March 6-10. The guest speakers included Dr. Eugene Carram, who talked on drugs; Walter Grenier, Director of Staff Development of the State of Illinois Correction System; Wayne Penrod, Controller of Statesville Penitentiary; and Roland Breault, Executive Vice President of Lewis College. The week also included tours of Statesville Work Release Facilities, Playboy Club, O'Hare Airport, and a 747 jet aircraft.

Mixing business with pleasure, socially we had our pledge banquet on April 29. We also had a benefit basketball game, where the Chicago Bears played the Lewis College All Stars.

Best wishes are extended to the graduating seniors of Zeta Xi Chapter.—GARY REGAS

## TEXAS—Austin

BETA KAPPA CHAPTER is looking forward to another successful and enjoyable semester this Spring. Recently, our Spring rush program was successfully closed by issuing 18 pledge pins at our pledge banquet. Speaker for the occasion was Brother Durward Curlee.

Officers for the spring semester 1972 are: President Jack Douthitt, Senior Vice President Bill Mahavior, Vice President-Pledge Education Joe Varsas, Vice President-Professional Activities Dick Carnicom, Chancellor Mark Mills, Secretary Bill Brock, Treasurer Wayne Harrison, and Historian Jim Messina. Chapter Advisor is Dr. Faborn Etier of the Department of General Business of the College of Business Administration.

Beta Kappa Chapter is establishing itself as one of the top organizations on the Austin campus. Last year in intramurals, the chapter finished first in the Club division and seventh overall among the different organizations. This year we are doing considerably better, being ranked fourth at the halfway point. Politically speaking, two-thirds of the executive officers of the College of Business Administration Council are active Brothers of the chapter. Also, two of our Brothers are running for government positions; Brother Durward Curlee for the State Legislature, and Brother Louis Romer for City Justice of the Peace. Recently Dr. Faborn Etier, Chapter Advisor, was awarded a \$10,000 Grant from The Department of Health, Education, and Welfare to develop techniques for teaching typing to the blind.

During the semester, events planned include a field trip to Monterey, Mexico, two match dances with sororities on campus, a spring formal, and several fine professional meetings. Executive Secretary Ben Wolfenberger visited the chapter in March.

The Brothers of Beta Kappa Chapter wish all the Brothers the very best in 1972.—JIM MESSINA

## WISCONSIN—La Crosse

THE BROTHERS OF Eta Rho Chapter began second semester with a rush during the last week of January. Ten pledges were pinned, and they seem to be a promising, high spirited group. In addition to the required activities of the period, the pledges presented a skit night for the Brothers on March 9. Initiation was held on March 11, with a banquet that evening.

This semester, the Brothers of Eta Rho Chapter held a second rush on March 15, with initiation to be held in conjunction with a river party on May 6. A chapter birthday party is another event the Brothers of Eta Rho Chapter are looking forward to. The chapter will be celebrating its third birthday at the University of Wisconsin-La Crosse, on April 26.

In the area of professional activities, the Brothers have a full schedule this semester. Edward Collins, of the personnel department of National Cash Register, spoke to the Brothers on February 14. On March 7, Alexander P. Skover, president of Machine Products Company, a division of Heileman Brewing Company, member of the La Crosse Redevelopment Authority, and a past president of the La Crosse Chamber of Commerce, spoke to the Brothers. The professional committee has set up, in addition to these speakers, an afternoon tour of La Crosse businesses. The Spring semester should indeed be productive and gratifying for the Brothers of Eta Rho Chapter.—WILLIAM H. FRITZ

## SOUTHERN METHODIST

BETA PHI CHAPTER at Southern Methodist University began 1972 with an awareness campaign under the very able leadership of our President Art Buhl. The campaign stressed professional activities, limited social activities, business school involvement and above all, close Brotherhood. We were rewarded with an excellent show of interest from the students of business. From the interested students we were able to choose 18 exceptional new Brothers.

As part of their pledge activities, the pledges created a plaque which was presented to Price Board Chairman and Dean of SMU's School of Business, Brother C. Jackson Grayson, Jr. The plaque was presented to Dr. Grayson at a B-School assembly during a short visit to Dallas by the Price Board.

Professionally, we began 1972 by bringing together our local AFL-CIO Secretary Treasurer, Gene Freeland, and personnel director, now of our SMU Institutes, Fred Lee. With these two men together in an informal atmosphere we were able to get two, sometimes different, views on many different questions. The professional program was an exciting part of our activities from labor-management relations to retail merchandising.

Other facets of our program this year featured a "Rose" ball held in conjunction with other North Texas Chapters. This ball was honored with the presence of our "Rose" of Deltasig, the petite and lovely Miss Delia Kincaid. Miss Kincaid, incidentally, is featured as the doll of the SMU band description of "Ninety-Six Guys and a Doll".

We were also able to enjoy a weekend retreat as a part of pledge education and to integrate our chapter birthday into the initiation of our new Brothers.—LARRY HERRIOTT

## OHIO

ALPHA OMICRON CHAPTER at Ohio University initiated Tom Ohl, Ray Omen, John Satenstein and Bob Suver in ceremonies held January 9. Dean McNabb, the dean of the College of Business, was also an honorary initiate. During the banquet that followed; Greg Zimmer was awarded the outstanding member award for the outstanding effort he has put forth as treasurer of the fraternity.

As always we have been very active professionally these last few months with a trip to the Regional Office of State Farm Insurance located in Newark, Ohio, followed by a lavish dinner in a nearby country club. During January we toured Packard Electric Company located in Warren, Ohio. Our future plans include several more plant tours with the possibility of a trip to U.S. Steel in Pittsburgh.

We held our chapter elections early this year due to our President, Brother Hanlon, graduating in March. Our new slate of officers are proving to be a very creative and capable group of young men. They are Fred Tatum, president; John Satenstein, senior vice president; Dave Crows, vice president for pledge education; Dave Olney, vice president for professional activities; Al Crumrine, secretary; Greg Zimmer, treasurer; Ray Omen, chancellor, and Bob Suver, historian.

The "Rose of Deltasig" Ball, held at the Granville Inn in Granville, Ohio, was a tremendous success for all. We crowned Judy Stuckey as our "Rose of Deltasig" during the dance.

A number of Brothers attended the Ohio Area Conference held in Columbus in January. They brought back many new ideas and a lot of enthusiasm which they shared with the entire chapter.

To all of our graduating Brothers we wish the best of luck and promise to continue the high standards and great spirit of the Alpha Omicron Chapter.—ROBERT B. SUVER

## MANKATO STATE

EPSILON IOTA CHAPTER at Mankato State College is winding up another successful year. We have increased our membership substantially through the combined efforts of the Brothers. We have also started a "Little Sister" program. Currently we have thirteen little sisters and are looking forward to another successful year working with them.

Our involvement with the School of Business and the community of Mankato has played a major role in our successful professional program. We have hosted many outstanding speakers from the community and have participated in several professional tours.

We also have been participating in inter-Greek functions of the campus. We had an all-Greek party which was a fantastic success both in fun and financially for our all-Greek council. We are constantly trying to better the relations between the Greek fraternities on campus.

Our social program has been very successful. We crowned our new "Rose" queen, Vicki Bjerk, and enjoyed a very fine party afterwards, which we consider one of our most outstanding events of the year.

We would like to wish the other chapters of Delta Sigma Pi a very good summer and a successful future.—NEAL SCHULTZE



MEMBERS OF Zeta Iota Chapter at Mississippi College review the Manual for Pledge Education with Lt. Governor William Winter prior to his initiation as an honorary member of the fraternity. The members are, from left to right, Bob Cochran, Kendall P. Jones, Don Haskins, William Winter, Reagan McLaurin, Charles Weems, Fred Johnson and Bill Hollis.

## STATE U. OF NEW YORK—Buffalo

ALPHA KAPPA CHAPTER'S Spring semester this year commenced with the selection of Miss Elaine Grant, executive secretary and a junior at Millard Fillmore College, as our "Rose" queen. On February 12 the "Rose" dance was held at Salvatore's Italian Gardens. The 39 couples attending had a most enjoyable and entertaining evening.

At the first professional meeting on February 19, Mr. John Van Horne, district sales manager with Pinkerton, Inc., was our guest speaker. The discussion and films presented pointed out the grave security problems facing industrial and retail organizations in the world today.

The Spring rush program is advancing along rapidly. Edward McKee our senior vice president is working very hard to make this semester's rush one of the most successful in our history. On February 27 the rush party was held at the Claradon Lounge and of the 17 prospects 14 were selected as pledges.

Monte Carlo night this year will be held at a private club. The expanded facilities the club has to provide will insure that we will surpass last year's record attendance.

Alpha Kappa Chapter is looking forward to continued success throughout the remainder of this semester and the many semesters to come.—EDWARD J.FELMET

## NEBRASKA—Lincoln

THE SECOND SEMESTER at Alpha Delta Chapter started and the usual busy work was going through its own process. The second semester rushing was in full swing and the intramural basketball teams were keeping busy when a great tragedy struck.

Robert Duffek, 22 year old senior, passed away after battling with cancer for two years. Bob, who was a great asset to Alpha Delta Chapter, was a University of Nebraska letterman in tennis. He was voted outstanding athlete of the year in the chapter. Bob also held the positions of Chancellor, Vice President and Historian with the chapter. This loss will be remembered for many years to come.

This past month the chapter journeyed to Des Moines, Iowa, for the Basketball tournament. It turned out to be quite an experience as there were many other activities involved. We also have had a professional dinner; our speaker who was from the Nebraska Parks & Games Commission informed us of the many duties his office performs around the State. We had a house party February 19, and we used the theme of different nationalities. There were many quite interesting and different costumes displayed at the party.

Congratulations to the new pledges and good luck on a very educational and informative pledge period.—BYRON L. BLUM

## SHEPHERD

EPSILON KAPPA CHAPTER started off its spring semester with another successful smoker, which has led to the pledging of a fine group of prospective Brothers.

The Chapter began its social endeavors by having a joint party with Phi Sigma Epsilon Fraternity. All have agreed that this was one of the best parties the fraternity has ever had and feel that it has led to better relations be-



FRANK PRESFIELD, president of Beta Chi Chapter at the University of Tulsa, looks on as Vice President of Professional Activities Rob Cadenhead presents a certificate of appreciation to Mr. D. W. Calvert, executive vice president of the Williams Companies, in appreciation for his contribution to the professional program of the chapter.

Between the other fraternities on campus. Recently a number of the functions of Epsilon Kappa Chapter have been attended by our

neighboring Deltasig Chapter at the University of Maryland.

On February 21, the Brothers, along with Mr. Charles Printz, Head of the Shepherd College Department of Business, headed for Alexandria, Virginia, to attend the annual celebration of the George Washington Memorial Fire Company. Among the honored guests were General Westmoreland, Supreme Court Justice Powell, and Washington Redskins Coach George Allen.

Elections for new officers were held on February 24. Brothers were extremely pleased with the outcome of the elections.

To finish off the semester the Brothers have a full schedule, which includes their annual clean-up march from Shepherdstown to Martinsburg, a horse show to be held at the nationally famous Shenandoah Downs, a professional tour to the General Motors Assembly Plant in Baltimore, Maryland, and their annual Spring picnic.

With such a full program ahead, the Chapter is looking forward to achieving another 100,000 points in the Chapter Efficiency Index.—SORASAK DAORAI

# Be a Life Member of Delta Sigma Pi

Life Members of Delta Sigma Pi are something special and because of this they enjoy certain advantages:

1. Their national alumni dues are paid for the rest of their lives.
2. They receive The DELTASIG four times a year for life.
3. They receive a handsome Life Membership Certificate and Identification Card
4. Their names are listed on the Life Membership roll of loyalty.
5. They have helped their national fraternity to provide a permanent endowment fund.

To join this special group -

Send your check for \$65.00 to The Central Office, indicating your wish to become a Life Member. The cost can be paid in full or in installments.

Discounts are available to undergraduate members—20 per cent if you join prior to graduation; an additional 10 per cent if your chapter achieves 85,000 points or more in the Chapter Efficiency Index and you exercise the option to become a Life Member before December 31 of that year.

No finer investment can be made by a member of Delta Sigma Pi.

CUT AND MAIL TO: DELTA SIGMA PI, 330 SOUTH CAMPUS AVENUE, OXFORD, OHIO 45056

## DELTA SIGMA PI

### SPECIAL APPLICATION FOR AN ACTIVE LIFE MEMBERSHIP

From \_\_\_\_\_ Chapter \_\_\_\_\_

Address \_\_\_\_\_

City, State \_\_\_\_\_ Zip \_\_\_\_\_

I am enclosing my check for \$ \_\_\_\_\_ to cover \_\_\_\_\_ payment(s) of \$5.00 each. It is my understanding that I will receive a 30% discount as a result of my being an undergraduate and a member of a chapter that has achieved Honor Roll or Honorable Mention status in the Chapter Efficiency Index.

### RECORD OF \$5.00 PAYMENTS

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| 1. <input type="checkbox"/> Chapter Efficiency Index Discount | 7. <input type="checkbox"/> _____  |
| 2. <input type="checkbox"/> Undergraduate Discount            | 8. <input type="checkbox"/> _____  |
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# the alumni world

## BUFFALO

THE BUFFALO ALUMNI CLUB'S first outing of 1972 was Alpha Kappa Chapter's "Rose" Dance. This affair was held at Salvator's Italian Gardens, in Buffalo, on February 12 and the attendance of alumni members was encouraging. The calendar for the first half of 1972 also included sponsorship of the undergraduate Monte Carlo Nite at the end of March, as well as the Spring initiation dinner dance in May.

The second annual Alumni Club get together will be held in June again this year and will round out the planned activities for this portion of 1972. This meeting will incorporate the general acceptance of the newly graduated Brothers from Alpha Kappa Chapter, State University of New York at Buffalo.

We have been utilizing the master mailing list from The Central Office which indicates all Deltasigs in our area, however, some Brothers will undoubtedly be inadvertently overlooked. We therefore will again emphasize that any Brothers, living in the Buffalo area, that have not been contacted and are interested in joining the Alumni Club or desire information relative to the Alumni Club or the undergraduate Chapter, please contact one of the following: Bob Drewniak—8710 Howard Drive, Williamsville, N.Y. PHONE 633-1845; Gary Smith—181 LaSalle Ave., Buffalo, N.Y. PHONE 837-4617; or Dick McKee—151 Neubauer Ct., West Seneca, N.Y. PHONE 825-6238.—RICHARD H. McKEE

## SACRAMENTO

THE SACRAMENTO ALUMNI Club has had a busy few months. During the Holiday Season, a Christmas Cocktail Party was held at the home of Brother Rocky Wentzel. There was a large attendance to enjoy socializing and excellent hors d'oeuvres. Then all went over to the Ram Restaurant for dinner, and many returned afterwards to the Wentzel home for a "night cap".

During the Holidays, the annual Deltasig Alumni Club "Horn of Plenty" food collection was more successful than ever. Everyone cooperated to the fullest possible extent. A total of seven big boxes of canned goods were collected, and ten canned hams were purchased with money allocated by the executive council. All the food was delivered to the Standford Settlement House in North Sacramento. We later received a letter from them expressing their thanks.

Another annual event of the Deltasig Alumni Club is "Wives' Night." The wives attended the February 3 dinner meeting held at the Dante Club. The guest speaker, Harold Hook, 1969 Deltasig of the Year, and president of Cal Western Insurance Company in Sacramento, spoke on The Seven Points of Life. This was Brother Hook's second time as guest speaker, and he was thoroughly enjoyed by all of the 160 attending Brothers and guests.

During April we held a poker party with the undergraduates. In May we are having our annual installation and past president's dinner.

All eligible Brothers in the Sacramento area are always welcome to attend any of our get-togethers. For any additional information on any of our events, please call our 1972 President Jack Cornelius at 451-8073.—JAMES G. LINCOLN

## CHICAGO

PAST PRESIDENTS' night on which we honored all those old rogues who have so ably served the Chicago Alumni Club in years past was celebrated on Tuesday evening, March 14, at the lavish Millionaires Club on Chicago's magnificent mile. We dined on gourmet steaks washed down with unlimited drinks. Featured speaker of the evening was Brother Erik Roos of Erik Roos and Associates, Management Consultants. Brother Roos, newly initiated Honorary member of Beta Chapter, spoke on "What You Always Wanted To Know About Executive Recruiting (But Didn't Know Whom To Ask)".

On Tuesday evening, April 11, Undergraduate Night was held in the Executive Suite of Chicago's renowned Blackhawk Restaurant. Ten alumni brothers sponsored ten undergraduate members from Beta, Alpha Omega, Gamma Pi, Zeta Xi and Eta Mu Chapters. On Saturday evening May 13, the Chicago alumni along with wives or dates will again meet at the Blackhawk Restaurant for a Resort Travelogue and Party.

The final meeting of the club for this season will be the traditional golf outing at the Midwest Country Club on Thursday, June 8. Brothers may golf all day, or a portion thereof. For members who cannot come out until after the five o'clock whistle there will be a putting contest just off the 19th hole. Cocktails and other potables will be ever available and for the banquet we will partake

of the sumptuous prime rib. After the Deltasig athletes have been revived with food and drink they will elect the officers for the 1972-1973 incumbency. All attending will receive many and sundry door prizes.

The Chicago Alumni Club has settled upon a project to aid The Central Office mortgage burning. A special raffle will be held at the golf outing. Tickets—\$3 each or two for \$5—are on sale now and will be available until the golf outing banquet. The winner of the Grand Prize will have his choice of an AM-FM stereo 8 track system with a 4 speed record changer or a Smith-Corona Galaxie 12 portable typewriter. There will be a second drawing for a consolation prize. The winner need not be present and you may order tickets by mail. Send your remittance payable to the Chicago Alumni Club of Delta Sigma Pi, 42 East Cedar Street, Chicago, Illinois, 60611.

The welcoming hand of brotherhood is extended to all Deltasigs in the Chicago Metropolitan Area. Contact us at 42 East Cedar Street, Chicago, Illinois, 60611. Our 1972-1973 calendar of events will appear in the September issue of The Deltasig.—DON F. HOLEM

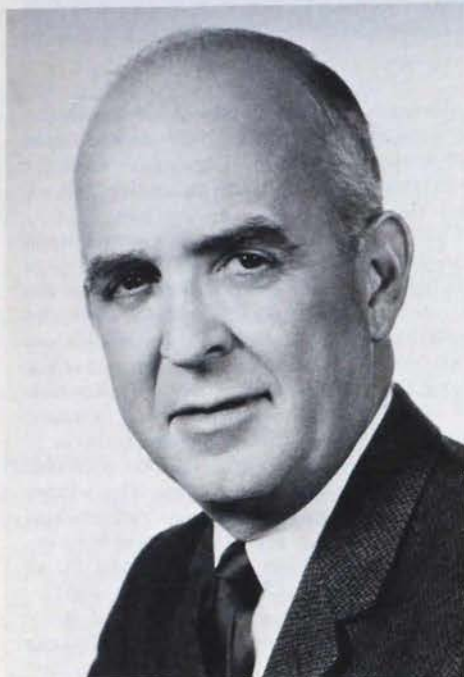
## PHOENIX

RECENT ALUMNI ACTIVITIES have included a very interesting speaker from the Maricopa County Sheriff's Office regarding drug control. This particular meeting brought out alumni wives to share in the informative presentation. We also participated in a hay ride with Gamma Omega Chapter at Arizona State and are looking forward to an enjoyable spring initiation banquet with that chapter. I might also mention that our alumni consistently participate on the Ritual team and take an active part in the formal initiation. We have held our 1972-73 alumni officer elections with outstanding membership participation.

Upcoming activities will include some pre-planning for the Intermountain Regional Meeting in early fall. We also are in the process of planning our summer activities. I have enjoyed being The DELTASIG correspondent for this past year and hope by this time have communicated to everyone our many and various activities and our desire for all Deltasigs that are in the area to stop in and see us.—JEFF GADD

## Robert S. Wasley Is President Of Beta Alpha Psi

DR. ROBERT S. WASLEY, a member of Alpha Nu Chapter at the University of Denver and currently professor of accounting at the University of Colorado, is president of Beta Alpha Psi, national accounting fraternity.



CURRENTLY SERVING as President of Beta Alpha Psi, professional accounting fraternity, is Brother Robert S. Wasley, a member of the faculty at the University of Colorado.

Brother Wasley received the B.S. degree in 1940 from the University of Denver. In 1941 he received the M.S. degree from the University of Colorado. He earned the Ph.D. degree from Ohio State University. In addition to Delta Sigma Pi and Beta Alpha Psi he is also a member of Beta Gamma Sigma, the National Association of Accountants, the American Accounting Association and the Financial Executives Institute.

During the year 1956-57 he was acting dean of the School of Business at the University of Colorado and from 1960 to 1966, he was head of the Division of Accounting there. He has written numerous articles for various professional journals and is co-author of the book, *Business Information Processing Systems* which is now in its third edition.

In 1966 he received a Fulbright Award to teach at the University of Canterbury, Christchurch, New Zealand. He also participated this year in the Scott Memorial Lecture Series at the University of Missouri at Columbia.

He served as chapter advisor of Alpha Rho Chapter at the University of Colorado for several years and in 1953 received a Testimonial of Appreciation from the Grand Council of the fraternity.

## HOUSTON

THE HOUSTON ALUMNI CLUB continues to be active as meetings or social functions are scheduled monthly. During the winter months Deltasigs and wives or dates held a bowling party and on another occasion went as a group for an evening of dancing and entertainment at a Houston nightclub.

The Spring schedule includes plans by the Alumni Club to sponsor a Deltasig softball tournament. Chapters from the University of Houston, Texas Christian, Southern Methodist and Sam Houston State have already expressed an interest in participating.

Plans are being made to conduct a professional seminar jointly with the Eta Psi Chapter from the University of Houston.—BOB LAW

## Ted R. Brannen Named Dean at the University of Southern California

DR. TED R. BRANNEN became dean of the School of Business at the University of Southern California on January 1, 1972. He had been dean of the College of Business Administration at the University of Houston for six years. He also was dean of the School of Business Administration and later vice president for business and academic affairs at the University of Kansas City, now the University of Missouri at Kansas City.

In the business world he has been a consultant to Southwestern Bell Telephone, Continental Oil, Warren Petroleum, Humble Oil and NASA. He also serves on the boards of directors of industrial and real estate firms.



NEWLY ELECTED DEAN of the School of Business Administration at the University of Southern California is Brother Ted R. Brannen. Formerly dean of the College of Business Administration at the University of Houston, he is a member of Eta Psi Chapter there.

He was an advisor to the executive management committee for the Arabian-American Oil Company and lived in the Middle East for three years. He was an economist for Texaco in New York before going to Saudi Arabia.

Brother Brannen succeeded Dr. Taylor W. Meloan, who has been acting dean at USC for more than two years. The University of Southern California is the oldest and largest independent coeducational university in the West with 20,000 students, 2500 of whom are majoring in business administration.

Ted earned his doctorate in economics and cultural anthropology from the University of Texas. His other degrees in economics, management and engineering are from the University of Arkansas. He has taught at the Universities of Florida, Texas, Texas A&M, Arkansas, Oklahoma State and Missouri at Kansas City. In addition to Delta Sigma Pi, he is a member of the American Academy of Management, the American Economic Association, the Association for Evolutionary Economics and the Southwest Social Science Association, of which he is a past president.

## LONG ISLAND

A GROUP OF interested Deltasigs are forming an alumni club in Long Island. Our goal is to form an active and functional club with a definite purpose for existence—furthering the ideals for which Delta Sigma Pi was founded. We feel that we can make the club a rewarding and enjoyable experience for its members, but we need the support of Deltasigs in the Long Island area to make it work. If you are interested or desire further information, contact Steve Benvenuto, 20 Secor Place-Apt 5R, Yonkers, New York 10704 or call (914) 237-2106—STEVE BENVENUTO

## DIVIDENDS

To Brother and Mrs. James N. Gulley, *Northern Arizona*, a daughter, Loraine Mae.

To Brother and Mrs. Gene P. Leporiere, *Rutgers-Beta Omicron*, on April 28, 1971, a son, Paul Maximo.

To Brother and Mrs. Robert L. Rafter, *Miami-Ohio*, on January 26, 1972, a son, Todd Christopher.

To Brother and Mrs. Don Hall, *Sacramento State*, on February 24, 1972, a son Derek Christopher.

To Brother and Mrs. John Delves, *Georgia State*, a son, John Jason, on February 10, 1972.

To Brother and Mrs. Thomas Scott, *Georgia State*, on February 25, 1972, a daughter, Susannah.

To Brother and Mrs. T. J. Maddox, *Georgia State*, on February 29, 1971, a son, Thomas Joe, Jr.

To Brother and Mrs. Thomas Arnold, *Rochester Tech*, on January 28, 1971, a daughter, Jennifer Lee.

To Brother and Mrs. James Young, *New Mexico*, on January 29, 1972, a son, Eric James.



FROM MY OBSERVATIONS of history, crises are not new to man, be they of natural phenomena—such as floods, earthquakes, pestilence—or man-created, such as wars or economic depressions.

We must also keep in mind that societies normally survive crises because in one way or another proper solutions are found. We should observe that a solution may affect individuals in that society in different ways. We should also observe that every rule has exceptions, and civilizations have come to an end. They have not always survived, and it can happen again, I suppose.

Today, however, I want to talk about a development which may be a crisis. Some people think it is. I prefer to believe it is no more than a very serious problem which we can solve. That problem is the failure of the economic machine in this country to improve its productivity at a rate sufficiently good to be competitive in the world.

As usual, when we face adversity we see evidences of panic. This isn't new. History records some real cliff hangers because everyone tries to treat the symptoms rather than the cause. So today, because we have some economic downturn, there are those who blame it on our failure to treat our ecology with respect. Others say we are too materialistic. Others blame the younger generation, or the older generation, or poverty, or our give-away programs, or the absence of them. Still others blame discrimination or too little education, or too much. Take your choice. Do your own thing. However, there is one thing people agree on and that is business is to blame. Except businessmen, that is. Critics have even said business has to go. These are the folks on whom the Wall Street Journal had a report a few months ago. These people acquired a patch of ground in New England, grow their own food, make the simple clothes they want, gave up cars, electricity, and society. This is fine, of course, because we live in a society which allows this; but can you imagine 200-million people living this way today in the United States, each with his own patch of ground, his own sheep, his own cow, his own mule, his own outhouse.

The world is not going to stop so we can get off. Business and industry are here—they are going to stay. But to survive as free enterprise, we must improve our productivity.

## Challenge Ahead

Herbert E. Markley  
Alpha Upsilon Chapter,  
Miami University

The following is the text of an address delivered by Brother Herbert Markley, president of the Timken Company, on being honored as the "Deltasig of the Year 1971." The presentation was made at a luncheon in his honor at the Heritage Room of the University Center at Miami University, Oxford, Ohio, on January 22, 1972.

Let's examine a few basics. First, if we leave agriculture out of this discussion as a special case, we have producing industries and service industries. Before I go on, I don't want to offend my farmer friends. They have increased their productivity at a rate which puts everyone else to shame. But let's go on. Producing industries are manufacturing, construction, and mining. All other activities are part of the service industries.

Second, let us remember that two-thirds of all employment today is in the service industries. And that by the end of the decade, it is estimated that three-fourths of all employed people will be in service industries. Think about that a little. Can we operate an economy in which only twenty-five per cent of our people are producing?

Third, our growth in productivity in the producing industries is pretty sad, about two per cent per year in the past three or four years. And our service industries, to the extent we can measure them, have shown negative growth. Result: since the 1950's, 20 other countries—led by Japan at 14.2 per cent annually—have surpassed the United States in average growth rate.

Fourth, we need to recognize that productivity is vital to survival; that increases in the rate of output per manhour lower the unit cost of production—be it a unit of service or a unit of goods; that lower unit costs make us more competitive; that the more competitive we are the more goods we can sell and the better we can meet the social needs of our society.



"DELTASIG OF THE YEAR 1971" Herbert E. Markley, president of the Timken Company, is shown here visiting with the members of Alpha Upsilon Chapter at Miami University following the presentation of the award. Also shown are members from the several other chapters who attended the luncheon in Brother Markley's honor. In the background is the famous mural in the Heritage Room of the Miami University center depicting the history of the University since 1809.

It seems appropriate that Delta Sigma Pi, a fraternity for business students—a fraternity counting among its members leaders in industry—should lead in making clear to the public how absolutely necessary business is. Its members should also be the leaders in fixing whatever is wrong with business.

Perhaps we should reaffirm the purpose of our fraternity, which is to foster the study of business in universities; to encourage scholarship, social activity and the association of students for their mutual advancement by research and practice; to promote closer affiliation between the commercial world and students of commerce; and to further a high standard of commercial ethics and culture and the civic and commercial welfare of the community.

As you graduate from this institution, or our Delta Sigma Pi brothers graduate from other institutions across this land, they will be taking places in industry and business. They have indicated some interest in this part of our society, or they wouldn't be studying business. They will be in excellent positions to influence in some way—some of them in substantial ways—the impact and image that business has on this society.

Let's start with a superficial examination of what is wrong today. First, we have lived since World War II in a period of affluence. For most Americans, the basic needs of life have been met, and there is a surplus. Even those who are said statistically to be at the poverty level—compared to pre-World War II—are living well. This is not to say they shouldn't live better. I am merely stating a reality. With this affluence comes a capacity to learn how to enjoy even more of it. This developed an appetite which became larger than the system could support. Some politicians, some people who like to make trouble simply to have trouble, and sincere folks who thought there can be a better life than that represented by two 400-horsepower automobiles in the driveway began to preach dissatisfaction. These shakers, as I call them, built dreams in the minds of people which gave rise to levels of expectation which are not easily achieved. They can be, though, but not by the shakers. The shakers promise only on the basis that someone else will pay for it. Who? Well, business.

The few people who operate business are not important when counting votes, so politicians pointed the way. Blame

business for what you don't get. Try to get business to pay for it.

So now we need the movers. The shakers are not enough. It takes people who can act; people who can implement whatever is good in some of the ideas that are put forth. This is where you come into the scheme because you have the intelligence and will have the experience to sift the good from the impractical and make it work.

In my view, there are several things that should be done to promote the image of business. What are they?

1. We must be sure that everyone understands that no one can even exist unless there is production, and production means there must be industry and business. This is a truth which is so simple that even a child should be able to understand it. Yet I am appalled that a thought so basic doesn't seem to be in the minds of our intellectuals who decry the place which business occupies in our society.

2. We must spell out the realities of business in ways that the public can understand. Even those who work in industry don't understand it. For instance, there is a myth that huge profits are made by industry when we know, in fact, that this isn't so. Just recently, the Opinion Research organization asked people this question: "Just as a rough guess, what per cent profit on each dollar of sales do you think the average manufacturer makes after taxes?" The median percentage estimate given by the people covered in the survey was 28 per cent. I am sure you know that the correct answer is about 4 per cent of sales in 1970, and it has never been as high as 6 per cent since 1950. Is it any wonder that people find it easy to blame business when they don't understand even so basic a thing about it?

Well, part of it is because there are four broad groups of people in the world. They are business people, union leaders, educators, and politicians. I am sure you will agree that union leaders, educators, and politicians are all articulate. Business leaders are not. To be a leader in three of these groups, the ability to speak clearly and forcefully is an absolute requirement. It is an inherent part of the job description. A business leader, on the other hand, is not chosen for this quality. He is chosen because he can get things done. He can make things. He can run a business. Yet, somehow, somehow, we must be able to explain the realities of business.

3. We must explain that profit is essential to our economic system. We know there are other societies where profit is not required, nor does it exist; but none of these societies has provided the kind of lives that our society has in any respect—in culture, in education, in freedom, in material things.

4. We must stop taking a defensive attitude. Why do we apologize? Why are we timid? Why do we allow our detractors to blame business for everything bad or alleged to be so and not offer a rebuttal?

5. We must lead. Let's not wait until we are forced by the will of the people working through government to do what we should have been doing on our own. I was at the Harvard Business School for a few months 20 years ago. We had a professor who taught a course called "Business and Society." The first couple of lectures, I think most of us came to the conclusion that we had an ultra-liberal professor. We ended the course believing he was the greatest teacher we had ever known. He was not advocating that government do all of the things in our communities that it is, in fact, now doing. He was merely saying these things would be done and that we, as businessmen, would provide the needs of society or, failing to do so, government would. He was 100 per cent right.

For that reason, I think one might foresee that 20 years from now government will be doing everything. I am surprised, for instance, that in the last 12 months elements of a police state are coming through so loud and clear. I am wondering where current developments will lead unless business is able to project itself more affirmatively.

If I might digress just a minute, I would remind you that business today is being required to furnish data which allows any person with an anti-attitude toward business to virtually cripple that business. I would remind you that the new safety law, for one, enables an inspector to close down a plant without necessarily having anything more to go on than a violation of one of the thousands of regulations which, at least today, cannot be met no matter how much we might try. I think, had we taken the initiative in industrial safety, we could have prevented any legislation of this type being passed at all.

I don't believe that Ralph Nader is the darling of industry, and there is no question that he is using his prominence in the public eye to castigate business in

every way he can. I do think, however, we would be less than honest if we didn't admit that there is some truth in what he has put forth. Again, we might have prevented the popularity of Nader and his ideas had we been leading rather than waiting to be pushed into a position by outside forces.

6. I think we need to take an active part in our communities. Young people are asking for challenges, asking for opportunities to serve in their local communities in order to solve social problems. I don't know of any company which doesn't give support to its employees who wish to participate in such activities. I know certainly we do and have done so for many years. Not only do we support, but we encourage. At times, our people are almost ordered to participate in working on social problems. So I would say you have wonderful opportunities from within business to work on social problems and to do a great deal toward accomplishing the results that apparently everyone wants.

7. We must learn more about productivity. Just a few days ago, Dr. Gordon Bloom from MIT was visiting with me in my office. He is an authority on productivity. He is leading an effort at MIT to make it the foremost educational institution in the United States on productivity, and one thing becomes apparent. We know very little about it. We all say that it means an increase in the amount of goods produced per man-hour. This is, of course, true. But we need to know how to accomplish this, how to measure it, and how to determine just where the productivity gets its start because one can observe that the efforts put forth in one department of a company, for instance, show up as the benefits in another or that efforts made by one company show up in benefits of another. So, if one is only looking at results, the causes are not very carefully delineated.

8. I think we need to examine all of the problems that exist and in which business must, of necessity, be involved and solve those problems as quickly as we can so that we can begin working on the problems of tomorrow and not those of yesterday. Within the last year, we came to the conclusion in some parts of our operations that we were spending too much energy and time solving the problems that occurred yesterday and not enough on dealing with the ones that were coming along tomorrow and

dealing with them in a way to provide solutions before they are needed.

9. It is my understanding that Delta Sigma Pi and the National Association of Manufacturers are moving toward a working relationship which can improve the understanding of business in our land. The opportunity to bring to the NAM the young and brilliant aggressiveness of Delta Sigma Pi members and the opportunity for NAM to share the experience and wisdom of its members with you should and will produce results that are tremendous. I couldn't be happier.

This is what I think we need to do in

our society. This is where I think young people in business—members of Delta Sigma Pi—can do so much in this society to make it better. In business, you will get at least two rewards. The first is material. It will be as great as you want to make it. If you are persuaded by material rewards, you will certainly enjoy the satisfaction of approaching a challenge and successfully meeting it. If I in any way read correctly the attitude today, it is that we are working more and more for satisfactions, and I can assure you that participating in business and putting it on a respectable pedestal will, indeed, provide that satisfaction.

## ALUMNI CLUB DIRECTORY

- BATON ROUGE, Louisiana—Pres: Elmore P. Hutchinson, Rte. 2, Box 336, Baton Rouge, La. 70815
- BUFFALO, New York—Pres: Robert M. Drewniak, 8710 Howard Drive, Williamsville, New York 14221
- CHICAGO, Illinois—Pres: Steven R. Szekely, 5111 West Oak Street, Bellwood, Illinois 60104
- CINCINNATI, Ohio—Pres: Peter A. Eberle, 5464 Bahama Terrace, Apt. 8, Cincinnati, Ohio 45223
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- SAINT LOUIS, Missouri—Pres: Dennis E. Bielke, 2229 Murray Forest, Maryland Heights, Missouri 63043
- WASHINGTON, D.C.—Pres: Martin M. Stein, 1250 4th St. S.W., Apt. 710W, Washington, D.C. 20024

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**330 South Campus Avenue**  
**Oxford, Ohio 45056**

# DELTA SIGMA PI

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By contributing to the Educational Foundation through a contribution, bequest, legacy, devise, transfer or gift. They are all tax deductible on Federal Income, Estate or Gift Taxes. All contributions should be sent to the:

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