

The **deltasio**®

an educational journal
november 1975



Bill Tatum
Grand President
1975-1977

DENVER

focus:



We focus on three retiring Board Members following their service to the fraternity at the national level. From left to right are Past East Central Regional Director Andy Fogarty, Past South Central Regional Director Richard Schreiner, and Past Grand President Tom Moccia.

The **deltasig**®

November, 1975
Volume LXV, No. 1
An Educational Journal

Features



Convention '75—the national fraternity
in action5



The Board — leading the fraternity in
coming months14



Don Cool — and other candidates for
Undergraduate of the Year 197524

Departments

focus2

commentary4

bulletin board.....31

Meetings

Area Conferences, 1975-76

Area and Regional Conferences,
1976-77

National Convention, Summer,
1977

Cover

Caricature of new Grand President
Bill Tatum introduces him to you.
See his story and meet other board
members on page 14.

Editor

Ben H. Wolfenberger

Associate Editor

Michael J. Tillar



Postmaster: Please send labels Form 3579 to Delta Sigma Pi, 330 South Campus Avenue, Oxford, Ohio 45056. The DELTASIG of Delta Sigma Pi is published four times annually in the months of November, January, March, and May. Editorial office — 330 South Campus Avenue, Oxford, Ohio 45056. Subscription price: \$10.00 per year. Second Class postage paid at Oxford, Ohio 45056, and at additional mailing offices. Printed in the U.S.A.

Member of



College Fraternity Editors Association

commentary....



During the 30th Grand Chapter Congress completed in August, the major issue of coeducational membership in the Fraternity was the subject receiving the most attention as noted in the article on the convention in this issue of the magazine.

Delegates from the chapters and alumni clubs had been instructed in the Spring by their memberships on how to vote on this issue if a vote were called. They were committed to cast that vote on behalf of their membership regardless of the discussions to take place. New information received at the convention from Board members more intimately involved with the issue over a period of months and years, along with persuasive arguments from others of a different viewpoint caused all to pause, reflect, and do some serious thinking. The delegates were harassed by their peers, and pressured by the seriousness of the issue.

Although no vote was taken on the issue at the convention, one point is very evident. Delegates were not looking for a "yes" or "no" on the issue, but were looking for "what is right". The conduct and soul searching of the delegates during these four days was admirable and we commend them.

Delta Sigma Pi has been faced with other serious challenges in the past. World War I began during the infancy of the fraternity. The Depression of the 1930's

caused critical problems in the United States which were reflected in fraternities. World War II caused practically all fraternity activity to cease for five years. The Caucasian and Christian issues were debated for three or four years and Korea and Vietnam have been felt in the organization. There will be other challenges ahead for the fraternity. These affect the fraternity, but are not life and death matters, as the coeducational issue is not a life and death matter.

What is a life and death matter is membership recruitment. In 1969-70, one hundred forty-four chapters initiated 3,167 new members; in 1974-75, one hundred thirty eight chapters initiated 2,426 new members. A decrease of 700 new initiates per year reflects the seriousness of the membership recruitment problem. This decrease says to your Board members including your Regional Director, to your District Director, and to your chapter advisor that recruiting is left to one man, the Senior Vice President. It says that the individual member doesn't have the interest or the energy to recruit, or doesn't understand the benefits of fraternity membership to SELL them to someone else.

While the internal operations of a chapter should be managed by the chapter, chapters and alumni clubs in a given area can work in complete harmony toward efficient recruitment. Alumni clubs depend on chapters to feed in new members. Without new members in the chapters, the whole alumni organization also soon ceases to exist.

The loyalty and devotion, the interest, and the spirit of fraternity were all very evident in the delegates attending the Grand Chapter Congress in August. That loyalty, that interest and that spirit *must* be characteristic of every Deltasig and he must commit himself to *personal selling* if the fraternity is to reach its maturity as a viable, successful, respected fraternity.

Commit yourself now to building membership in your chapter.

Fraternally,

William W. Tatum, Jr.
Grand President

CONVENTION '75

. . . DISCUSSION

. . . DIRECTION

. . . DEVOTION

Discussion, direction, devotion — these were the highlights of Convention '75 held in August. Tan-Tar-A Golf and Tennis Resort, Lake of the Ozarks, Missouri, hosted our family of 436 fraternity members, wives, and guests, an increase of twenty four per cent over the 351 attending the 1973 meeting.

Discussion of the major topic of co-educational membership in the fraternity consumed most of the four days and nights of the meeting. As national officers brought delegates up to date on this matter from a legal standpoint, and as the pro's and con's of the issue were presented, all in attendance had to give serious thought to the subject. Although no decision by vote on the matter was made at the convention, delegates were to return to their respective memberships for further discussion.

Direction of the fraternity for the 1975-77 biennium was determined with the election of the new Board of Directors. These men will govern the fraternity in the coming two years and determine the paths it is

to take. See the related article on the new Board of Directors in this issue of the magazine.

Devotion was displayed in many ways during the four day meeting. By the soul searching required to cast votes on legislation and for national officers and to speak to issues on the convention hall floor, by the festive air at each table during meals, by the small clusters of conversation in the halls and lobbies, by the groups enjoying the water sports and other activities, by the participation in educational seminars, by the groups which gathered in individual guest rooms to socialize and talk, and surely by the warm handshake and the friendly smile, the devotion, the loyalty, the enthusiasm, and the fraternalism that are Delta Sigma Pi were very evident.

Tuesday, August 19, began with registration in the morning hours in preparation for the opening business session held that afternoon in Windgate Hall North. Grand President Harold L. Cannon called the Grand Chapter Congress to order. After the invocation by Donald J. Cool,

Undergraduate of the Year 1975, the members of the Board of Directors, the District Directors, The Central Office staff and the Golden Council were introduced.

With Thomas M. Mocella, Past Grand President, and George E. Ragland, Southeastern Regional Director, serving as Parliamentarians, Executive Director Ben H. Wolfenberger called the roll of chapters and alumni clubs. Responding with official delegates were 85 undergraduate chapters and 17 alumni clubs.

Reports of the national officers were presented along with those of the National Committee on Nominations. Following this report, nominations for national office were accepted from the floor.

Special recognition was given to Past Executive Director Charles L. Farrar, now a resident of Baton Rouge, Louisiana, for his fifteen years of service to the fraternity at The Central Office. Donald J. Cool was then officially presented as Undergraduate of the Year 1975.

Steven R. Szekely who had co-

ordinated the effort to raise contributions for the production of an Official Flag for the fraternity then presented the flag and dedicated it to the fraternity.

Twenty six chapters were recognized and presented with Testimonial Certificates for achieving 100,000 points in the 1974-75 Chapter Efficiency Index. The Grand Chapter Congress was then considered to be in recess so that the twelve regions could conduct Regional Meetings.

While the men had been in the opening business session, the wives attended the Ladies' Reception. Officers of the Pink Poodles hosted this reception for about ninety women in attendance at the meeting.

Following dinner all members, wives, and guests had the opportunity to meet the members of the Board as Grand President Cannon



Delegates listen intently, meditate, or work during the business sessions of the Congress.



The Board and Chapter Consultants at Roll Call at Opening Business Session.



Registration handled by The Central Office Staff shows Assistant Executive Director Mike Tillar at one station. . . .



. . . And Chapter Consultant Terry Garrett at another



Past Executive Director Charles Farrar was recognized with a Testimonial from the Fraternity and a gift at the opening business sessions.

and Executive Director and Mrs. Ben Wolfenberger composed the receiving line at the Grand President's Reception. After the reception the men retired to Monte Carlo where games of chance and good fellowship were the attractions. At this same time the Royal Order of Pink Poodles was in biennial session for the ladies while the Order of the Yellow Dog offered membership to candidates among the men. At the men's and women's events, more than 125 prizes were given away. Handling the prizes in admirable fashion at the Monte Carlo party were Past Grand President Thomas M. Moccia, Past Western Regional Director R. Nelson Mitchell, and Assistant Executive Director Michael J. Tillar.

The program on Wednesday, August 20, opened with the presentation of the Keynote Speaker in convention hall, Brother Paul Preston, Zeta Phi-Florida Atlantic, and Professor of Management at the University of Texas-San Antonio. Specializing in television production, development of instructional media, administrative communications, and management and quantitative analysis methods, Paul's presentation was on Organizational Development. Awareness, the un-

derstanding of others, silent languages such as body posture, and the breaking of tradition which is tradition only because it is habit, were the major themes of the exciting multi-media keynote address.

Excited and inspired, the audience moved from the keynote address directly into the educational seminars. Conducted on Tuesday and Wednesday so that all might attend each different session, there were five seminars. Conducting the session on Alumni Activities was William W. Tatum, Jr. Moderating the other seminars were Charles W. Murphy, Undergraduate of the Year 1973, speaking on Recruitment; The Key to Your Chapter's Future, Ronald L. Smith, Dean of the College of Business, University of Nebraska-Lincoln, moderating Organizational Development; Assistant Executive Director Michael J. Tillar presenting The "NEW" Chapter Efficiency Index; and Chapter Consultants Dan Dufala, Terry Garrett, and John Watton presenting the new Membership Development Program.

Many of the wives had attended the keynote address and from there moved on to a cooking demonstration presented by the hotel staff. At the noon hour, the members of the Pink Poodles met for their biennial business meeting.



Presiding at the business sessions of the Grand Chapter Congress and at other functions of the convention was Grand President Hal Cannon.



During Opening Business Session the wives gathered for a casual women's reception to get acquainted. Shown are Brownie Mitchell, Ruth Brown, Stephanie Franks, and Marilyn Gover with Rosemary Fogarty in the shadow.

With a free afternoon, those in attendance at the convention had the opportunity to enjoy the many different water sports available, play tennis or golf, ride horses, go shopping or sight-seeing, or just relax and enjoy the Ozark scenery. With temperatures above 100 degrees and with humidity approaching 100%, the best place appeared to be inside the hotel for the afternoon.

In the evening an Ozark Barbeque which had been scheduled for poolside was moved indoors for the convenience of conventioners and due to the threat of inclement weather.

Following dinner, the second business session of the convention was called to order while the women attended a geological rock show called "Gems For The Finding". In this second business session, additional nominations for national office were received and legislation before the convention was voted upon.

At the conclusion of this business session, a Meet the Candidates Forum was held for candidates for Director of Alumni Activities.



Keynote Speaker Paul Preston inspired, informed, and motivated in his multimedia presentation on leadership, human relations, and communications. It was wow!



Alumni discuss national programs and individual alumni club activities in the seminar led by Director of Alumni Activities Bill Tatum.



Educational seminars were a major part of the convention program as exemplified here by Assistant Executive Director Mike Tillar in his seminar "The NEW Chapter Efficiency Index."



Taking some chances and having some fun were these delegates at the Monte Carlo Casino on opening night of the convention.



The new Grand President, Bill Tatum, is escorted to the dais by the Escort Committee of Past Grand Presidents after his election at the final business session.



Newly elected Director of Alumni Activities Mike Mallonee enters convention hall after his election at the final business session escorted by Past Director Bill Tatum and the Past Grand Presidents.



Executive Director Ben Wolfenberger, his wife Betty, and Grand President Hal Cannon welcome conventioners at the Grand President's Reception on opening night of the Grand Chapter Congress.



Don Cool acknowledges his recognition as Undergraduate of the Year 1975 at the opening business session.

On Thursday, August 21, the Educational Seminars continued during the morning and afternoon hours. In the late afternoon the impressive and moving Ritualistic Initiation ceremonies were held for the Honorary Member at Large 1975, Burt F. Raynes who is Chairman Chief Executive of Rohr Industries Incorporated of Chula Vista, California.

A convention highlight, the 30th Grand Chapter Congress Banquet was held. Following the invocation by Cliff Brune, Undergraduate of the Year 1974, and the meal, the Honorary Member at Large was presented to the audience by Past Grand President Thomas M. Mocella. The address, a multi-media presentation by Burt F. Raynes, follows this article in this magazine.

At the conclusion of the address, Brother Raynes was presented with his certificate of membership by Grand President Harold L. Cannon and Executive Director Ben H. Wolfenberger. The banquet was closed with the "Rose of Deltasig" with Tony Fernandez of the Chicago Alumni Club leading the singing.

Friday morning was devoted to the election of national officers and resolutions. As an election was completed, it was announced from the dais. The new Grand President, William W. Tatum, Jr., was escorted to the dais by all Past Grand Presidents in attendance. Elected as Director of Alumni Activities was Michael R. Mallonee and he, too, was escorted to the dais. Others elected were Robert M. Drewniak, Eastern Regional Director; Harry J. McMahon, Sr., Mideastern Regional Director; George E. Ragland, Southeastern Regional Director; Steven R. Szekely, Central Regional Director; Frank E. Presfield, Southwestern Regional Director; and William E. Wilson, Intermountain Regional Director. Other Regional Directors and other members of the Board continued in their positions.

Past Grand President Thomas M. Mocella served as installing officer for the installation of the new 1975-77 Board of Directors. A call

for adjournment was heard and the 30th Grand Chapter Congress was closed by Grand President William W. Tatum, Jr.

At the Farewell Luncheon following the conclusion of the convention several awards and recognitions were given. Past Grand President Harold L. Cannon received a testimonial for his service as President for two years and was given a diamond fraternity badge as a memento of his service. Retiring members of the Board receiving testimonials of appreciation were Past Grand President Thomas M. Mocella, Past Director of the East Central Region Andrew T. Fogarty, and Past Director of the South Central Region Richard L. Schreiner.

In recognition of her ten years of loyal and devoted service to Delta Sigma Pi, as a member of The Central Office staff, Beverly J. Norris received an engraved silver Revere bowl from Executive Director Ben H. Wolfenberger. Ben H. Wolfenberger then presented attendance trophies for the most man-miles traveled to the convention to Epsilon Theta Chapter, C.S.U.-Chico and to the Phoenix-Thunderbird Alumni Club.

The drawing for the diamond badge was held with Leon J. Heidgen, Marquette, being the lucky ticket holder.

Past Grand President Thomas M. Mocella presented a United States Flag to The Central Office and paid tribute to the staff for their administration of the convention and their contributions to the fraternity on a regular basis from The Central Office in Oxford, Ohio.

Central Regional Director Steven R. Szekely then presented the prizes in the Life Membership Sweepstakes Contest.

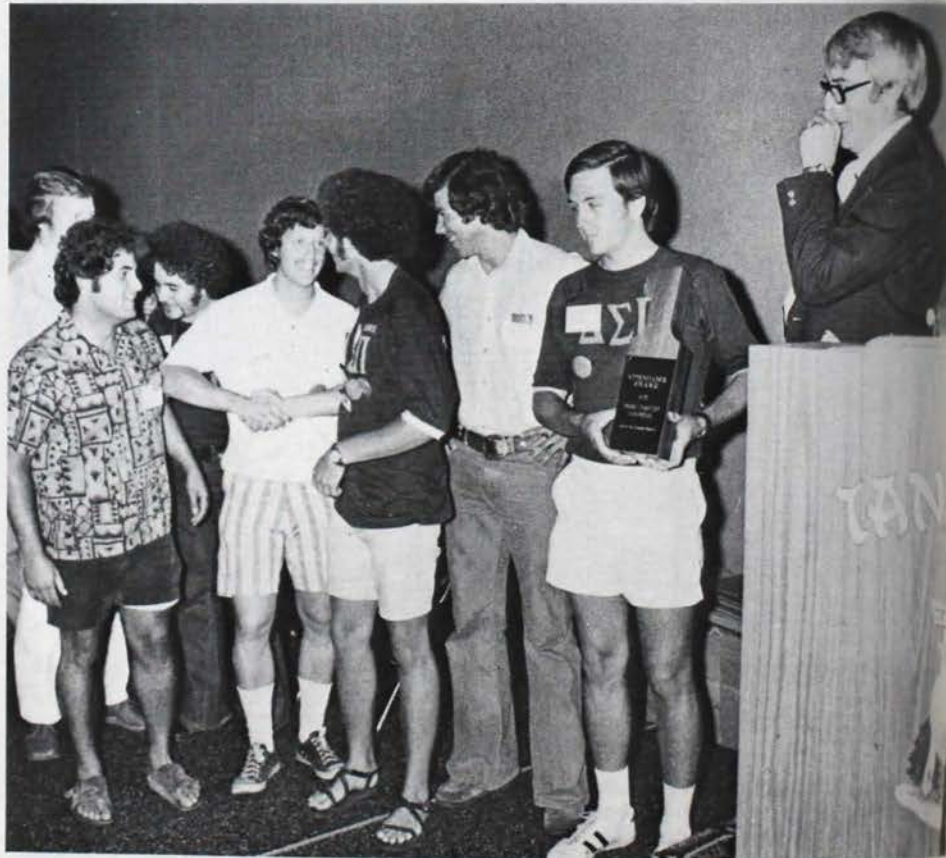
Grand President William W. Tatum, Jr., in closing the luncheon wished everyone a successful year, a safe trip home, and Godspeed.



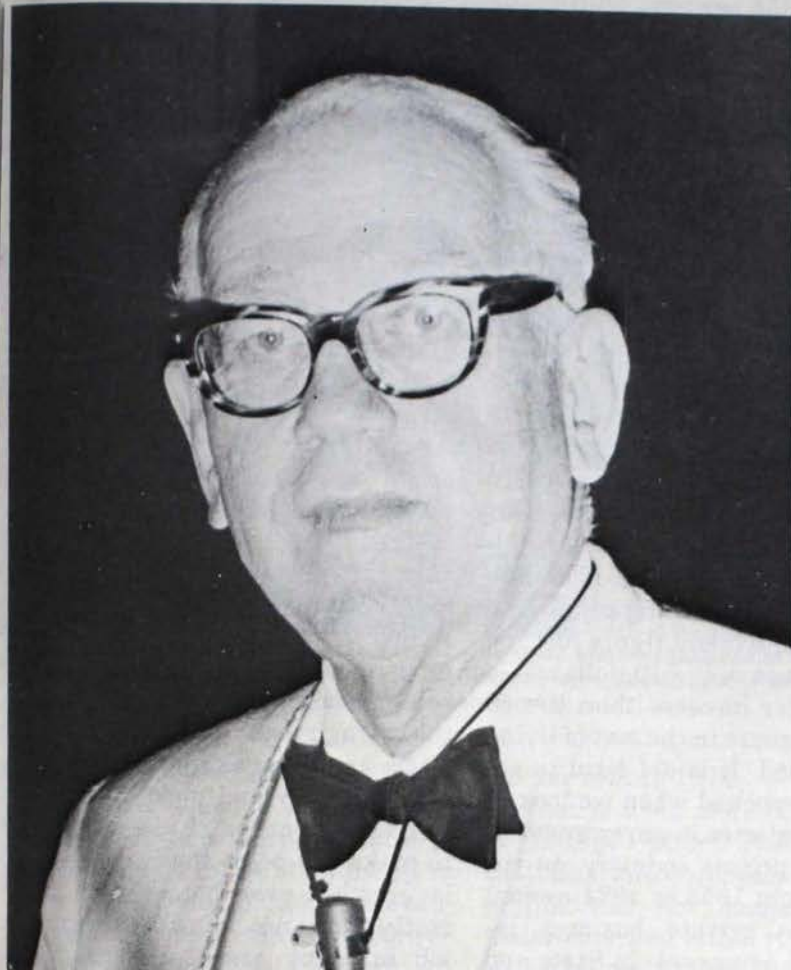
Winner of the Alumni Club Attendance Trophy was Phoenix-Thunderbird. President Bob Hamer receives the trophy from Executive Director Ben Wolfenberger.



Beverly Norris of The Central Office Staff admires the silver bowl presented her for ten years' service at the office.



The Attendance Trophy, awarded at the Farewell Luncheon, is awarded to Epsilon Theta Chapter, C.S.U.-Chico, by Executive Director Ben Wolfenberger.



Burt F. Raynes

THE FREE COMPETITIVE ENTERPRISE SYSTEM

An Address given by Burt F. Raynes, Chairman and Chief Executive, Rohr Industries, Inc., Chula Vista, California, as Honorary Member at Large 1975 of Delta Sigma Pi at the 30th Grand Chapter Congress Banquet, August 21, 1975.

For many years now we have been describing the way we do business in this country as a "Free Enterprise" System. There may have been a time when that phrase told the whole story, but today — with all sorts of people in and out of Government telling us how to run our affairs — our system is far from free. It is, however, still essentially a competitive system and there is no doubt that it takes a great deal of enterprise even to survive in business today. Which is why I like the phrase "Competitive Enterprise" to

describe the economic system that prevails in this country today.

This competitive enterprise system of ours has its faults and is under attack from several directions but there is plenty of evidence to support the belief that it is still — by all odds — the best system in operation in the world today. It still demonstrates daily that it is the best servant of mankind among all the available alternatives. There just cannot be too much wrong with our economic system when you look at the fact that the United States has only six per cent of the world's land mass and six per cent of its population — but has 50 per cent of its wealth.

In spite of industrial growth abroad, this country today remains the world's largest producer of goods. We have no monopoly on resources — this country's productiv-

ity is the result of a system that has through the years encouraged productivity because it is highly competitive . . . A Competitive Enterprise System. Monopolies — particularly government-sponsored monopolies — tend to discourage productivity by removing the incentive of competition.

Nationalization, of course, is the worst kind of monopoly. We have seen in other parts of the world what happens when government takes control of the production of goods or services. The United States wage-earner works an average of 1.8 hours to pay his monthly phone bill. The worker in London spends 4.2 hours on the job to pay his telephone bill, in Hamburg it takes 6.8 hours and in Paris 13.6 hours — if and when he can get a telephone in his house.

A comparison of freight charges per ton will tell the same story. The average in the United States for Class One carriers is 1.3 cents per ton mile. Japan is not too bad at 1.66 cents, but the nationalized systems in France and Germany produce ton-mile costs more than twice as high as ours and on the British Railway the ton-mile cost is two and a half times ours. The British Railways were showing a small profit when they were nationalized in 1947, but have operated at a deficit ever since. The German and French systems — also nationalized — consistently show large operating deficits. Most of the railway systems in developed nations are, in fact, subsidized by the taxpayers. France's nationalized system, for example, costs the French people more than 900 million dollars a year. In this country — despite all the problems our railroads have had in recent years — the Class One railroads still show a profit and pay taxes.

The productivity of our competitive enterprise system is apparent in many other areas. Between 1947 and 1972, the percentage increase in the number of cars in this country was twice as great as the percentage increase in the number of people. Many people today are worried about food prices and it is true that they have increased substantially. Looking at the facts, however, we can see that much of that increase results from the fact that people are eating better than they once did. In the last ten years the percentage growth in beef production has been almost four times greater than the growth in our population and the percentage increase in broiler chickens has been more than five times our population growth. Costs have gone up on virtually everything. The United States Department of Labor has accumulated statistics showing the change from 1967 to 1975 — an 8 year period. If we use 1967 as a base year at 100 per cent, we can see pretty clearly what has happened. A combination of all living costs items went from 66.9 per cent of the 1967 base to 159.3 per cent in 1975 — an

increase of 138 per cent. During the same period, however, average weekly earnings increased 252 per cent. We keep hearing that it is the increase in the cost of goods and services that has caused all of our financial problems. That just is not true. The fact that the cost of government — Federal, State, and Local, increased more than 400 per cent over almost the same period has been a major factor. The cost of government must eventually be paid for by taxes and a large part of this increased tax cost is passed on to the consumer in the form of increased prices for goods and services. Our current Federal budget of 323.6 billion dollars amounts to 1,516 dollars per American. Offsetting population gains, the equivalent figure just ten years ago was only 610 dollars — a much greater increase than the 69 per cent increase in the cost of living for the period. It is not hard to see how this happened when we look at growth in salaries in government as opposed to private industry. In the 19 years from 1955 to 1974 annual earnings in private business increased 136.5 per cent. In State and Local government the increase was 165.2 per cent and in the Federal government 182.9 per cent. In fact, a recent study by the Federal Government's General Accounting Office revealed that the Civil Service Commission has ignored differences in fringe benefits between government and private industry when establishing government salary levels. Under the prevailing 1962 law, government salaries are supposed to match comparable positions in the private sector. In 1974 alone the Federal government paid out \$11 billion in fringe benefits to its 2.7 million employees — often at a rate equaling 80 per cent of base salary. At the present rate of growth, according to GAO, the government will be paying \$24 billion a year in fringe benefits eight years hence. In short, Federal government salaries are not in line with the private sector as both the law and common sense dictate and there is little evidence that anyone is trying to do anything about this.

I have to submit that with all this increase in government costs there is little indication that government is doing a better job. This is not the place to debate the issues involved in the Vietnam war, but when you consider that we expended 150 billion dollars and 56,000 American lives there, then suddenly decided we had no business being there at all you have to conclude that some pretty bad governmental decisions were made. Also at the Federal level, our Environmental Protection Agency forced the auto industry to spend a quarter billion dollars on catalytic converters — and then discovered that the devices produced noxious pollutants to approximately the same degree as they were designed to remove. Another government, the City of New York, has been mismanaged to the point of virtual stagnation and bankruptcy. There are many more such examples of inefficiency and mismanagement in government, but I use these only to make the point that government is growing ever bigger and more costly and is not doing an acceptable job in many areas — particularly when compared with the business and industrial leadership in this country which in sharp contrast has produced the highest standard of living in the world today.

When you take a look at what people around the country are thinking, however, you realize they are not getting that message. A 1972 poll of 3,000 high school students showed that they gave more credit for improvement in living standards to labor unions than to either the government or the business system. In 1966 a research poll showed that 28 per cent of Americans believed that big business was a threat to our way of life. Five years later the number had grown to 46 per cent — and it is probably safe to conclude that it is as large or larger today. We must conclude that the public will no longer rise to the defense of business against extremist and protest groups. There is increasing evidence, in fact, of a public tendency to side automatically with those who attack our business system. In a



Honorary Member at Large Burt Raynes is honored after his address at the Grand Chapter Congress Banquet by Grand President Cannon, right, and Executive Director Ben Wolfenberger, left, along with the assembled membership.



Past Grand President Tom Mocella introduces the Honorary Member at Large at the Grand Chapter Congress Banquet.

1966 poll 40 per cent voted negatively when asked if business was doing a good job of keeping profits at a reasonable level. A similar poll in 1973 resulted in a 69 per cent negative vote — more than two thirds thought business was, in effect, letting profits become excessive. Today the public is certainly no better informed as to the prevailing level of profits or the role of profit in our competitive enterprise system. Opinion Research Corporation found in a recent survey that the public's estimate of the average manufacturing corporation's after tax profit was 33 per cent—*more than six times the actual amount*. The estimate for auto company profits was 39 per cent — more than twenty times the actual amount. For oil companies the public estimate of profits was 61 per cent—more than eight times actual profits for the industry. In view of such gross misinformation, it is not surprising that Opinion Research also found that for the first time in thirty years the public believes that the government should put a limit on corporate profits. This is the prevailing opinion despite the fact that profits have declined sharply over the past ten years — from 10.3 per cent of sales in 1965 to

3.5 per cent in 1974.

What is even more disturbing to me is that Opinion Research found that this misconception concerning profits was not confined to the under-educated—that it was shared to some degree by well-educated, high income people who tend to be influential in our society. These people, particularly, have no excuse for being so totally misinformed on the realities of profits and the need for them. It should not be necessary to convince them that profits are essential for the expansion and modernization of our productive capacity so that we may compete on an even basis with other industrialized nations and create the jobs that are essential to meet the needs of our population.

In view of this, it is not surprising that a recent Gallup Poll showed that 63 per cent of college students favored more stringent government controls on business and 55 per cent favored breaking up large corporations into smaller companies — neither of which can be justified on the basis of any realistic look at the facts. The public had no understanding of the role of profits in our system and polls have shown clearly that most people have a totally dis-

torted idea of the level of profits.

A Harris poll in 1966 showed that 55 per cent of our people had a high level of confidence in business leadership. By 1973 only 27 per cent expressed such confidence — a decline of 28 per cent in only seven years. I do not wish to be a prophet of gloom and doom, but a hard look at the facts precludes any other conclusion, but that the American competitive enterprise system is in serious jeopardy. In other parts of the world it has been largely displaced by bureaucratic government monopolies, if not by outright communism or socialism by nationalization of industry. I am not referring just to the Communist Bloc Nations or to the "Third World" countries. I am speaking of such nations as England, Denmark, Norway, Sweden, France — countries that not too many years ago were solidly individualistic and competitive in their business systems. We hear a great deal these days about the "Domino Theory" in Southeast Asia. I submit that we have a very obvious toppling of economic system dominoes in the world today and we are very close to being the last one standing.

THE BOARD:

1975-1977

The Board of Directors elected at the Grand Chapter Congress will be the governing body of the fraternity in the coming two year period until the Grand Chapter meets again in August, 1977. The Board of Directors elects the Executive Committee as the basic policy making body of the fraternity, and has delegated, by constitution, most of the responsibility of governing the fraternity to the Executive Committee. Serving on the Executive Committee for 1975-77 are William W. Tatum, Jr., Harold L. Cannon, Ben H. Wolfenberger, Michael J. Tillar, Michael R. Mallonee, Donald J. Cool, Robert M. Drewniak, Steven R. Szekely, and Frank M. Busch, Jr.

The Board of Directors includes the Grand President, Past Grand President, Executive Director, Assistant Executive Director, the two most recent Undergraduates of the Year, the Director of Alumni Activities, and the Directors of the twelve regions of the fraternity. In addition to those Board members serving on the Executive Committee, other members of the Board are: Clifford D. Brune, Harry J. McMahon, Sr., Charles W. Murphy, George E. Ragland, L. Melvin Kent, Walter D. Nelson, Frank E. Presfield, Jr., William E. Wilson, and Thomas R. Harnett. At the time your editor was preparing this article, there was no Director of the North Central Region.

William W. Tatum, Jr.

Leading the Board of Directors in the coming biennium is Grand President William W. Tatum, Jr., elected as Grand President at the 1975 Grand Chapter Congress after serving two terms from 1971 to 1975 as



William W. Tatum, Jr. Grand President

Director of Alumni Activities. He has served on the Executive Committee from 1973 to 1975. Bill's undergraduate chapter is Gamma Tau at Southern Mississippi where he graduated with a B.S. degree in Economics. In his chapter he served as Vice President for Professional Activities and Social Chairman and was also Vice President for Pledge Education. He was twice delegate of his chapter to the Grand Chapter Congress in 1957 and 1959 and has attended all but one national meeting since that time.

Following service with the U.S. Army as 1st Lieutenant he worked in California for the Blue Diamond Gypsum Division of Flintkote. He has been an officer of three construction firms building apartments and condominiums in the western states and owns Interstate Furniture Leasing Company of Sacramento which furnishes apartments and condominiums throughout the West.

Bill's home is in El Macero, California, which is near Sacramento.

Harold L. Cannon

After completing his term as

Grand President of the Fraternity from 1973-75, Hal continues on the Board as Past Grand President.

A native of Anthony, Kansas, Hal graduated from Hazelton, Kansas, High School and received the B.S. and M.S. degrees from Kansas State Teachers College at Emporia. He earned the Ph.D. from the University of Minnesota at Minneapolis. Prior to the completion of his undergraduate degree he spent four years in the U.S. Navy.

Brother Cannon was initiated into the fraternity as a charter member of Epsilon Theta Chapter at California State University at Chico. In 1965 he assumed his present position at the State University of New York at Albany and immediately began plans for the establishment of Zeta Psi Chapter there, serving the chapter for several years as faculty advisor. He was later appointed District Director in the Eastern Region, a position he held until 1969 when the Regions were realigned. At that time he was elected Eastern Regional Director, the position he held at the time of his election as Grand President.

FOUNDER
H. ALBERT TIENKEN
September 7, 1887—January 18, 1949

HENRY ALBERT TIENKEN

Henry Albert Tienken was born in Brooklyn, New York, September 7, 1887. He was the third of five children born to Caroline and John Henry Tienken. He attended New York University in the early 1900's, and graduated in 1909 with a degree of bachelor of commercial studies (S.C.S.).

He departed from the U.S.A. March 31, 1910, to work as an accountant for an American oil company with operations in the Chaco area of Argentina, and to the best recollections of his sons, he remained in Argentina until 1918. In 1918, "HAT", as he was called by friends, became a partner in a company "Weiss and Tienken", a lumber farm on the Northern part of the River Tornagaleones in Chile. In June of 1919, he returned for a six month visit to the U.S.A., his only and last trip to his homeland. It is believed that during that visit he was in contact with one of the other Founders of Delta Sigma Pi. The firm of "Weiss and Tienken" was sold in 1922, following the death of "HAT'S" good friend, Jimmy Weiss. In 1920 "HAT" married Emily Lilley Hazelton, daughter of a British Merchant Marine Captain. Out of this marriage were born four sons and a daughter:

Arthur Albert Tienken, Born in Valdivia, Chile

Walter Edward Tienken, Born in Salta, Argentina

William Henry Tienken, Born in Salta, Argentina, and a member of Delta Mu Chapter, University of the Americas.

Georgiana Tienken, Born in Cochabama, Bolivia, in 1932, died the same year.

George H. Tienken, Born in Pedro De Valdivia, Chile, and a member of Kappa Chapter, Georgia State University.

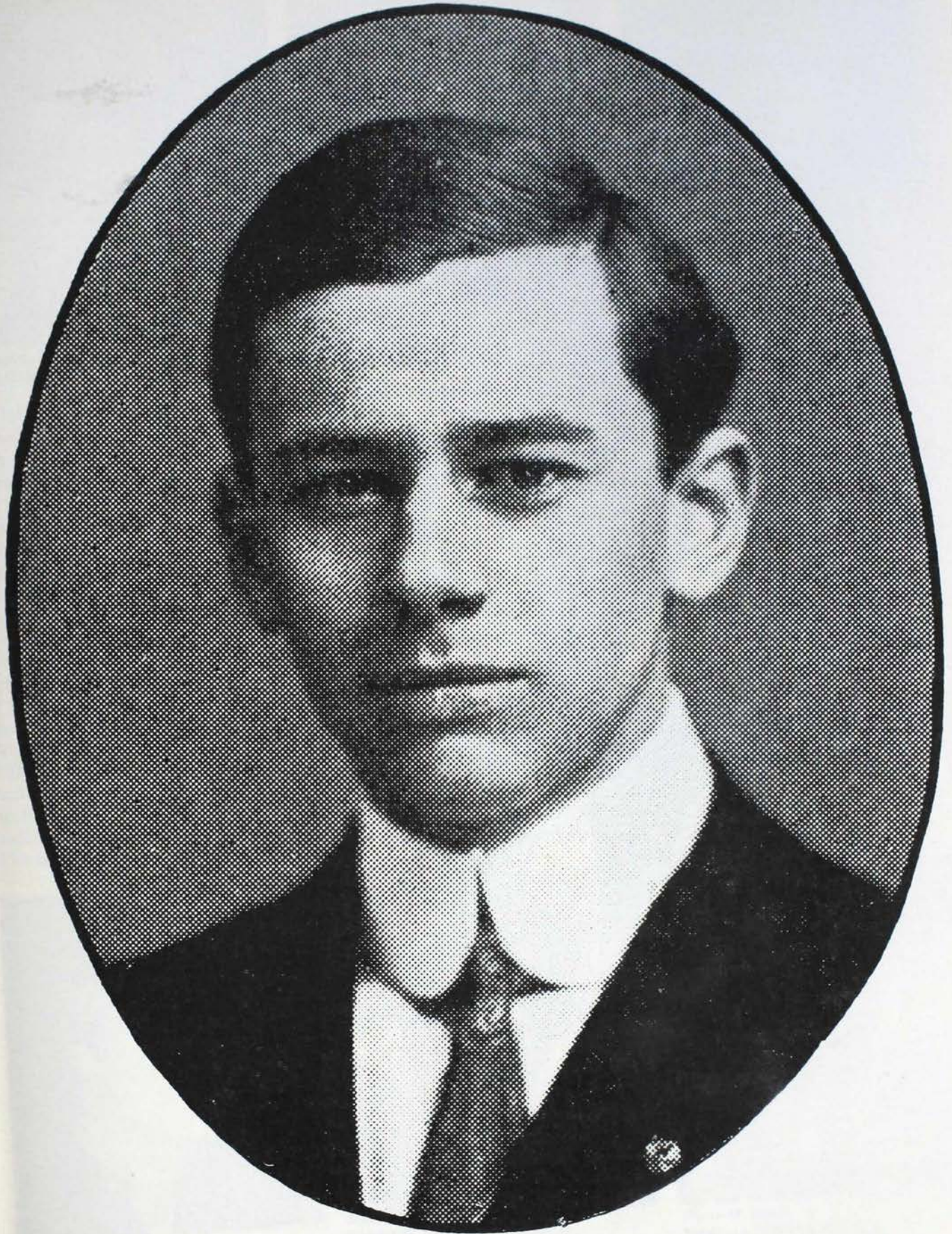
From 1922 to 1929, he worked again in the Chaco Province of Argentina in the oil industry. He resigned in 1929 to work for Kennedy and Carey Company, a railroad construction firm in Cochabama, Bolivia. In 1931 he accepted a position in the Chilean Nitrate Fields in Northern Chile, but due to a world slump in nitrates, he moved and accepted a position as Chief Accountant and Controller of the Huanchaca Tin Mines in Pulacayo, Bolivia, from 1932 to late 1940. In 1941 he did some mercury mining on his own in Cinti Valley, Potosi, Bolivia. The prospects of a good venture resulted in a substantial monetary loss to "HAT" and subsequently, he abandoned the project as too risky.

In 1942 he returned to a salary position as Office Manager for "De Zavalia and Cia". (EX-DUNCAN, FOX) in La Paz, Bolivia, who had received a loan and contract from the U. S. Government to dredge for tin; however, the ore supply was not as abundant as originally surveyed by the engineers, therefore, the company was liquidated. "HAT" became quite ill with a heart condition late in 1943 and early 1944. His wife, Emily, died and was buried in 1944, in Oruro, Bolivia.

In September, 1944, Henry Albert Tienken joined the Rubber Development Corporation (A U.S. Government Agency). He located in the Northeast part of Bolivia in Riberalta and he did a lot of traveling in the Beni, Pando, and Abuna regions of Bolivia and Brazil, coordinating the merchandise dispatching of rubber from the various ports of entry in Brazil. During his stay in the remote areas of Bolivia and Brazil he became ill with malaria, however, he recovered in a short time. While in these tropical areas, his eldest son, Arthur, was in Chile, his second son, Edward, was serving on the 7th Fleet in the Pacific, his third son was working for the U. S. Embassy in La Paz, Bolivia, and his youngest son, George, spent most of his time with "HAT" in the jungles.

In 1945 the Rubber Development Corporation transferred "HAT" to Cochabama, Bolivia, as head of the office. R.D.C. was liquidated and closed early in 1948. "HAT" was offered a return trip to the U.S.A., but his desire was to remain close to his sons and he remained in South America. In 1948 he was hired by the Bolivian International Mining Corporation in Playa Verde, Bolivia, as Comptroller, where he remained until his death. Henry Albert Tienken died and was buried in Oruro, Bolivia, January 18, 1949.

He enjoyed tremendous love, respect and admiration from all his sons. His philosophy was very basic. He did not believe in violence. He was a believer of talking things out. He led a simple life and enjoyed it very much. He enjoyed people. He loved reading, music, sports, and his cigars. He was a deep man with a rich inner life which never surfaced for others to see. Receiving many undeserved knocks from Fate, he remained confident and pleasant. To him the great gifts of life were trust in God, and physical, mental, and moral strength and health.







Harold L. Cannon
Past Grand President

Hal began his teaching career at Greeley County Community High School, Tribune, Kansas. He first joined the college ranks in 1955 as an instructor in accounting at Kansas State Teachers College in Emporia. He has subsequently held similar positions at California State University at Chico, and the University of Minnesota at Minneapolis. He is currently an Associate Professor and Coordinator of Accounting, School of Business, State University of New York at Albany. He is also chairman of the Faculty in the School of Business.

Hal is a member of the American Accounting Association, Delta Pi Epsilon, Pi Omega Pi and Xi Phi fraternities. He is listed in *Who's Who in the East*.

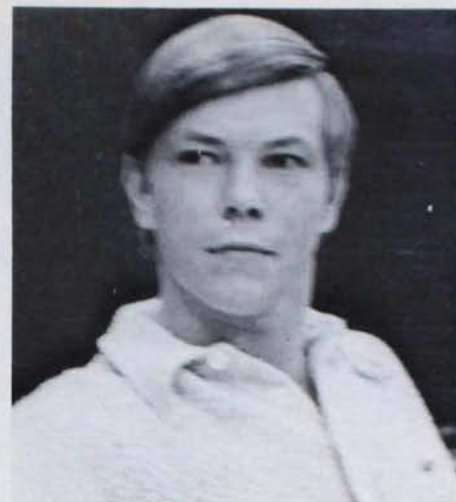


Ben H. Wolfenberger
Executive Director

Ben H. Wolfenberger

A native of Weatherford, Texas, Ben attended Weatherford public schools and Weatherford Junior College. He is a graduate of Texas Tech University with a degree in marketing. In 1965 he joined the staff in Oxford as a Chapter Consultant. In 1967 he was appointed Assistant Executive Director, a position he held until June, 1974, when he became Executive Director for the fraternity.

In his chapter which was Beta Upsilon at Texas Tech he served two terms as Secretary and served a brief appointment as District Director. Before joining The Central Office staff in Oxford, he was employed in Dallas in the gifts and decorative accessories field. Ben and his wife Betty reside in Oxford.



Michael J. Tillar
Assistant Executive Director

Michael J. Tillar

Mike served the fraternity as a Chapter Consultant from 1973 to 1974 when he was appointed Assistant Executive Director at The Central Office.

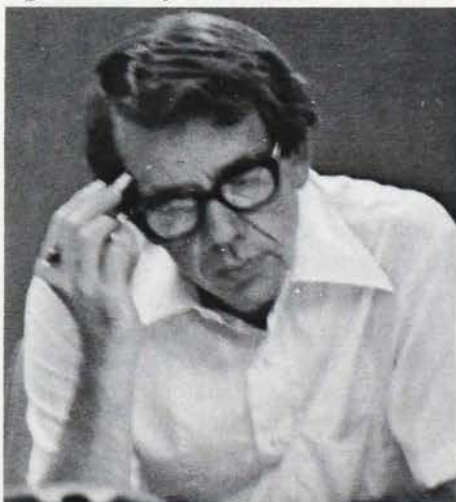
A native of Cincinnati, Ohio, Mike graduated from St. Xavier High School and went on to attend the University of Cincinnati where he was initiated by Alpha Theta Chapter and later became chapter president. While at the University of Cincinnati, Mike worked on a co-op program at Proctor and Gamble in the General Credit Department as a credit accountant. In his chapter he also served as Ritual Chairman and Publicity Chairman and was selected for membership by Sigma Iota Epsilon, the honorary for management majors. Mike is a member



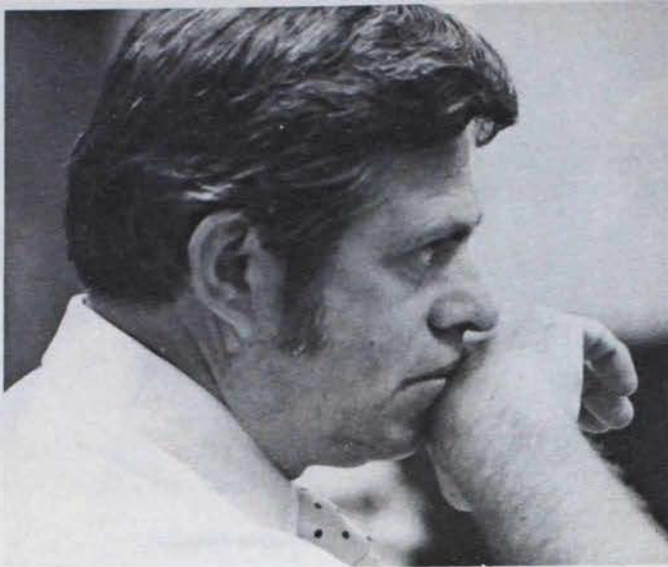
Michael R. Mallonee
Director of Alumni Activities



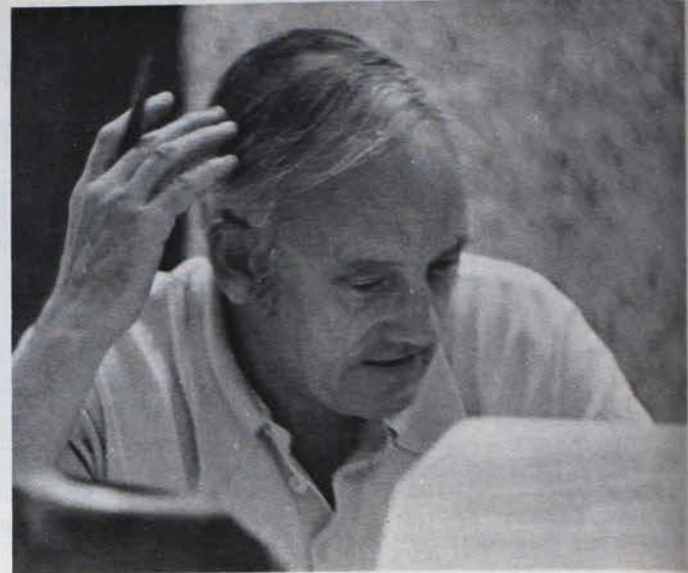
Robert M. Drewniak
Eastern Regional Director



Frank M. Busch, Jr.
Southern Regional Director



Steven R. Szekely
Central Regional Director



George E. Ragland
Southeastern Regional Director

of the Ohio National Guard and also makes his home in Oxford.

Michael R. Mallonee

Mike, whose residence is Oklahoma City, was initiated into Beta Epsilon Chapter at the University of Oklahoma in 1966. In the chapter he served as secretary and vice president for professional activities. He has held a number of offices in the Oklahoma City Alumni Club and has served as District Director in the Midwestern Region for five years. Mike has also served on three of the fraternity's national committees. At the 1975 Grand Chapter Congress he was elected as Director of Alumni Activities.

He holds a BBA degree in Finance and a JD degree in Law, both from the University of Oklahoma. He is presently General Counsel for the Oklahoma Securities Commission and is a member of the Governor's Tourism Coordinating Council. He serves on the Commodity Options and Precious Metals Committee and is a member of the North American Securities Administrators Association. He is a member of the Oklahoma Bar Association, American Bar Association, Volunteers in Corrections and the Administrative Board of the Mayfair Heights United Methodist Church in Oklahoma City.

Clifford D. Brune

Cliff continues on the Board until Summer, 1976, as Undergraduate of the Year 1974. In his chapter he served as committee chairman, secretary, and president. He was a member of Beta Alpha Psi, Omicron Delta Kappa, and the National Association of Accountants. At the University of South Carolina where he was a member of Beta Gamma Chapter, he served on the Faculty Advisory Commission and the Student Academic Responsibility Committee of the college of business.

He was an advisor to Junior Achievement and served as president of the Youth Ministry Group of the Lutheran Church of America. Each semester of his enrollment at the university he achieved the Dean's List and twice received the chapter scholarship award. Also active in intramural sports, he worked full time while a student to finance his education.

Now a resident of Charlotte, North Carolina, Cliff works as an accountant for Coopers & Lybrand.

Donald J. Cool

Don became a member of the Board upon his selection last July as Undergraduate of the Year 1975.

Please see the article on the Undergraduate of the Year to read more about Don Cool and the other candidates for this outstanding award.

Robert M. Drewniak

A native of Buffalo, New York, Bob received his B.S. degree from the State University of New York at Buffalo. It was at S.U.N.Y.B. that he was initiated into Alpha Kappa Chapter. In the chapter he served as social chairman, secretary, vice president for pledge education, and president. Following graduation, he joined the Buffalo Alumni Club and was twice elected president. From 1971 to 1973 he served as District Director for Western New York when he was appointed as Acting Regional Director for the Eastern Region.

While still an undergraduate, Bob joined Western Electric's Buffalo Plant and is a supervisor in one of the manufacturing departments. In the company he has previously held positions in the engineering, purchasing, and general services departments.

Bob and his family live in Williamsville, New York. He was elected to a full term at the 1975 convention as Eastern Regional Director.



Clifford D. Brune
Undergraduate of the Year 1974



Donald J. Cool
Undergraduate of the Year 1975

Harry M. McMahon, Sr.

At the August meeting Harry was elected to a full term as Mideastern Regional Director. He was initiated into the fraternity by Chi Chapter at Johns Hopkins University.

In his chapter he served as social chairman, senior vice president and president. He is also a member of the Baltimore Alumni Club. From 1966 to 1973 Harry served as a District Director in the Eastern and Mid-eastern Regions and has served two years as Regional Director.

Harry is currently a procurement analyst for the Air Force Systems Command at Andrews Air Force Base, Maryland.

Harry and his wife Norma live in Bowie, Maryland. They are a two

generation Deltasig family, with Harry, Jr., being an alumnus of Gamma Sigma Chapter at the University of Maryland.

Charles W. Murphy

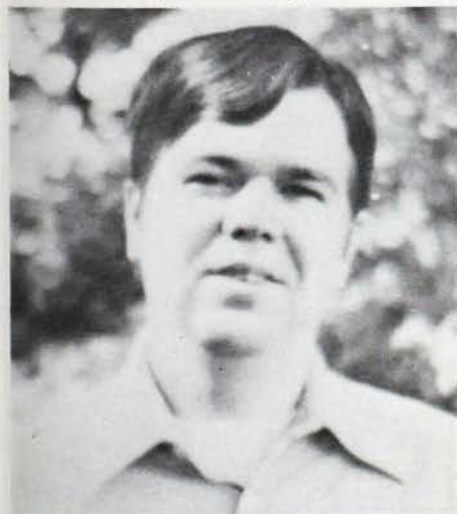
Charlie served on the Board from 1973 to 1975 after being named Undergraduate of the Year 1973 and returns to the Board as Acting Regional Director of the South Central Region.

As an undergraduate, he attended Virginia Commonwealth University in Richmond where he served Eta Omega Chapter as president. While in school he was a co-founder of the School of Business Administration newsletter and assisted in bringing to the school chapters of the Ameri-

can Society of Personnel Administrators, Phi Beta Kappa, Phi Kappa Phi and Omicron Delta Kappa. He served as special assistant to the university president and was a member of the Student Advisory Committee for the School of Business Administration. Named to the Dean's List three times, he was listed in Who's Who in American Colleges and Universities.

After graduation from V.C.U., he became Assistant Director Finance Center, College of Business Administration at the University of South Carolina where he pursued graduate work.

He is now employed by Merrill Lynch in Columbia and continues work on his MBA at the University



L. Melvin Kent
East Central Regional Director



Frank E. Presfield, Jr.
Southwestern Regional Director



Harry J. McMahon, Sr.
Mideastern Regional Director

of South Carolina. He and his wife Judy live in Irmo, South Carolina.

George E. Ragland

A native of Memphis, Tennessee, George attended Memphis State University, graduating Magna Cum Laude with a major in economics. As an undergraduate he was president of Gamma Zeta Chapter. After graduation he was president of the Memphis Alumni Club and served as a District Director in the Southern Region.

George has served on the Board as Southeastern Regional Director since 1968 and has been re-elected to a full term. After moving to St. Petersburg, Florida, in 1966, George served as District Director in the Southeastern Region before becoming Regional Director. He served on the Executive Committee of the Board from 1969 to 1975.

He is employed by Prentice Hall, Inc., of New Jersey and has worked as a Field Representative, Regional Recruiter, Field Supervisor and Senior Field Representative before being promoted to his present position of Manager of the Southern Division of Prentice Hall. In his present work he supervises the securing of college level manuscripts for publication and the marketing of a broad list of books covering all academic disciplines.

George and his wife, Mae, have five children and live in St. Petersburg.

L. Melvin Kent

Mel is a graduate of Indiana University-Northwest in Gary which was Mel's home. He graduated from there in 1974 with a degree in Personnel and Industrial Relations and went to work for Brunswick Corporation at the Willard, Ohio, branch. He is presently employed by Chromalloy-Shunk Blade Division in Bucyrus, Ohio, as Personnel Manager.

At Indiana University-Northwest Mel was a member of Theta Psi Chapter and served on committee work, as Public Relations Chairman, and as president. After gradu-

ation he served as District Director for the Northern Ohio District of the East Central Region. He joins the Board as Acting Director of the East Central Region.

He represented his chapter as delegate to the 1973 Grand Chapter Congress and participated in two Indiana District Meetings.

Mel served in the U.S. Marines for four years and in his community participates in the U.S. Jaycees. He has recently founded a chapter of Personnel Managers Association in his area. Mel and his wife, Beth, live in Bucyrus.

Steven R. Szekely

Steve was initiated into the fraternity by Beta Chapter at Northwestern University-Chicago. He received his BBA degree there earning all credits in the evening division. He has also done graduate work in business at Loyola University of Chicago.

As an undergraduate, he served his chapter as social chairman, historian, and CEI Chairman. As a member of the Chicago Alumni Club he has served as Director, Vice President for Membership and two terms as president. He is also a member of the Planning Executives Institute-Chicago Chapter where he is a membership chairman.

He served the U.S. Air Force as an instructor in radio mechanics as well as department head of his section. He is a certified member of the American Society of Traffic and Transportation, a member of Delta Nu Alpha Fraternity, the National Council on Physical Distribution, and the Chicago Traffic Club.

Steve is general manager and regional director of traffic management for ERG Distributors Company. He and his wife, Lee, have two children and reside in Palatine, Illinois. Steve also has a two generation Deltasig family. His son, Steve, is an undergraduate member of Epsilon Omega Chapter at Eastern Illinois University.

Steve was elected to a full term as Central Regional Director, having served as Regional Director in the

region since 1972. He became a member of the national Executive Committee in 1974.

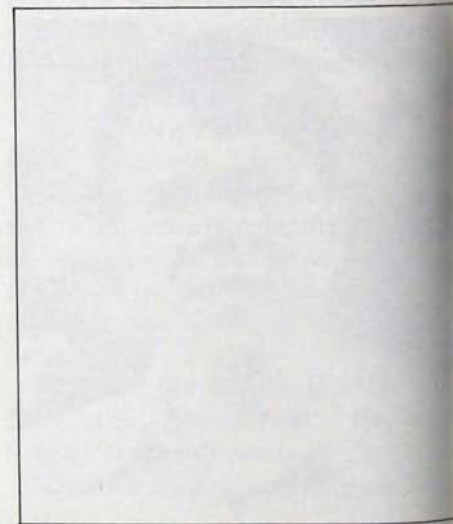
Frank M. Busch, Jr.

Frank was just elected to a full term as Southern Regional Director, having been elected to complete a term in 1973. He is currently associate professor of office administration and business education in the College of Administration and Business at Louisiana Tech University, a position he had held for more than nine years. He received his BBA degree from North Texas State University and his MBA and PhD. from Indiana University.

Initiated into the fraternity by Epsilon Mu Chapter at Sam Houston State University, he has had teaching experience at O'Fallon Technical High School in St. Louis, Missouri, Sam Houston State University, Indiana University, and at Louisiana Tech.

Frank has served Beta Psi Chapter at Louisiana Tech as Faculty Advisor for five years before becoming Regional Director. He is a charter member of the Shreveport Alumni Club and co-authored the fraternity's Faculty Advisor's Handbook. He is also a member of numerous learned and professional associations.

He makes his home in Ruston, Louisiana.



Charles W. Murphy
South Central Regional Director



Walter D. Nelson
Midwestern Regional Director

Walter D. Nelson

Walt was born in Perry, Oklahoma. He graduated from Wellington, Kansas, High School and then attended Wichita Drafting College. He later enrolled at Oklahoma City University where he received the BS degree and pursued the MBA degree. It was at OCU that he was initiated into Delta Sigma Pi by Delta Theta Chapter. In his chapter he served as historian and president. After graduation he served two years as District Director for Oklahoma before becoming Midwestern Regional Director.

Walt began his working career with Missouri Pacific Railroad in various capacities. He managed University Manor Apartments in Oklahoma City while in school and worked for Ephraim, Sureck and Miller, CPA's. He became Research Associate at the Oklahoma City University Business Research Center and was Associate Professor at the University teaching Marketing Research. He was business manager for University Family Medicine Clinic in Oklahoma City and is currently Marketing Manager for Frederickson-Ragan Marketing, Inc., in the city. He served on the fraternity's Executive Committee from 1973 to 1975.

He, his wife, Sandy, and their children live in Moore, Oklahoma.

Frank E. Presfield, Jr.

Frank was initiated into the fraternity by Beta Chi Chapter at the University of Tulsa in 1970. In the chapter he served as president for two years, and also as senior vice president and CEI Chairman. He served on the Grand President's Undergraduate Advisory Committee from 1971 to 1973 and has served as vice president of the Tulsa Alumni Club.

He is currently Vice President of Dura-Steel Structures, Inc., in charge of grain storage systems in Graham, Texas, where he now makes his home. He was formerly on the staff of Bank of Oklahoma in Tulsa.

Frank served as chapter delegate

to the 28th Grand Chapter Congress in 1971 and as alumni club delegate to the 29th Grand Chapter Congress in 1973. Prior to his election to a two year term as Southwestern Regional Director, he had served as District Director in the state.

William E. Wilson

Bill served as Intermountain Regional Director from 1969 to 1973 and returns to the Board in the same position. Initiated into the fraternity by Gamma Omega Chapter at Arizona State, he served the chapter as publicity chairman and president. Following graduation he joined the Phoenix-Thunderbird Alumni Club and served as vice president. He also joined the staff of Mountain Bell Telephone Company where he is currently employed as Financial Supervisor for Forecast and Development.

In 1963 he was appointed District Director for the fraternity for Arizona and served in that capacity until he was named Intermountain Regional Director in 1969. Bill has served on a number of national committees as member or chairman and served on the Executive Committee.

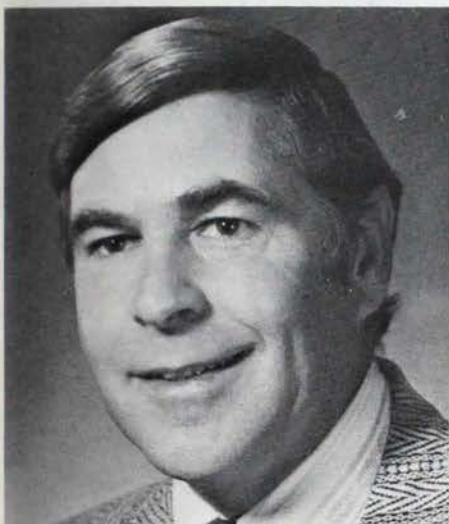
Bill, his wife, Jo Ann, and their two children live in Scottsdale, Arizona.

Thomas R. Harnett

Tom was initiated into the fraternity by Zeta Rho Chapter at Menlo College and served the chapter as secretary and president. In school he was also treasurer of the Associated Students of Menlo College.

Shortly after graduation he began his career with the San Francisco office of Arthur Andersen and Company where he is now employed. A CPA, he is a member of the American Institute of CPA's and the California State Society of CPA's.

Tom became Director of the Western Region in 1973 and continues on the Board in that position. Before becoming Regional Director, Tom had been serving as District Director for the fraternity in the Bay Area of California. Tom makes his home in Piedmont, California.



William E. Wilson
Intermountain Regional Director



Thomas R. Harnett
Western Regional Director



Don Cool
Undergraduate of the Year 1975

**DON
COOL
OUTSTANDING
UNDERGRADUATE 1975**

Donald J. Cool, Kappa Chapter, Georgia State University, was named national Undergraduate of the Year 1975 by the national selection committee from among the nine candidates participating in the competition.

Each chapter in the fraternity has the opportunity to nominate a member for this award. From all regional nominees, a regional finalist is selected by a screening committee within the region, and from these finalists a national winner is chosen by the national selection committee. The national committee is composed of the two most recent Undergraduates of the Year, the Executive Di-

rector, and the voting members of the Executive Committee of the Board of Directors.

Established in 1971, this award recognizes the outstanding member of the Junior or Senior class of Delta Sigma Pi as evidenced by scholarship, extracurricular activities, fraternity service, demonstration of responsibility to self and others, and the representation of his conduct according to the highest standards of ethics and integrity.

Don is all these things as are the other nominees. As you read about these men on the following pages, you will agree that the final selection was a most difficult one to

make. These men are the fraternity leaders of tomorrow and represent our best.

Donald J. Cool

At Georgia State, Don's initial interest was in athletics and he lettered three times in varsity basketball and once in varsity tennis. He then left school to serve four years in the U.S. Army. In a year in Vietnam he received the Distinguished Flying Cross twice and received the Vietnamese Cross of Gallantry, the Air Medal and the Army Commendation Medal. He was a helicopter pilot, training officer, and medical evacuation pilot. He continues in the U.S.

Army Reserve as Chief Warrant Officer.

Returning to Georgia State he was initiated by Kappa Chapter and served as Deltasig Correspondent, CEI Chairman, Vice President for Professional Activities, Senior Vice President, and President. He was also recognized as Outstanding Pledge during his associate membership period.

At Georgia State Don majored in Insurance receiving his BBA in June of 1975. At Georgia State he was a member of Omicron Delta Kappa, Gamma Iota Sigma Insurance Fraternity and Lion's Club International. He was named to Who's Who in American Colleges and Uni-

versities. His overall academic achievement was 3.0 on a 4.0 scale receiving 3.4 in major courses. During school Don was also fully employed.

Since graduation Don has been with Northwestern Mutual Life Insurance Company and is a licensed life and health, and property and casualty underwriter. He is presently a Field Life Underwriter and is studying for Certified Life Underwriter.

The Federal Aviation Administration has awarded him an Airline Transport Pilot Certificate, the Gold Seal Rating for Outstanding Performance as a Flight Instructor, Flight and Ground Instructor Cer-

tificates, and Multiengine and Glider Ratings.

Don exhibits outstanding qualities of leadership, high levels of recognition and achievement, outstanding character, a pleasant and extremely mature attitude, and outstanding and highly professional performance. In Don's own words "I will do my best to set a good example by the work I do, and maybe others will be inspired to greater effort by my example. The very minimum outcome of this attitude will be that I continue to improve myself."

Don, his wife, Sharon, and son, David, live in Decatur, Georgia. He is truly outstanding Undergraduate of the Year 1975.

* * *

* * * * *



Ed McKee
Eastern Region

Edward F. McKee

Enthusiastic commitment to the Ideals of the Fraternity, uncommon ability to lead and earn the respect of his peers, responsible conduct, effective communication, skills in careful organization, integrity, dependability, and diplomacy are characteristic of Ed. He is from Alpha Kappa Chapter at the State University of New York at Buffalo. He has pursued his education in the evening division of the university and it is in this division that Alpha Kappa Chapter is chartered.

Ed received his B.S.B.A. degree in 1975 and continues working as a financial analyst for American Optical Company, where he was employed while a student.

In the chapter he served as Deltasig Correspondent, CEI Chairman, Secretary, Senior Vice President, and President. During his presidency the chapter achieved 100,000 points and Honor Roll status in the Chapter Efficiency Index. The chapter presented him with the Past President's Award this last year.

Community involvement is important to this family man. He serves as an advisor to Junior Achievement, is a manager of Little League, participates in Parent Teacher Organization, and is a member of Planning Executives Institute.

Ed and his family—wife Barbara and three children—live in Getzville, New York.

* * * * *



Nick Frankart
Midwestern Region

Nicholas T. Frankart

His recommendations read: low key, very modest, a model business student, happy to be alive. He has the ability to win cooperation and the admiration of fellow students. He is a most industrious and erudite member of Delta Sigma Pi, the school and the community, never departing from the high principles characteristic of him.

As a student at Duquesne University in Pittsburgh which is his home,

Nick became a member of Theta Rho Chapter where he served as Treasurer and was active in recruiting and athletics.

At Duquesne he was active in Beta Alpha Phi, the university honorary, in Beta Gamma Sigma, the national Business honorary, and in the Student Accounting Association. While a student he worked for the CPA Firm of Epstein, Tabor and Schor and entered public accounting as a career upon graduation.

Joseph D. Smith

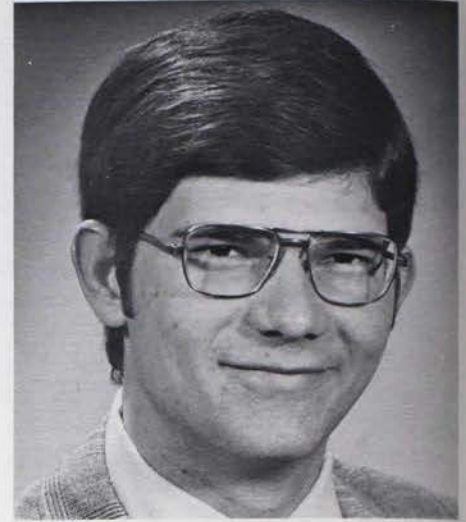
Joe has demonstrated exceptional ability in various leadership positions in academic, athletic, social service, and professional organizations on campus. "On campus" is at Miami University in Ohio, though Joe's hometown is Albany, New York.

At Miami he was initiated by Alpha Upsilon Chapter and served as Vice President for Pledge Education and President, during his three years of participation in the chapter.

At Miami University he entered as a "With Distinction" freshman and maintained a 3.17 average on a

4.0 system. He participated in the Jazz Band, the Department of Finance Faculty-Student Advisory Committee, participated in intramural athletics, served as Resident Assistant to a Residence Hall Advisor, organized and established the School of Business Finance Club, participated in Christian Fellowship, and served as reader for the Blind. His education was financed by his employment, loans, and two scholarships received at Miami.

He was married in September, 1975, and will pursue a career in finance or continue with graduate studies in finance.



Joe Smith
East Central Region



William D. Havird

A native of Edgefield, South Carolina, Billy attends the University of South Carolina in Columbia and plans to graduate in June, 1976, with a business degree in Finance.

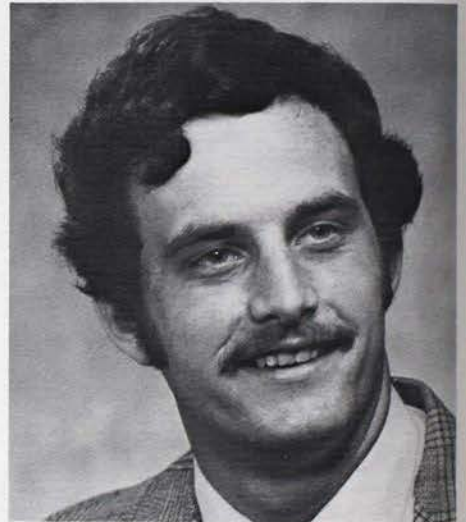
Since his initiation into Beta Gamma Chapter at South Carolina, he has maintained a perfect attendance record. While serving the chapter as Vice President for Pledge Education, he has worked part time to finance his education, has maintained a 3.24 average on a 4.0 system, and has coached the chapter football team.

In the College of Business he

serves on the Student-Faculty Advisory Commission and is a member of the National Accounting Association.

In 1974-75 his major achievement for the betterment of the chapter, the university, the community, and the state was a breakfast meeting with South Carolina Congressman Butler Derrick attended by over 150 South Carolina business and government leaders and receiving national and state press coverage.

His reliability, initiative, excellent common sense, and pleasant personality are valuable assets to his Fraternity and his community.



Billy Havird
South Central Region



Bradford R. Price

He is a licensed real estate broker and salesman and is a member of the LaCrosse Board of Realtors and the Wisconsin Realtors Association. He is an FAA licensed private pilot. He is a member of the LaCrosse Chamber of Commerce, was Vice President of Blue Key National Honor Fraternity, served as Chancellor and President of Delta Sigma Pi, was selected for Who's Who in American Colleges and Universities, was on the Dean's List for six consecutive semesters, earned a 3.45 on a 4.0 scale, and received an Executive Internship with the United

States Air Force at the Pentagon.

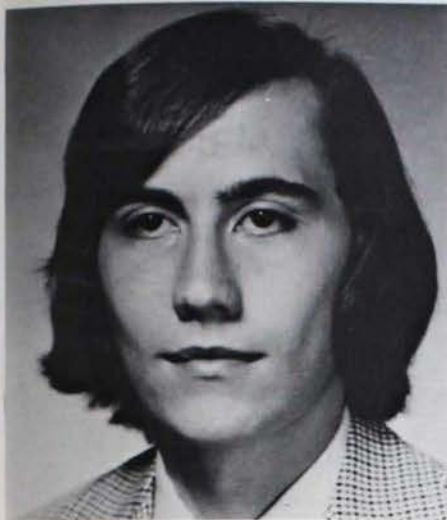
Brad attended University of Wisconsin-LaCrosse where he was a member of Eta Rho Chapter. His major in the School of Business was in Economics. He was a varsity basketball player, treasurer of College Republicans and plans to go on to graduate school to study business or law.

His hobbies include water sports, flying, snowmobiling, basketball, hunting, and reading.

He recognizes the importance of teamwork, is academically gifted, intellectually above the average and has a high regard for his fellow man.



Brad Price
Central Region



Glen Davison
Southern Region

Glen L. Davison

A native of Shreveport, Louisiana, Glen attended Northeast Louisiana University in Monroe completing his undergraduate work in Accounting in the College of Business Administration in two and one-half years with a 3.86 grade average. Just prior to graduation he passed all parts of the CPA exam on the first sitting at the age of 20.

At Northeast Louisiana, he was Chancellor of Eta Omicron Chapter of Delta Sigma Pi, Vice President of Omicron Delta Kappa, a member of Phi Eta Sigma, Beta Gamma Sigma,



Thomas W. Verdery

When Tom became president of Beta Upsilon Chapter at Texas Tech University last year the chapter had completed a mediocre 1973-74. In his year as president the chapter moved into the top 10 per cent of the fraternity nationally. His enthusiasm, personality, and leadership characteristics are evident not only in his work in the chapter, but in his other involvements as well.

From Fort Worth, Texas, Tom



James R. Dignan

Jim participated in Gamma Omicron Chapter at the University of San Francisco for three and a half years before graduation this last Spring. In his chapter he served as Secretary and President and worked with recruiting, membership development, fund raising and publicity.

At the university level Jim served as President of the Club's Council of the Associated Students of the University of San Francisco and served as President of the ASUSF itself. He was a speaker at the dedication of the new College of Business Administration building. He served on a number of university committees including Search Committees for Dean of the CBA and Coordinator for Affirmative Action, the Student Rights and Freedoms, the Executive Committee of the University Senate, first student member of the Executive Committee of the University

and Phi Kappa Phi. He also served his social fraternity as an officer and was on the Dean's List four times being listed in Who's Who in American Colleges and Universities.

After graduation he joined the CPA firm of Pete, Marwick, Mitchell and Company and also plans to pursue graduate work in law and taxation.

He exhibits dependability, a strong sense of responsibility, a strong motivation to succeed and recognizes that hard work is a requisite to success.

pursued a degree in marketing from Texas Tech and participated in the student chapter of the American Marketing Association, and the Business Administration Student Council, and was involved in a number of community charities and civic groups.

Since graduation Tom has joined the firm of Proctor and Gamble in Fort Worth as a marketing representative.

Budget Committee, the Core Curriculum Committee, and the Advisory Committee to the Office of Student Development.

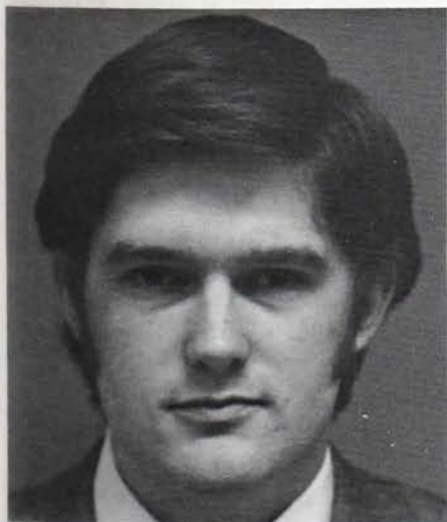
At USF he participated in the San Francisco Young Republicans, the National Accounting Association, the California Student Lobby Association. He served as a teaching assistant and did volunteer work with VITA and the Shriner's Hospital. He was named to Alpha Sigma Nu, the Jesuit Honorary and to Who's Who in American Colleges and Universities.

Jim exerts strong moral leadership. He is creative, industrious, responsible, objective, dignified, and thorough. Jim says "One's success is measured by his acceptance by his peers."

Since graduation he has been working for Haskins and Sells, CPA's and is studying for his CPA. Working in San Francisco, his home is Oakland.



Tom Verdery
Southwestern Region



Jim Dignan
Western Region

preparing for the future



James R. Corey



Michael G. Byrne

THE DELTA SIGMA PI EDUCATIONAL FOUNDATION is pleased to announce the matriculation this Fall of Brothers Michael G. Byrne, James R. Corey and Steven B. Wolitzer in advanced programs in business leading to a Masters Degree in Business Administration. They are each recipients of \$1,000.00 grants from the Foundation toward these programs.

Brother Byrne graduated this year with high honors from Auburn University where he majored in Finance. He was 12th in his class with a grade point average of 2.69 (out of 3.0). His academic honors included membership in Omicron Delta Epsilon (Economics), Phi Kappa Phi (Scholarship) and Omicron Delta Kappa (Leadership). He was recipient of the First National Bank of Auburn Scholarship Award, Alabama Bankers Association Award and the University of North Carolina Business Foundation Fellowship Award.

As a member of our Beta Lambda Chapter, he served as president of his pledge class and, after initiation, served as chapter president and vice president for pledge education. Active in the School of Business, he was a member of the Business Coun-

cil for three years, president of the Student Body for one year, and a member of the Finance Club.

Brother Byrne is attending the University of North Carolina working toward an M.B.A. degree with an emphasis in Finance. His career objective is to be involved in corporate financial planning.

Brother Corey graduated this year from Drake University where he majored in Finance and Accounting with a grade point average of 3.6 (out of 4.0). His academic honors included membership in Beta Alpha Psi (Accounting), Beta Gamma Sigma (Commerce and Business Administration Honorary) and Omicron Delta Epsilon (Economics). He served as treasurer of Phi Eta Sigma (Freshman Honorary), was a recipient of an Accounting Excellence Award and a Chapter Scholarship Award, and was named to both the Dean's and President's Lists.

In other areas, he participated in the University Intramural Sports program, served as a Resident Assistant, acted as Dormitory and Residence Hall Treasurer, and was a member of the Dean's Student Advisory Board. Also, this past year, he taught a laboratory section for freshman accounting students.

As a member of our Alpha Iota Chapter, he served as president, vice president and social chairman, and was honored this past year as the chapter's Undergraduate of the Year. He is now attending Ohio State University working toward an M.B.A. degree with an emphasis in Finance. His career goal is to be involved in financial management.

The purpose of these Graduate Study Awards is to encourage scholarship and to foster the study of advanced programs in business in colleges and universities. The committee selecting these two recipients was comprised of the Deans of Graduate Schools of Business at the University of North Dakota, Memphis State University and Bowling Green State University — Brothers Dale E. Clement, H. J. Markle and Karl E. Vogt, respectively.

The third recipient, Steven B. Wolitzer, had been previously announced with a complete resume and names of the selection committee members in the November, 1973, issue of *The DELTASIG*. His award had been deferred until this Fall upon the recommendation of the Harvard University Graduate School of Business Administration. They place considerable emphasis on job experience which enables one to develop greater sensitivity to work problems, thus enabling an M.B.A. candidate to relate classroom teaching to actual work situations. Since graduation in 1973, Brother Wolitzer, from our Alpha Chapter at New York University, has been associated with Arthur Andersen and Company.

Prior to these three Graduate Study Grants, the Foundation had awarded six similar grants since the 1969-70 academic year.

Scholarship Available

Children or Grandchildren
of Deltasigs Take Notice

Children or grandchildren of Deltasigs who participated in the Preliminary Scholastic Aptitude Test/National Merit Scholarship Qualifying Test (SAT/NMSQT) in Fall, 1975, and expect to graduate

from high school in 1977 are eligible for consideration in The Delta Sigma Pi Educational Foundation Scholarship Program. Review the application herein and, if eligible, complete and return as noted. This is the only opportunity for 1977 high school graduates.

DELTA SIGMA PI EDUCATIONAL FOUNDATION SCHOLARSHIP PROGRAM

For sons, daughters, grandsons or granddaughters of members of the International Fraternity of Delta Sigma Pi. To be completed and returned (postmarked) on or before January 31, 1976 to:

M. John Marko, President
Delta Sigma Pi Educational Foundation
1341 North Avenue
Elizabeth, New Jersey 07208

Please enter me in the DELTA PI EDUCATIONAL FOUNDATION SCHOLARSHIP PROGRAM FOR 1977.

I am the son grandson
 daughter granddaughter of a member of Delta Sigma Pi, and I expect to complete high school in 1977 and enter college in 1977. I took the Preliminary Scholastic Aptitude Test/National Merit Scholarship Qualifying Test (PSAT/NMSQT) in October 1975. I understand that my scores on this examination will be used to evaluate my candidacy in the Delta Sigma Pi Educational Foundation Scholarship Program.

PLEASE PRINT

(Name of Student) (Street Address) (City, State, Zip Code)

(Name of Present School) (Street Address) (City, State, Zip Code)

(Name of Parent or Grandparent Member of Delta Sigma Pi)

(Chapter Affiliation)

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

1. _____ 2. _____ 3. _____

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

(*Admission must be in one of 181 schools where Delta Sigma Pi has chartered a chapter. A list of such schools is available by contacting the International Fraternity of Delta Sigma Pi, 330 South Campus Avenue, Oxford, Ohio 45056).

I understand that: 1) the decisions of the National Merit Scholarship Corporation of Evanston, Illinois, will be final in the selection of scholarship winners and in the determination of student stipends, based on individual need, which accompany the scholarships; and that 2) winners of Delta Sigma Pi Educational Foundation Scholarship Program may accept up to a total of \$1,000 in other awards over the four scholarship years without affecting the stipend. Winners may accept additional scholarship awards beyond this amount with the understanding that if they do, their Delta Sigma Pi Educational Foundation Scholarship stipend will be reduced accordingly. However, no Delta Sigma Pi Educational Foundation award payment will be reduced to a point lower than the minimum stipend of \$500 per year. Students whose computed need is greater than the Delta Sigma Pi Educational Foundation Scholarship maximum of \$1,500 per year will be permitted to accept additional funds equal to the amount their need exceeds \$1,500. In all cases of other awards, the National Merit Scholarship Corporation should be notified.

(Signature of applicant)

(Signature of member—parent or grandparent)

EDUCATIONAL FOUNDATION HIGHLIGHTS

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

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

The management of the affairs of the corporation is vested in a Board of Directors elected at the biennial meeting of the Foundation's members. Board members are elected to 6-year terms with the terms staggered so that one-third of the total Board members complete their terms at the end of each biennium. At the membership meeting on August 20, 1975, held in conjunction with the Fraternity's 30th Grand Chapter Congress, the following were elected to Board membership for the term ending 1981 — Warren E. Armstrong (Gamma Iota-41), Max Barnett, Jr., (Gamma Mu-98), Robert G. Busse (Beta Omicron-25), Norman Cogliati (Beta Omicron-109), Alice Sehm Colwell, Robert J. Elder (Theta-485), Timothy D. Gover (Beta Phi-213), Waldo E. Hardell (Alpha Epsilon-28), Firman H. Hass (Psi-8), M. John Marko (Beta Rho-33), Keith N. Masuda (Theta Xi-23) and Charles I. Sutton (Gamma Omega-101). Also, Daniel J. Haughton (Alpha Sigma-92) was elected to complete a vacancy for the term ending 1979.

The officers of the corporation are elected for each biennium by the Board of Directors. At the Board meeting immediately following the membership meeting, the following were elected for the 1975-77 biennium; President and Executive Director — M. John Marko, Vice Presidents — Alice Sehm Colwell, Timothy D. Gover and Herbert W. Finney (Lambda-44), Secretary — Keith N. Masuda, and Treasurer — Robert J. Elder.

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

business research projects. At the August meeting, the Board of Directors adopted a program of projects for the 1975-77 biennium. Included in the program were 4-year scholarships of \$500.00-\$1500.00 per year to children or grandchildren of Deltasigs. The recipient is determined through competitive examinations administered by the National Merit Scholarship Corporation who also evaluate the results and recommend the recipient(s), as well as the amount of the scholarship dependent upon need. 1976 High School graduates' applications are presently under evaluation and an application for 1977 High School graduates is included elsewhere herein. Currently, two such scholars are in college with the assistance of the Foundation; one a Sophomore and the other a Junior.

Also, a \$1,000.00 Graduate Study Grant will be awarded in each year of this biennium

to a Deltasig graduating in June or the summer of 1976 and 1977. Applications for the 1976 class of graduates have been mailed directly to chapter secretaries. Additionally, a grant of up to \$2,000.00 has been given to the Fraternity for use in this biennium to print and distribute the Biennial Survey of Universities Offering an Organized Curriculum in Commerce and Business Administration.

The Foundation's Board of Directors and Officers sincerely urge all Brothers to support the work of the Foundation. All gifts, contributions, bequests, legacies, devises and transfers made to the Foundation are deductible for Federal estate and gift tax purposes. Contributions and other gifts may be made directly to The Delta Sigma Pi Educational Foundation: Robert J. Elder, 17602 Glenmore, Detroit, Michigan 48240.



Leon Heidgen, winner of a diamond fraternity badge, has his wife "pin" him at the Farewell Luncheon.



Past Grand President Hal Cannon receives a Testimonial and a diamond badge from Grand President Tatum at the Farewell Luncheon for his two years' service as Grand President.



Central Regional Director Steve Szekely presided over the Life Membership Sweepstakes Awards. Here Chapter Consultant Dan Dufala is presented with a harmonica.

bulletin board

*CENTERFOLD?????

On pages 15, 16, 17 and 18 you will find photos on Founder H. Albert Tienken along with a biographical sketch. Few have had the opportunity to know our Four Founders. This is the Editor's surprise for you this coming year. If sanity prevails, our other Founders will be featured in January, March, and May of 1976, perhaps being available in 1976-77 in a Portfolio Edition.

*ANNIVERSARIES

50th
Alpha Omicron, Ohio, December 5, 1925-1975

Alpha Pi, Indiana, December 19, 1925-1975

Alpha Rho, Colorado, February 21, 1926-1976

Alpha Sigma, Alabama, March 6, 1926-1976

25th
Gamma Tau, Southern Mississippi, December 9, 1950-1975

Gamma Upsilon, Babson, April 21, 1951-1976

Gamma Phi, Texas-El Paso, May 19, 1951-1976



Past Grand President Kenneth B. White and wife Claire were honored at the Grand Chapter Congress Banquet for having attended 21 consecutive Grand Chapter Congresses, more than anyone else in attendance.



The Central Office Staff—managing the convention.



Barbara Merrick of Dallas, and other gals, got acquainted at the Ladies' Reception.

NOTICE OF ADDRESS CHANGE

Please change my address as follows:

_____ street

_____ city

_____ state

_____ zip

Please attach address label here

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

DELTA SIGMA PI INVITES YOU TO BECOME A LIFE MEMBER

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

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

TO JOIN THIS SPECIAL GROUP—

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

Alumni - \$75.00

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

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

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

INVEST IN DELTA SIGMA PI
AND ASSURE YOUR LIFE PARTICIPATION

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

DELTA SIGMA PI APPLICATION FOR LIFE MEMBERSHIP

Name _____ Chapter _____
Address _____
City, State, and ZIP Code _____

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

- _____ Alumnus (\$75.00)
- _____ Undergraduate (20% Discount-\$60.00)
- _____ Undergraduate and CEI Discount (Total 30% Discount-\$52.50)

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