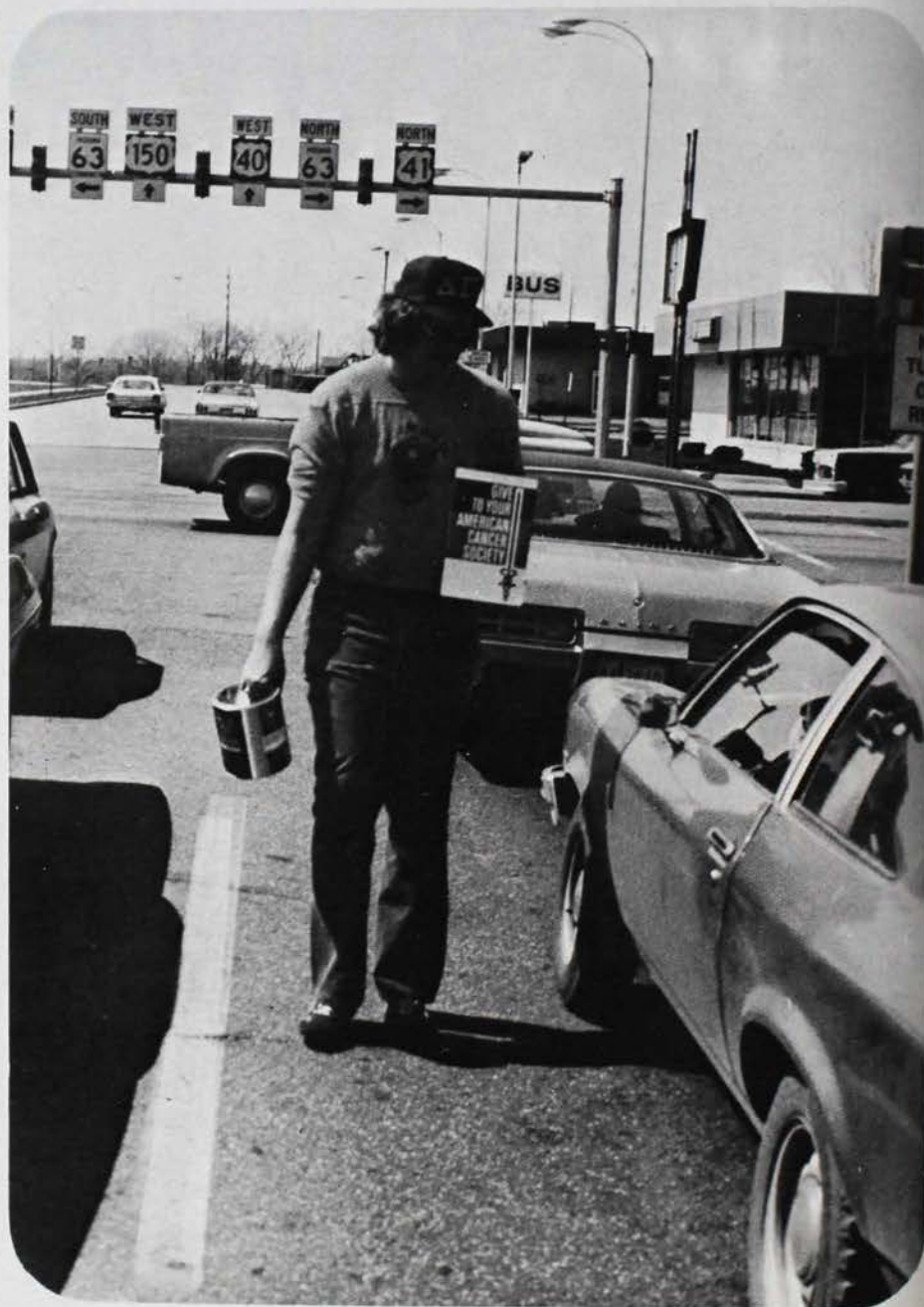


The **deltasig**

an educational journal january 1977



focus:



Members of Delta Tau Chapter at Indiana State in Terre Haute dodged cars, buses, and trucks at its Roadblock for Cancer, an all-out effort to collect for the American Cancer Society.

The **deltasig**®

January, 1977
Volume LXVI, No. 2
An Educational Journal

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ADVERTISERS OF 1976

Company	Number of Pages	Percentage of Total
1. Planning	20	14
2. Organization Development	20	14
3. Goals and Time Setting	10	7
4. Management Science of Practice	10	7
5. Self-Direction: Motivation and Control	10	7
6. Management, Evaluation and Control	10	7
7. Leadership: Motivation and Control	10	7
8. Management: Evaluation and Control	10	7
9. Management: Evaluation and Control	10	7
10. Management: Evaluation and Control	10	7
11. Management: Evaluation and Control	10	7
12. Management: Evaluation and Control	10	7
13. Management: Evaluation and Control	10	7
14. Management: Evaluation and Control	10	7
15. Management: Evaluation and Control	10	7
16. Management: Evaluation and Control	10	7
17. Management: Evaluation and Control	10	7
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19. Management: Evaluation and Control	10	7
20. Management: Evaluation and Control	10	7
TOTAL	140	100

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Grand Chapter Congress
August 14-18, 1977
The Sheraton Centre
Toronto, Ontario, Canada

Cover

An exhausted but happy Iota Kappa Chapter at Madison College in Harrisonburg, Virginia surveys the results of its clean-up drive during National Pitch In Week.

Editor

Ben H. Wolfenberger

Associate Editor

Michael J. Tillar



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Member of



College Fraternity Editors Association

commentary....



Our chapters are completing preparation for Spring Recruiting!! Your Grand President, The Central Office staff and your National Membership Committee launched an all out effort on "Seeking the Prospective Member" this past Fall. Your chapter officers and membership received some well planned information and a manual on recruiting.

Involvement by the entire membership and alumni of your chapter is the key to a successful recruiting program. Personal contact should be the utmost in your mind. How many times have we heard the old cliches, "I took care of that personally" or "If you want it done right, do it yourself"??

Delta Sigma Pi is a personal experience. We personally contact the prospective member. We personally go over the prospective member's qualifications. We personally select our future members, and we personally invite each prospective member to join our great organization!! Don't leave the personal contact out of recruiting. I don't know of anyone hired by a large or small corporation through the mail. Employment is done through personal recruiting and personal interviews. Personal contact in seeking new members will add a wealth of education to your business career and will certainly give you a great insight in your future for seeking your own employment.

I can speak from experience; the only reason I am a member of Delta Sigma Pi today is because a close friend who was a member of my chapter sought me out and completely sold me on Delta Sigma Pi.

You can, too!! Let us begin today. . . building the personal aspect within your chapter!

Fraternally,

A handwritten signature in cursive script that reads "Bill Tatum". The signature is written in dark ink on a light background.

William W. Tatum, Jr.
Grand President



Deltasig of the Year 1975 George Simkowski delivered the banquet address at the Central Regional Conference in Madison, Wisconsin, in October.

THE VERY BEST

By George Simkowski

THANK YOU BROTHERS AND LADIES. It's good to be here. Let me begin by giving a special greeting to Executive Director Ben H. Wolfenberger, Central Regional Director Steven R. Szekely, and Past Grand President Thomas M. Mocella. I'd like also to say hello to our Brother hosts from Psi Chapter, that beautiful mansion at 132 Breese Terrace that I grew to love as an undergraduate member of Delta Sigma Pi during my four years at Wisconsin.

I'd also like to recognize my roommate—Watson “Woody” Woodruff, who drove down here from Fond du Lac where he is president of his own very successful roofing business.

And, in case I've missed anyone who should be recognized, I will humbly apologize by saying that I've been handed a message from the KPR. It says simply “KISS” which when translated means, “Keep it short, Simkowski, we've been working all week and we're thirsty”. I agree, and it will be short. Hopefully, I'll leave you with a few thoughts for reflection.

I'll begin again by saying it's an honor and a great pleasure for me to be here as your guest speaker, as an alumnus of the University of Wisconsin, as a Life Member of Delta Sigma Pi and, most important to me personally, the honor of having been named Deltasig's Man of the Year. If

anyone in my 1949 pledge class had suggested that I might be a candidate for this award 27 years hence, I would have told them they were crazy. I didn't think I'd make it through my freshman year!

When Ben Wolfenberger called to tell me that I was selected for this super honor, my mind instantly drifted back to 132 Breese Terrace, right here in Madison. Oh, how I remember scrubbing the floors in the chapter room, painting walls, building the bar, going through initiation, playing football, being elected chapter president and, most important, graduating. It was almost an instant replay of those four years that I'll always remember.

My last statement was undoubtedly the single most important event of my lifetime—graduating. There was some doubt from time to time, playing football, waiting tables, working in a restaurant, studying, participating in fraternity and university activities, it all became a bit cramped. But there was a bunch of great Deltasigs who lived in that house on the Terrace, guys who worked together, lived together, had fun together, and helped out together when any one of us had a problem. Without them, I wouldn't be here.

Zeke Richards. I'll never forget him. He stayed on campus during a Thanksgiving Holiday to help me study for a test in statistics. I had to stay in town because Wisconsin was scheduled to play Minnesota that following Saturday. But Zeke gave of his own time to help me and, Ladies and Gentlemen, I made it. I passed with an A, and thanks to him and many others I graduated.

That's Brotherhood! That's Delta Sigma Pi!

That's why we're all here in Madison at this Regional Conference, to share in this Brotherhood and help each other progress through this world and this life with the best possible results we can achieve. If you would look deep into the ranks of Delta Sigma Pi you would find hundreds of men who in their sphere of activity are truly Deltasigs of the Year. This beloved fraternity of ours is rich in successful alumni. I wish someone would do a Who's Who of all fraternity graduates. I'm convinced Deltasig would come out as the number one resource for management talent.

Why do you suppose that happens? Well, I'd really like to get immersed in an old fashioned motivational pitch that is tempting me. My first love in business is selling, and if I get going on a sales pitch we could be here through the next Regional Conference. But, to answer my own question as to why Deltasigs graduate and go out into the world and take on the trials and

tribulations of business and succeed and accomplish great things and manage profitable businesses—why?

I'll tell you why. It's rather simple. Sit back and take this in. I'm going to brag on us a bit. Here goes. Let's review *the purpose* of our existence.

Delta Sigma Pi is a Professional Fraternity organized 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 a closer affiliation between the commercial world and the students of Commerce; and to further a higher standard of commercial ethics and culture and the civic and commercial welfare of the community.

The very best! You're lucky to be here tonight, 'cause you are among the best. You're smart! You chose to be here! You're men of commerce and you feed each other the ideas and stimulation that is so basic to our success. We need each other to urge each other on and on. And, when one succeeds. . . all succeed. Let me read an item from Boardroom: "If you succeed often enough, people will forget your failures. If fear of failures makes you timid, you will probably log fewer successes. Example: Ty Cobb stole 96 bases in 1911. He tried to steal 134 times, so his success ratio was only 70 per cent. Max Carey had a success ratio of 96 per cent (51 stolen bases out of 53 tries in 1922). Almost everyone knows about Ty Cobb. But few remember Max Carey, who was more expert at stealing bases, but didn't try as often." Success feeds on success. It will enable you to join the ranks of the over-achievers.

Over-achievers. Who are they?

Well, they are the reverse of the under-achievers. Here's an example: Anyone capable of college work can get a 'C' in a course. It doesn't take much effort. It's really the path of least resistance. Do enough to get by. Pass—that's all—pass. Why wor-

ry? Why suffer?

Now, let me set the record straight. I *worked* to get a C in several courses. But, I was over-achieving to get the C. People who over-achieve scorn the path of least resistance. Over-achievers must by their very nature achieve more than other people who may appear to be as knowledgeable or bright. I can't tolerate the presence of a person who has great talent, brains and energy, and who achieves less than he should or achieves less than he is capable of achieving. Nine times out of 10 he will survive because he is adequate. But, he isn't going any place. He's standing still as if he were stuck in the mud.

You might ask, is George Simkowski an over-achiever? I think I am—after all, I'm a Deltasig, Right? Right! Why do I believe I am? Perhaps it's my football training or my tour as a Marine Corps Officer, or perhaps it is my desire not to disappoint Zeke Richards. I'm not sure. It's probably one or more of a lot of things. But, my perceived limitations are always my starting point. I won't accept any problem as insurmountable. I just go like hell to overcome them, through sheer determination, effort, and work.

I guess I can be best described as a corporate bull—a stubborn, vigorous animal with his neck out 10 miles, thinking, scheming, dreaming, reaming, and achieving. I love it! For me, it's the only way to fly. It's spending a few hours in the office this morning, attending the pre-game warm-up of the Wisconsin-Northwestern game at noon, watching my two sons play football at 2:00 this afternoon, rushing to O'Hare and flying to Madison at 4:30, where my old "Roomy" picked me up at 5:00, and here I am.

I guess this is a brief example of getting things done. I planned the day, and I've been working my plan all day long. Let me leave you with a few thoughts. Most of the people in this room are undergraduates. Soon, you'll be out in the cold world, look-

ing for a job, a good job, a career path as they say in the personnel department. You've heard that things are tough, that jobs are scarce. The opposite is true. People are scarce. Good people who like to work and over-achieve are very scarce. There will always be a good job waiting for a guy or gal who really wants to step in and take charge.

There's an old military verse that applies to anyone who desires success in his or her career. It goes like this: "Some men lead; some men follow; if neither is your way of life, then get the hell out of the way". I will conclude by borrowing a few pertinent thoughts from Peter H. Engel's book "The Over-achievers". He presents nine traits of an over-achiever. At the end, I will throw in one of my own to make it 10. It just seems proper to have 10 rules instead of nine:

1. The first is simply hunger and desire. If you're not hungry and lack desire, then get out of the way.
2. The second attribute is intelligence, an elusive quality in itself. For one thing, it is difficult to measure. I.Q. tests are no sure guide. Intelligence is able to cover almost every other weakness, except of course the lack of hunger.
3. The third attribute is energy, the purely physical force necessary to carry out the desires created by that key requirement, hunger. Good health is, generally speaking, part of this requirement of energy. A man who is unhealthy is not likely to have the energy needed for real achievement. I run 1½ miles in 12 minutes every day.
4. The fourth attribute is tact. The greatest problem any over-achiever faces is that in motivating men and organizations he is likely to cause disruption. The less tactful and the more abrasive and disruptive he is personally, the less likely he is to achieve his

ends. It is often hard to persuade a group of men inculcated with one procedure that another is better. It may be impossible, especially if one is also personally disliked. Change is not always easy nor is it always gratefully accepted. Taking this into account, the wise businessman takes great care always to tread softly, and with tact.

5. The fifth characteristic is persuasiveness or salesmanship. It is a quality born out of hunger by intelligence. The persuasive man is driven by his hunger to convince others and by virtue of his intelligence is usually able to put his drive into words. While it is not a universal truth, it is a pretty good rule of thumb that intelligence is closely related to the mastery of language.
6. The sixth essential is humor. There is a danger among men of great hunger that they may drive each other or themselves crazy. Humor is as necessary in the hungry man as is lubrication in a racing engine.
7. The seventh attribute is courage. The over-achiever's life is full of risk. The over-achiever requires the courage to shed his old skin and risk the new tender skin underneath in an unknown world.
8. The eighth quality is optimism. Men have only a limited amount of courage available and it is quickly dissipated if every possible danger of the unknown is not only fully explored and considered, but also fully felt. Optimism of the type I mean here is that state of mind which allows a man to judge a situation realistically, but then to believe that things will turn out well.
9. The ninth requirement is creativity. A first class man of hunger, intelligence, energy,

tact, persuasiveness, humor, courage, and of optimism can surely recognize a good productive idea when he sees one.

10. Now for my 10th commandment, find fun in everything you do. Your attitude is so important in everything you do. Crack a smile. Be pleasant, Don't burn bridges. Be nice to people on the way up because you may find them helpful on the way down. It doesn't cost a nickel to be nice to people. But it costs a fortune to buy back a friendship once lost.

Last night my wife and I went to dinner and saw a great show—Billy Davis, Jr., and his wife Marilyn McCoo, formerly with the 5th Dimension. They had a song in their act that I'd never heard before, but it had several great lines that sum up everything I've tried to convey tonight. The name of the song is "See Saw":

"What goes up must come down";
"If you try to start at the top you have a long drop to the bottom";
"If you start at the bottom and reach the top, then you know where you came from".

The song concludes with

"It's not where you start that matters, it's where you finish".

How about that! I like that!

Ladies and Gentlemen, Psi 500 is about to sign off. I enjoyed being with you tonight and I appreciate your responsiveness.

Brothers Ben, Steve, Tom, thank you for inviting me. I'm proud to be a Brother of Delta Sigma Pi. Thank you.

George Simkowski is Deltasig of the Year 1975 and is Vice President-Marketing, Admiral Group, Rockwell International. This address was presented to the Central Regional Conference in Madison, Wisconsin in October, 1976.

MANAGEMENT BY OBJECTIVES:

Does It Really Work?

Heinz Wehrich

HEINZ WEHRICH is assistant professor of management, College of Business Administration, Arizona State University. He formerly taught at the University of California, Los Angeles, and is active in management development with industry. He also has had extensive business and consulting experience with major business firms in the United States and Europe.

He received his Ph.D., M.B.A., and B.S. degrees from the University of California, Los Angeles, and is a member of several academic, honorary and business fraternities.

Management by Objectives (MBO) is one of the most successful systems of management. Many authors comment on the advantages of MBO, a few point to its problems, but little evidence has been collected in a scientific fashion. This article is intended to contribute to the scientific study of MBO. The data were gathered in a large financial institution, but the findings are also valuable to managers in other organizations. The purpose of this article is not only to discuss the benefits and problems of MBO, but to make recommendations to realize its advantages and overcome its weaknesses.

WHAT IS MBO?

Although there are several definitions of MBO, the following are its key elements: First, MBO is a dynamic process. This means that

not only are there systematically arranged steps directed toward an end, but that some of the elements change continuously. The most dynamic aspects are people; people are not only involved in MBO, they are its focal point.

Second, the superior and the subordinate jointly identify goals. This implies that goals of the superior and subordinate are shared. It also implies participation of the subordinates in the decision-making process. This is in contrast to the autocratic approach in which the superior claims or exercises absolute authority.

The third key element of MBO pertains to the definition of responsibilities in terms of end results. This is different from the traditional job description emphasizing activities. For example, it is possible to be fully committed to work activities that make no recognizable contribution to the achievement of goals.

Fourth, the definition of end results facilitates measurement of performance against these standards. Measurement, a part of the managerial control process, assesses progress toward the desired end. Therefore, the contributions of organizational units as well as the contributions of managers can be evaluated. The underlying philosophy is not to find fault, but rather to identify deviations from standards and to undertake corrective actions. The emphasis is on self-control and

self-direction.

In addition to these key elements, MBO permits other managerial subsystems to be integrated with it. These subsystems include strategic and tactical planning, manpower planning and development, compensation for performance, budgeting, and other aspects of the managerial process. Whatever the system, the three basic characteristics of MBO integration generally include:

1. Setting of objectives in a systematic manner.
2. Directing activities toward the achievement of these objectives.
3. Measuring individual and organizational performance against these objectives.

MBO should be an integral part of the managerial job, not an additional burden for the manager. MBO should assist the manager. Earlier MBO programs focused primarily on appraisal; more sophisticated and successful MBO systems now include many managerial activities, particularly those related to planning.

One reason for the wide acceptance of MBO is that it produces results. Many managers consider MBO just an application of good management—and they are right. What, then is really new? The difference between traditional management and MBO is the rigor with

TABLE 1
ADVANTAGES OF MBO

Category	Number of Respondents	Percentage of Total
1. Planning	22	7.9
2. Organization Objectives	15	5.4
3. Goals and Goal-Setting	104	37.4
4. Direction-Giving, Setting of Priorities and Decision Making	10	3.6
5. Measurement, Evaluation and Control	11	4.0
6. Incentive, Motivation and Compensation	64	23.0
7. Advantages for the Company	12	4.3
8. Miscellaneous Advantages	25	9.0
9. No Advantage or No Response	15	5.4
TOTAL	278	100.0

which the managerial process is carried out, the professional approach required, and the philosophical foundation with its emphasis on self-control.

RESEARCH STUDY

Most of the discussions about the advantages and disadvantages of MBO programs are subjective evaluations based on impressions rather than an objective collection and analysis of data. To overcome this limitation, an extensive research study was conducted, the findings of which are discussed below.

A large financial institution was selected for this study. Of the 650 questionnaires sent to all participants, 329 were returned, unsigned, to the Research Center at the University of California. This procedure ensured anonymity and resulted in very frank comments about the advantages and problems of using MBO. Of the 329 questionnaires, 278 were used in the analysis. Substantially incomplete questionnaires and those from respondents without subordinates were excluded.

MBO BENEFITS

Respondents were asked about the single most important advantage of MBO. The answers were grouped into nine categories with the ninth category reserved for respondents who did not answer this question or who answered that MBO provides no advantages. Table 1 summarizes the responses.

The process of categorizing was not always precise because some responses were vague and could be interpreted in various ways. Nevertheless, there is an interesting pattern in the listed advantages. By viewing several categories together, it becomes evident that many responses pertain to aspects of planning.

Planning. The responses in group 1 (planning in general), group 2 (organization objectives), group 3 (goals and goal-setting), and most responses in group 4 (direction giving, setting priorities, and decision making) are all integral parts of planning. If the responses of groups 1 to 4 are combined, over half of the advantages mentioned pertain to planning.

The findings are not surprising. Practicing managers are quite

aware of the value of MBO with respect to planning in general, the importance of goals that give direction and the goal-setting process itself. Therefore, the findings in this study are generally consistent with those frequently mentioned by managers in different organizational settings.

Control. At first glance it is surprising that so few responses (N=11) are in the fifth category which refers to measurement, evaluation and control. There could be several explanations. It should be noted that planning and controlling are closely related. Therefore, some responses in the planning category could have been included in group 5. For example, it could be argued that setting of objectives is also a part of controlling and many of the advantages grouped in the goal categories (groups 2 and 3) should be considered not only as a part of planning, but also as an aspect of controlling. Another reason relatively few responses are in group 5 might be that planning connotes more initiative, whereas controlling is often seen as restrictive; this also could be the reason planning was mentioned more often as an advantage than was controlling.

Incentive, Compensation and Motivation. The group 6 responses are conceptually quite different from those mentioned before. They refer to the incentive and motivational aspects of MBO as well as the compensation features of the program. Here the emphasis is "What is in it for me?" This category covers a relatively large number of responses (N = 64). Many participants mentioned motivation. To a great extent, this is a result of the compensation aspects because MBO was linked to an incentive plan for most respondents. However, it should be noted that an incentive program can also cause many problems. Some of the difficulties will be discussed in the next section.

Advantages for the Company. Relatively few respondents list company advantages (group 7). This could be attributed to interpretation

of the question asking about the single most important advantage of MBO. Most respondents apparently felt the question referred to their job as managers. However, many responses included in this category pertain to the growth and efficient operation of the organization and the importance of directing attention to profit. This, of course, is what MBO does; it focuses on results.

The miscellaneous advantages (group 8) include a great variety of responses. But several respondents indicated that MBO is a good tool for management. It aids management and team development as well as elicits commitment to high performance. MBO also helps identify the problem areas and leads to corrective actions. Many comments in this category simply point out different ways in which MBO helps the individual to carry out his managerial tasks.

PROBLEMS WITH MBO

Despite its popularity, MBO is not without its difficulties. To identify them, respondents were asked: "What do you consider the biggest problem with MBO?" When an attempt was undertaken to group the problems, it became evident that a detailed categorization would be imprecise, again because similar concerns were expressed in different ways. For example, one person felt that MBO was unfair; another that goals were not reasonable, a third pointed out the difficulties in measuring performance. All these respondents may have been expressing the same problem.

The most frequently mentioned problems, however, fall into three categories: (1) administration of the program, (2) various aspects of goals and goal-setting and (3) incentive and compensation aspects of the program.

Administration of the Program. It is notable that about one-third of all the problems listed pertain to the administration and complex nature of the program; the lack of understanding; the changes made in the program, and the paper work in-

involved. Managers have to get things done and they resist a new program when it is too time-consuming, complicated and poorly explained. The wise MBO administrator would probably keep the program simple, especially during its initiation.

Goals and Goal-Setting. It certainly is not easy to set verifiable objectives, to set the right objectives, to set them at the appropriate level (neither too low nor too high), to integrate the goals of organizational units, and to communicate goals throughout the organization. This is a complex process. That it can be rewarding is illustrated in the previous discussion where it is shown that goals and goal-setting were also considered a primary advantage of MBO.

Setting goals is a challenging and often difficult task, but it is a keystone in the MBO process. It may well be one of the most important factors determining the success or failure of MBO.

Incentive and Compensation. It appears reasonable to relate incentive and compensation to performance. This research, however, indicates that tying compensation directly to an MBO program may cause difficulties. To be sure, many respondents cited the compensation aspect as an advantage, but it is also evident that many consider it a problem. The need for relevant, verifiable and reasonable standards, which are largely within the control of the MBO participants, is evident. Yet, the remarks made by several respondents indicated they had little or no control over several factors that influenced their performance and, consequently, their compensation. For example, some respondents felt there were windfall gains and losses; or that they had little control over expenses; or that corporate decisions could adversely affect individual efforts; or that rewards were not fair to individual achievers. As a result, a relatively large number of the respondents indicated some dissatisfaction with the incentive and compensation aspects of the MBO

program.

CONCLUSIONS AND RECOMMENDATIONS

The practitioner, of course, is primarily interested in utilizing the advantages derived from MBO while avoiding its pitfalls. MBO is not a cure-all; nor can it be bought as a "package" ready to be "installed" in the organization. Rather, MBO is a results-oriented, dynamic, managerial system.

1. The MBO program must be carefully planned, especially when it is to be used throughout a large, complex organization. Even a small mistake in the implementation is difficult to correct at a later time. Top management must be committed to MBO—and the executives in the financial institution surveyed were—but, in addition, careful planning of the program is essential. In fact, this organization probably would have benefited greatly from testing the system on a limited basis before extending it to the entire organization.
2. Participants in the program must be prepared for MBO. This was difficult for this company because most managers were located throughout a wide area rather than at the headquarters. To be effective, the MBO philosophy—emphasizing self-control—as well as the formal aspects of MBO must be understood. Naturally, participants are vitally interested in how they are affected by the new managerial system. Active participation in the design and implementation is often desirable. MBO is more than filling out forms; it is a new way of managing that first requires unlearning the customary way of doing some things. MBO means a shift from focusing on activities to focusing on results. This new orientation necessitates frequent

reinforcement of the desired behavior by the superior.

3. Participants need guidelines for setting goals. Although it appears simple, setting goals is a difficult task. It requires identification of the key result areas in order to set meaningful, reasonable, yet challenging goals. Objectives set too high may frustrate participants; when set too low they provide no challenge. Although goals and goal-setting is a major advantage of MBO in this company, it is also one of the major problems.
4. The network of objectives must be understood. Individual objectives should fit into an overall network. Setting goals in a vacuum without a clear understanding of how the manager's goals affect other organizational units can have undesirable side effects. A number of respondents commented that through the use of MBO they gained a better awareness of the broader organizational objectives. This is important because people generally want to contribute to organizational goals, but this is possible only if they know what these goals are.
5. Achievement of objectives may not accurately indicate performance. A manager may miss or overachieve his objectives as a result of bad or good luck. Changes in the economy may make it impossible to reach the agreed-upon target. Even within the same organization, individual managers may be affected differently by external circumstances. For example, a bank branch office located near aerospace installations may not reach the goal of attracting savings at a time of high unemployment in that industry.

Markets and environments

are different, and universal standards for all organizational units would be inequitable and unfair, frustrating acceptance and fostering resistance to the MBO program. When measuring performance against standards, environmental factors over which the manager has no control must be taken into account. Objectives must not be set arbitrarily.

It is important to select objectives which focus on critical aspects of the job. If this is done, the motivational and incentive aspects of MBO can be realized as seen by the fact that many respondents considered them an important advantage.

6. The time perspective of objectives is important. Focusing on a twelve-month time period (as most MBO programs do) may be too short-sighted. Managers may be able to shift their best performance into the year that counts most as far as rewards are concerned. This can become critical if a bonus plan depends on earnings in a particular year. To avoid short-sightedness and suboptimization, MBO programs should not necessarily be restricted to a one-year time perspective but should recognize a pertinent cycle or be concurrent with the implementation of a major project.
7. The MBO administrator can be very valuable in the difficult task of setting objectives and implementing the program. The relatively swift implementation of the MBO program in the company studied was certainly facilitated by the fact that the person in charge was a well-respected and able individual on the vice presidential level. It should be pointed out, however, that subordinates must

remain accountable primarily to their immediate superior. The administrator should function in an advisory role in order not to undermine the authority of the line manager.

8. Tying MBO directly to an incentive system may have negative side effects. A manager may learn to play the game to maximize his reward. This may be done by ignoring important activities that are not directly related to his objectives or by setting objectives that can be achieved easily. It is interesting that the incentive aspects were often mentioned as an important advantage of MBO and, at the same time, one of the important problems. Therefore, the wise administrator should carefully consider the pros and cons of relating performance directly to the achievement of objectives.
9. There is also the possibility of inflexibility. When properly applied, MBO should promote flexibility. As the findings indicate, MBO facilitates planning and gives direction. But planning should be a continuous process which requires reevaluation in light of changing circumstances. For example, a change in basic factors such as money rates may require a change not only in objectives but also in strategies and tactics.

To pursue obsolete objectives for the sake of achieving agreed-upon results is absurd. But goals should not be changed lightly, either. If nonachievement is corrected by changing the standards, then goal-setting is meaningless. What is needed is a check from time to time to see whether the assumptions underlying the plans have changed. If so, goals should be adjusted to fit reality.

10. The MBO system should be kept simple—at least at the beginning. One of the major problems mentioned by the respondents pertained to the program and its administration. Managers operate under a time constraint, and a complex system which requires too much paper work causes resistance. It is a sure way to kill MBO.
11. The overall objectives, set through active involvement by top management, must be communicated to lower levels in the organization. This also relates to the administration aspect of MBO. To be sure, it is not easy in a large organization to communicate the plans to all who have a need to know. Yet, it is essential for individuals to be informed about the direction of the company so managers can set their objectives to fit the overall plan.
12. Finally, MBO must be viewed as a managerial system. It should not be a burdensome addition to the manager's job, but rather a way of managing. Then, and only then, can the advantages of MBO be fully realized and problems overcome. The purpose of MBO is to make managers more effective and promote the achievement of their professional potential.

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delta sigma pi

educational foundation notes

A—Scholarship Applications for 1978 High School Graduates (Children/Grandchildren of Deltasigs) due postmarked no later than January 29, 1977. Application available in November, 1976, issue of The DELTASIG or write to Foundation Vice President and Scholarship Committee Chairman Timothy D. Gover—112 Wabash Avenue—Mattoon, Illinois 61938.

B—Graduate Study Grant Applications for 1977 Graduating Deltasigs are due postmarked no later than February 19, 1977. Application available from Chapter Secretaries or Timothy D. Gover (address above).

C—Foundation information available from Foundation Secretary and Membership Co-Chairman Keith N. Masuda—3143 Chicago Avenue, S.—Minneapolis, Minnesota 55407.

D—Contributions to the Foundation may be mailed to Foundation Treasurer Robert J. Elder—17602 Glenmore—Detroit, Michigan 48240.

31ST GRAND CHAPTER CONGRESS

Tentative Program

Sunday August 14, 1977	1:00 P.M.— 5:00 P.M. 6:30 P.M. 9:00 P.M.— 12:00 M	Registration Grand President's Reception Monte Carlo Party Yellow Dog Initiation Pink Poodle Initiation
Monday August 15, 1977	9:00 A.M.— 12:00 NOON 2:00 P.M.— 3:30 P.M. 3:30 P.M.— 5:00 P.M. 7:00 P.M.— 8:30 P.M. 8:30 P.M.— Completion	Opening Business Session Keynote Address Undergraduate Educational Seminars Alumni Educational Seminar Undergraduate Educational Seminars Regional Meetings
Tuesday August 16, 1977	9:00 A.M.— 10:30 A.M. 10:30 A.M.— 12:00 NOON	Undergraduate Educational Seminars Alumni Educational Seminar Undergraduate Educational Seminars Alumni Educational Seminar
BALANCE OF DAY FREE FOR PERSONAL ACTIVITIES		
Wednesday August 17, 1977	9:00 A.M.— 12:00 NOON 2:00 P.M.— 3:30 P.M. 4:00 P.M.— 5:30 P.M. 7:00 P.M.— 10:00 P.M.	Second Business Session Meet the Candidates Forum Initiation of Honorary Member at Large Grand Chapter Congress Banquet
Thursday August 18, 1977	9:00 A.M.— 12:00 NOON 12:30 P.M.— 2:00 P.M.	Final Business Session Farewell Luncheon

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 \$75.00 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.

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

- | | |
|---|------------------------------------|
| 1. <input type="checkbox"/> Chapter Efficiency Index Discount | 7. <input type="checkbox"/> _____ |
| 2. <input type="checkbox"/> Undergraduate Discount | 8. <input type="checkbox"/> _____ |
| 3. <input type="checkbox"/> _____ | 9. <input type="checkbox"/> _____ |
| 4. <input type="checkbox"/> _____ | 10. <input type="checkbox"/> _____ |
| 5. <input type="checkbox"/> _____ | 11. <input type="checkbox"/> _____ |
| 6. <input type="checkbox"/> _____ | 12. <input type="checkbox"/> _____ |
| | 13. <input type="checkbox"/> _____ |

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

bulletin board

*NATIONAL CONVENTION

Articles on the Grand Chapter Congress will appear in the March and May issues of the magazine. In January the first mailings for program, costs, and other information will be mailed to the chapters and alumni clubs.

*AMENDMENTS

Any proposed amendments to be submitted by chapters or alumni clubs for consideration at the Grand Chapter Congress in August, 1977, must reach The Central Office by the deadline date of March 1, 1977.

*DEADLINES

Deadline for the March, 1977, issue was December 30, 1976. Deadline for the May, 1977, issue is March 1, 1977.

*ANNIVERSARIES

50th

Alpha Upsilon, Miami-Ohio,
April 16, 1927-1977

Alpha Phi, Mississippi, April
30, 1927-1977

*ADDRESSES

No Directory of Chapters is published in The DELTASIG Magazine. Directories are issued from The Central Office in November and March of each year.

personal mention merger

James G. Papion, *McNeese State*, has been commissioned a 2nd Lt. in the U.S. Army, Finance Corps, and is now stationed at Ft. Hood, TX.

Gus Schram III, *McNeese State*, is currently employed as an accountant with Gus Schram, Jr., Ltd., Certified Public Accountants, in Lake Charles, LA.

William H. Harris, *Georgia Southern*, is now employed by Fuller & DeLoach, CPA's, in Brunswick, GA.

James E. Fox, *Southeastern Louisiana*, has been transferred recently to Monroe, LA, to become branch manager for McKesson Chemical Co.

Lehan B. Paulin, *Detroit-Theta*, has joined the staff of Northland Chrysler-Plymouth, A Division of McNerney, Inc., Oak Park, MI, in the computer billing department. Brother Paulin, formerly with Chrysler Corporation in many field and management positions, retired in 1975.

Michael J. McKenna, *St. Joseph's*, has a new position as Director of Chain Restaurant Sales with the Venice Maid food company in Springfield, PA.

Ernest W. Weathers, *Florida Atlantic*, is a buyer in the Maas Bros. Department Store in Tampa, FL.

Robert W. Hoyerman, *St. Cloud State*, has been admitted to his division's 110 Club of the Eastman Kodak Company, in Lubbock, TX. Brother Hoyerman is the youngest member ever to win this award, which is bestowed only on the top 10 per cent of the company's salesmen.

Dale F. Mamele, *South Carolina*, has been appointed assistant manager of the Columbia, SC, branch office of Occidental Life of California, a member of Transamerica Corporation.

Rogers C. Sonnier, *McNeese State*, owner of Sonnier's Accounting and Tax Service in Cameron, LA, is a member of the Board of Directors of the Cameron Lions Club.

Dennis D. Asay, *St. Ambrose*, has a new position as a management trainee with the Ralston Purina Co., in Iowa Falls, IA.

Daniel P. Duffy, *Duquesne*, is now an assistant buyer for Kaufman's Department Stores in the Pittsburgh, PA, area.

Joseph D. Seltz, *Duquesne*, has been promoted to the position of Staff Accountant with Arthur Andersen and Co., Pittsburgh, PA.

The Reverend John J. Golden, S.J., *St. Peter's*, was honored with the Bene Merite Medal at the annual Michaelmas Convocation. This honor is bestowed on professors having served St. Peter's College for 20 years.

Palmer C. Sze, *St. Peter's*, was honored with the Bene Merite Medal at the annual Michaelmas Convocation.

Theodore L. Resch, *St. Peter's*, has been named president of the Passaic County Chapter of the New Jersey Society of Certified Public Accountants.

Richard A. Chojnicki, *Duquesne*, has accepted an accounting position with Joyce and Associates, Accountants, Pittsburgh, PA.

Robert P. Ebers, *Nebraska-Lincoln*, to Gloria Acosta, on May 29, 1976, at Los Angeles, CA.

Jerry E. Harkrader, Jr., *Nebraska-Lincoln*, to Kathy Mattson, on August 28, 1976, in Lincoln, NE.

James R. Gosner, *Nebraska-Lincoln*, to Marjorie Barry, on September 17, 1976, in Lincoln, NE.

Frank W. Limbacher, *Pittsburgh*, to Marilyn J. Salmon, at Pittsburgh, PA.

Edward Varites, Jr., *St. Peter's*, to Kathy Verrtis, on August 28, 1976, at Jersey City, NJ.

Bruce A. Cagle, *Indiana State*, to Nina L. Drake, on June 5, 1976, at Farmersburg, IN.

Randy G. Retten, *Ferris State*, to Joan Marie Bellmore, on July 23, 1976, at Menominee, MI.

John T. Pace, *Ferris State*, to Doris R. Van Wieren, on August 28, 1976, at Lucas, MI.

Joseph D. Seltz, *Duquesne*, to Patricia Pelligrini, on June 19, 1976, at Bethel Park, PA.

Mack E. Campbell, *Georgia Southern*, to Kay Stronigan, on August 28, 1976, at Marietta, GA.

Michael J. Lovvorn, *Georgia Southern*, to Kathy Woodward, on July 3, 1976, at Manchester, GA.

R. Andrew Poole, *Georgia Southern*, to Anne Eastmoore, on June 12, 1976, at Dunwoody, GA.

Stephen W. Haney, *Washburn*, to Nancy Buntin, on May 22, 1976, at Topeka, KS.

Lee H. Sievers, *Detroit*, to Linda M. Skura, on October 2, 1976, at Detroit, MI.

Robert F. Forsman, *Ferris State*, to Sandra Lynn Wilson, on August 14, 1976, at East Jordan, MI.

David J. Bealer, *Ferris State*, to Kathleen Laurel Pickford, on September 4, 1976, at Adrian, MI.

Douglas K. Griese, *Wisconsin-Madison*, to Mary Ann Egan, on June 19, 1976, at Chicago, IL.

Edward J. Lieg, *Wisconsin-Madison*, to Nancy Schaefer, on June 1, 1976, at Shawano, WI.

Frederick P. Manos, *Wisconsin-Madison*, to Joan Annes, on July 31, 1976, at Chicago, IL.

James C. Cummings, *Wisconsin-Madison*, to Lisa Clark, on June 19, 1976, at San Francisco, CA.

Gary A. Rosenthal, *SUNY-Albany*, to Barbara Glabach, on June 20, 1976, at Long Island, NY.

Nicholas R. Rosas, *SUNY-Albany*, to Marilyn Van Tassell, on June 19, 1976, at Highland Mills, NY.

Ronald M. Young, *Angelo State*, to Sherry Lynn Fillip, on September 4, 1976, at San Angelo, TX.

William D. Haddock, *Angelo State*, to Mary Buccigrossi, on October 14, 1976, at San Angelo, TX.

Richard N. Walsh, *Georgia State*, to Jill Essex, on August 28, 1976, at Dunwoody, GA.

Robert D. Henderson, *McNeese State*, to Bridget D. Courtney, on September 26, 1976, at Lake Charles, LA.

dividends

To Brother and Mrs. Steven J. Koskie, *Detroit*, on July 9, 1976, a son, Steven Joe, Jr.
To Brother and Mrs. Arthur L. Brees, *Detroit*, on August 31, 1976, a son, Arthur Lee, Jr.

To Brother and Mrs. Jerry R. Reed, *Southern Mississippi*, on May 24, 1976, a daughter, Diana.

To Brother and Mrs. Stephen M. Benvenuto, *SUNY-Albany*, on September 8, 1976, a daughter, Stacey.

To Brother and Mrs. Mark R. Hatch, *Weber State*, on June 5, 1976, a daughter, Hillary Ann.

To Brother and Mrs. E. Craig Thorsted, *Weber State*, on April 12, 1976, a son, Tyler Craig.

To Brother and Mrs. Richard J. Vogel, *Washburn*, on September 20, 1976, a son, Mathew James.

To Brother and Mrs. Bruce W. Watson, *Georgia State*, on July 29, 1976, a daughter, Melissa Ann.

To Brother and Mrs. William P. Jurena, *Pittsburgh*, on September 6, 1976, a daughter, Nichole Ann.

To Brother and Mrs. James F. Murray, *Pittsburgh*, on October 13, 1976, a son, Jeffrey Michael.

To Brother and Mrs. David S. Kahle, *Nebraska-Lincoln*, on March 22, 1976, a son, Jeffrey Scott.

life members

8938 David S. Cannady, *Eta Sigma*, Southern Illinois University-Edwardsville

8939 Larry M. Webb, *Delta Eta*, Lamar University

8940 Thomas H. Covington, *Gamma Tau*, University of Southern Mississippi

8941 Allan D. Wade, *Alpha Omicron*, Ohio University

8942 Larry A. Wooldridge, *Eta Upsilon*, University of West Florida

8943 Frank J. Schwarzer, Jr., *Epsilon Zeta*, Midwestern State University

8944 Georges M. Legrand, *Epsilon Nu*, University of New Orleans

8945 Kenneth V. Kelley, *Beta Kappa*, University of Texas-Austin

8946 Mark D. Jonus, *Beta Pi*, Kent State University

8947 Patrick C. Linden, *Upsilon*, University of Illinois-Urbana

8948 Robert F. Libera, *Alpha Pi*, Indiana University

8949 Shelby S. Stevens, Jr., *Alpha Pi*, Indiana University

8950 John M. Stacy, *Beta Lambda*, Auburn University

8951 Jack H. Corder II, *Epsilon Upsilon*, New Mexico State University

8952 Paul E. Sparrow, *Kappa*, Georgia State University

- 8953 John J. Rusinkovich, *Beta Pi*, Kent State University
- 8954 Frank G. Anger, *Beta*, Northwestern University-Chicago
- 8955 William A. Stumpf, Jr., *Beta Pi*, Kent State University
- 8956 Joseph A. Duerstock, *Beta Omega*, University of Miami-Florida
- 8957 William A. Waterman, *Beta Epsilon*, University of Oklahoma
- 8958 Patrick F. Cross, *Epsilon Nu*, University of New Orleans
- 8959 John Lorence, *Nu*, Ohio State University
- 8960 Joseph E. King, *Epsilon Nu*, University of New Orleans
- 8961 Thomas A. Rogells, *Zeta Phi*, Florida Atlantic University
- 8962 Walter R. Meier, *Delta*, Marquette University
- 8963 William H. Peachee, *Beta Chi*, University of Tulsa
- 8964 James G. Arbour, *Beta Zeta*, Louisiana State University-Baton Rouge
- 8965 James R. Price, *Beta Epsilon*, University of Oklahoma
- 8966 Paul J. Montalbano, Jr., *Eta Tau*, McNeese State University
- 8967 John R. Block, Jr., *Epsilon Theta*, California State University-Chico
- 8968 Paul N. Collin, *Epsilon*, University of Iowa
- 8969 James E. Hara, *Alpha Upsilon*, Miami University-Ohio
- 8970 John A. Priore, *Epsilon Rho*, University of Tampa
- 8971 Jesse W. Braswell, *Beta Lambda*, Auburn University
- 8972 Ray C. Donnell, *Alpha Omicron*, Ohio University
- 8973 Robert E. Sorensen, *Epsilon Rho*, University of Tampa
- 8974 Howard M. Grossman, *Upsilon*, University of Illinois-Urbana
- 8975 Steven C. Moore, *Alpha Rho*, University of Colorado
- 8976 Charles M. Choate, Jr., *Epsilon Kappa*, Shepherd College
- 8977 Brian D. Traugher, *Epsilon Omega*, Eastern Illinois University
- 8978 Robert J. Nelson, *Beta Kappa*, University of Texas-Austin
- 8979 James D. Hendrickson, *Beta Pi*, Kent State University
- 8980 Charles J. Busuito, *Gamma Theta*, Wayne State University-Detroit
- 8981 Gerald G. Bordelon, *Zeta Sigma*, Southeastern Louisiana University
- 8982 Manuel F. Diaz, *Theta*, University of Detroit
- 8983 Charles J. Anderson, *Beta Nu*, University of Pennsylvania
- 8984 Ralph F. Kamm, *Psi*, University of Wisconsin-Madison
- 8985 Robert V. Hakman, *Upsilon*, University of Illinois-Urbana
- 8986 Charles P. Brown, *Gamma Sigma*, University of Maryland
- 8987 Eugene P. Rose, *Gamma Psi*, University of Arizona
- 8988 S. Scott McCormac, *Nu*, Ohio State University
- 8989 Joseph A. Vano, *Beta Rho*, Rutgers University
- 8990 Mark H. Drastal, *Delta Iota*, Florida Southern College
- 8991 Carlton T. Helming, *Alpha Mu*, University of North Dakota
- 8992 Allan S. Espinoza, *Theta Psi*, Indiana University-Northwest
- 8993 Ernest G. Kosek, *Epsilon*, University of Iowa
- 8994 Alden H. Balfany, *Epsilon Iota*, Mankato State University
- 8995 Theodore M. Wilkes, *Beta Zeta*, Louisiana State University-Baton Rouge
- 8996 William H. Vance, *Beta Psi*, Louisiana Tech University
- 8997 Raymond Tom, *Sigma*, University of Utah
- 8998 Michael S. Seibel, *Theta Lambda*, Xavier University-Cincinnati
- 8999 Roland D. Anderson, *Alpha Delta*, University of Nebraska-Lincoln
- 9000 James E. Davison, *Beta Psi*, Louisiana Tech University
- 9001 Paul F. Draudt, *Alpha Kappa*, State University of New York-Buffalo
- 9002 Earl R. Gomersall, *Zeta*, Northwestern University
- 9003 Andrew M. Mandelowski, *Theta*, University of Detroit
- 9004 James G. Karsatos, *Gamma Omicron*, University of San Francisco
- 9005 Winston C. Fontenot, *Beta Zeta*, Louisiana State University-Baton Rouge
- 9006 Ross H. Levine, *Lambda*, University of Pittsburgh
- 9007 Dennis S. Murasaki, *Beta Omega*, University of Miami-Coral Gables
- 9008 Thomas E. Cross, *Gamma Tau*, University of Southern Mississippi
- 9009 Rodney R. Brooker, *Gamma Omega*, Arizona State University
- 9010 Lee W. Randall, *Alpha Phi*, University of Mississippi
- 9011 Douglas M. Sink, *Nu*, Ohio State University
- 9012 Howard W. Luther, *Alpha Epsilon*, University of Minnesota-Minneapolis
- 9013 William J. Duffy, *Epsilon Sigma*, LaSalle College
- 9014 Walter D. Day, *Sigma*, University of Utah
- 9015 James F. Deaton, *Beta Epsilon*, University of Oklahoma
- 9016 Allan E. Abramson, *Alpha Pi*, Indiana University
- 9017 James L. Nouse, Jr., *Alpha Beta*, University of Missouri-Columbia
- 9018 Frank T. Paladino, *Theta Rho*, Duquesne University
- 9019 Charles S. Silber, *Beta Xi*, Rider College
- 9020 Martin H. Lange, *Gamma Iota*, University of New Mexico
- 9021 Jeffery J. Meert, *Lambda*, University of Pittsburgh
- 9022 James G. McNeill, *Alpha Lambda*, University of North Carolina-Chapel Hill
- 9023 Herbert J. Korth, Jr., *Beta Eta*, University of Florida
- 9024 Gregory A. Fuller, *Mu*, Georgetown University
- 9025 Ray J. Andras, *Eta Iota*, Nicholls State University
- 9026 Duane A. Aasland, *Gamma Psi*, University of Arizona
- 9027 Thomas E. Van Houten, Jr., *Kappa*, Georgia State University
- 9028 Louis F. Cainkar, *Alpha Omega*, DePaul University
- 9029 Robert J. King, *Gamma Rho*, University of Detroit
- 9030 Michael J. Ward, *Gamma Rho*, University of Detroit
- 9031 Stephen G. Connett, *Theta Phi*, University of South Florida
- 9032 John R. Gladen, *Gamma Kappa*, Michigan State University
- 9033 Randolph H. Smith, *Eta Omega*, Virginia Commonwealth University
- 9034 Louis E. Mapp, *Gamma Tau*, University of Southern Mississippi
- 9035 George P. Mallers, *Alpha Pi*, Indiana University
- 9036 James F. Callahan, *Theta Pi*, Bowling Green State University
- 9037 C. Clinton Becker, *Chi*, Johns Hopkins University
- 9038 Charles S. Smith, *Theta Phi*, University of South Florida
- 9039 Ted A. Stalets, *Epsilon Omega*, Eastern Illinois University
- 9040 James F. Leewe, Jr., *Epsilon Chi*, Georgia Southern College
- 9041 Laurence M. Hickey, Jr., *Gamma Pi*, Loyola University-Chicago
- 9042 Alfred O. Manteuffel, *Beta*, Northwestern University-Chicago
- 9043 Richard E. McMath, *Eta Chi*, California State Polytechnic University-Pomona
- 9044 Theodore B. Jacobs, *Gamma Iota*, University of New Mexico
- 9045 Charles C. Fuhrer, *Eta Pi*, Wayne State College
- 9046 Gregory B. Arnott, *Epsilon Iota*, Mankato State University
- 9047 Robert R. Barnitt IV, *Theta Psi*, Indiana University Northwest
- 9048 Brian L. Bischoff, *Epsilon Rho*, University of Tampa
- 9049 James A. Curtis, *Alpha Iota*, Drake University
- 9050 Melvin F. Griffin, *Iota*, University of Kansas
- 9051 James E. Haas, *Theta*, University of Detroit
- 9052 Harry J. McMahon, Jr., *Gamma Sigma*, University of Maryland
- 9053 Jack H. Srader, *Eta Theta*, Angelo State University
- 9054 James H. Steele, *Zeta Nu*, Texas A & I University
- 9055 Theodore D. Veru, *Alpha*, New York University
- 9056 Richard L. Wong, *Zeta Nu*, Texas A & I University
- 9057 William L. Lindsey III, *Epsilon Nu*, University of New Orleans
- 9058 Robert J. Birulin, *Eta Chi*, California State Polytechnic University-Pomona
- 9059 Richard G. Sidney, *Beta Rho*, Rutgers University
- 9060 Bill W. Walker, *Beta Phi*, Southern Methodist University
- 9061 Gerald D. Dhayer, *Epsilon Kappa*, Shepherd College
- 9062 John M. Sansom, *Gamma Lambda*, Florida State University
- 9063 Leroy A. Wickstrom, *Beta*, Northwestern U.-Chicago
- 9064 Harry Pappas, *Gamma Omega*, Arizona State University
- 9065 Francis W. Koenig, *Lambda*, University of Pittsburgh

- 9066 Marvin Sulak, *Zeta Mu*, University of Texas-Arlington
 9067 Hugh O. Dunn, *Alpha Iota*, Drake University
 9068 Ronald J. Axelrod, *Beta Xi*, Rider College
 9069 John W. Schoonenberg, *Delta*, Marquette University
 9070 John L. Satenstein, *Alpha Omicron*, Ohio University
 9071 George D. Whitfield, *Alpha Lambda*, U. of North Carolina-Chapel Hill
 9072 Anthony J. Stoltz, *Epsilon Nu*, University of New Orleans
 9073 Ralph M. Benson, *Gamma Omega*, Arizona State University
 9074 John M. Taylor, *Gamma Iota*, University of New Mexico
 9075 William L. Shaw, *Gamma Sigma*, University of Maryland
 9076 Garfield Provel, *Beta Omicron*, Rutgers University
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 9078 Joseph A. Grumski, *Lambda*, University of Pittsburgh
 9079 Timothy L. Morris, *Delta Eta*, Lamar University
 9080 David Veillon, *Eta Tau*, McNeese State University
 9081 Edward A. Hook, Jr., *Theta Sigma*, Florida Technological University
 9082 Frank K. Rutledge, *Epsilon Eta*, Eastern New Mexico University
 9083 Theral E. Mackey, *Zeta Lambda*, Georgia Institute of Technology
 9084 Dean R. Haave, *Alpha Nu*, University of Denver
 9085 Robert W. Garey, *Alpha Delta*, University of Nebraska-Lincoln
 9086 Douglas C. Dawes, *Delta Nu*, Loyola University, New Orleans
 9087 Bruce G. Amsterdam, *Alpha Iota*, Drake University
 9088 Edgar A. Amsden, *Gamma Iota*, University of New Mexico
 9089 Michael J. Agri, Jr., *Gamma*, Boston University
 9090 Steven L. Reed, *Gamma Omega*, Arizona State University
 9091 Barbara B. Schkade, *Gamma Iota*, University of New Mexico
 9092 Kenneth D. Appgar, *Beta Xi*, Rider University
 9093 Charles L. Patrick, *Kappa*, Georgia State University
 9094 Phillip P. Hymel, *Epsilon Nu*, University of New Orleans
 9095 Edwin M. Potratz, *Beta Zeta*, Louisiana State University, Baton Rouge
 9096 John E. Ramsey, *Beta Lambda*, Auburn University
 9097 Randall C. Lejeune, *Beta Zeta*, Louisiana State University, Baton Rouge
 9098 Douglas R. Knauer, *Epsilon Xi*, Ball State University
 9099 Richard L. Garcia, *Epsilon Upsilon*, New Mexico State University
 9100 Walter J. Lisiewski, Jr., *Theta Phi*, University of South Florida
 9101 Beng T. Tan, *Zeta Rho*, Menlo College
 9102 James W. Hammond, *Gamma Epsilon*, Oklahoma State University
 9103 Raymond J. Brown, *Epsilon Phi*, California State University, Sacramento

- 9104 Bruce A. Cauley, *Beta Kappa*, University of Texas, Austin
 9105 David L. Hetrick, *Alpha Nu*, University of Denver
 9106 Danette K. Bergeron, *Delta Nu*, Loyola University, New Orleans
 9107 Craig J. Carney, *Zeta Eta*, St. Peter's College
 9108 Dale E. Runkel, *Epsilon Mu*, Sam Houston State University
 9109 Thomas M. Diffendal, *Theta Rho*, Duquesne University

alumni club directory

FRANCHISED ALUMNI CLUBS 1976-77

Albuquerque-Zia

President: Mr. Patrick G. Cruz
 P. O. Box 1640
 Albuquerque, New Mexico 87103
 Telephone: 505-765-1149

Atlanta

President: Mr. James M. Griffith, Jr.
 1285 Middlesex Avenue, NE
 Atlanta, Georgia 30306
 Telephone: 404-876-3537

Baltimore

President: Mr. Thomas O. Murn
 3101 Brendan Avenue
 Baltimore, Maryland 21213
 Telephone: 301-488-5562

Buffalo

President: Mr. Arthur J. Rago, Jr.
 2748 George Urban Boulevard
 Depew, New York 14043
 Telephone: 716-684-2099

Chicago

President: Mr. Robert J. Van Hyfte
 235 N. Richmond
 Clarendon Hills, Illinois 60514
 Telephone: 312-986-9063

Cincinnati

President: Mr. Lawrence L. Lusby
 8511 Cox Road
 West Chester, Ohio 45069
 Telephone: 513-777-9360

Denver

President: Mr. Philip J. Konsella
 20 Dutch Creek Drive
 Littleton, Colorado 80123
 Telephone: 303-795-6101

Detroit-Greater Detroit

No Current Information

El Paso-Sun City

President: Mr. Kenneth E. May
 10048 Quebec
 El Paso, Texas 79924
 Telephone: 915-755-3839

Gary-Northwest Indiana

President: Mr. Geoffrey M. Knoerzer
 18136 Oakwood
 Lansing, Illinois 60438
 Telephone: 312-895-2233

Lake Charles-Bayou Country
 President: Mr. Gus W. Schram III
 P. O. Box 761
 Lake Charles, Louisiana 70601
 Telephone: 318-433-1021

Los Angeles-Southern California
 President: Mr. Charles A. Nader, Jr.
 12105 York Avenue, Apt. H
 Hawthorne, California 90250
 Telephone: 213-676-9784

New Orleans-Crescent City
 President: Mr. Louis Lehr, Jr.
 650 Bellemeade Boulevard, Apt. 5-J
 Gretna, Louisiana 70053
 Telephone: 504-367-6797

Oklahoma City

President: Mr. Charles M. Brown
 2502 N. Robinson
 Oklahoma City, Oklahoma 73103
 Telephone: 405-528-0567

Phoenix-Thunderbird

President: Mr. William R. Leonard
 3502 E. Pasadena
 Phoenix, Arizona 85018
 Telephone: 602-955-2807

Pittsburgh

President: Mr. Vincent T. Dlugos
 421 Newkirk Street
 Carnegie, Pennsylvania 15106
 Telephone: 276-5344

Sacramento

President: Mr. John B. Pinkerton
 2424 Larkspur Lane, Apt. 218
 Sacramento, California 95825
 Telephone: 916-485-0473

Tulsa

President: Mr. D. Scott Spaulding
 5629 S. Quebec
 Tulsa, Oklahoma 74135
 Telephone: 627-6567

Wheeling

President: Mr. Dennis R. O'Donnell
 1605 Warwood Avenue, Apt. 2
 Wheeling, West Virginia 26003
 Telephone: 304-277-3773

COMMITTEE ON ALUMNI ACTIVITIES

Michael R. Mallonee, Director of Alumni Activities, Chairman, 2438 N. W. 39th Street, Apt. 11, Oklahoma City, Oklahoma 73112
 Anthony Z. Fernandez, 1459 Hollywood, Chicago, Illinois 60660
 Robert E. Hamer, 1714 Village Way, Tempe, Arizona 85282
 Joe S. Loomis, 4011 El Macero Drive, Davis, California 95616
 W. Bain Proctor, Jr., 1231 W. Peachtree Street, NE, Atlanta, Georgia 30309
 Richard L. Schreiner, 4400 Hadrian Court, Alexandria, Virginia 22310
 Gregory K. Shannon, 500 Vernon Street, Apt. 214, Oakland, California 94610



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With post and clutch back fasteners \$7.50

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New design, printed in 3 colors, containing the Greek monogram, the words "Delta Sigma Pi," and slogan "Means Business," carton of 50 books, postpaid \$2.50

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Monogram Greek Letters, each..... \$2.00
Life Member Monogram, each..... \$2.25
Alumni Club (Coat of Arms in color) each \$2.50

Nylon Jacket

Lined nylon warm-up jacket, 30" long, durable water repellent finish. Snap button front, Byron collar, elastic cuffs and drawstring bottom. Available in medium, large and extra large; Purple with sewn-on Gold Greek letters, each \$14.50
Please indicate size: medium, large or extra large.

(No Order Form Needed, Simply send your request along with your check to: Delta Sigma Pi, 330 South Campus Avenue, Oxford, Ohio 45056)

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.... among the chapters

NEW YORK

ALPHA CHAPTER AT New York University is currently planning to celebrate its 70th Anniversary coming up this November. We are pleased to report a very successful Fall semester. Due to the efforts of Senior Vice President, Aaron Rabin, our rush program resulted in the induction of an above-average number of 12 pledges. Our advertising program, led by Mike Schnur, was a large part of our successful recruitment. We introduced Delta Sigma Pi to 100 new students at our orientation party this Fall. Our professional program was sparked by speakers Tom Quigley, from Merrill-Lynch, Pierce, Fenner, and Smith, who spoke on "Stock Market Investments", and John P. Reich, from the New York Federal Reserve Bank.

Our chapter was graced by the visitation of Beta Pi Chapter from Kent State. They spent a weekend at our house during which time the Brothers of Alpha Chapter accompanied them on a tour of the New York Stock Exchange, and both chapters enjoyed a visit to McSorley's Old Ale House. The Brothers of Alpha Chapter are hoping to return the visit some time late this month. We were very proud to accept the Attendance Award at our Regional Conference in Albany, New York. We shared this award with Zeta Omicron Chapter from C. W. Post College. Eight brothers and eight pledges were present at this conference.

All indications show that we have a good chance of achieving 100,000 points in the Chapter Efficiency Index this year. We are looking forward to a continuation of our success as a chapter in a very successful fraternity.

Good luck to the newly elected officers of Alpha Chapter and good luck to all chapters in their Spring operations.

—KEVIN W. KIERNAN

SUFFOLK

DELTA PSI CHAPTER at Suffolk University is off to an ambitious start. Our Membership Development Program has brought us five new undergraduate neophytes who promise to bring added life to our chapter. Our Alumni Brothers have been particularly helpful in turning them into Brothers of Delta Sigma Pi. We have also initiated Thaddeus Buczko, State Auditor for the Commonwealth of Massachusetts, as an honorary member. We believe Brother Buczko will add greatly to the prestige of the chapter and of the fraternity as a whole. The Brothers, both old and new, celebrated Founders' Day with a party and dinner which also served to congratulate the new Brothers on admission to the chapter.

The chapter's Professional Program has

been of mutual benefit to the chapter and the university. Delta Psi Chapter has sponsored three guest speakers and a tour of the Boston Stock Exchange.

Academically, we are proud to note that Brother Daniel N. Ford was elected to honorary membership in Phi Alpha Theta.

Our chapter is also happy to note that Brother Alfred J. Colarusso has been elected as a Senior Representative on the Student Government Association at Suffolk University.

We hope that our current officers will continue to work as hard as they presently do in making Delta Psi Chapter a viable force at Suffolk University. —THOMAS C. ABISALIH

ROCHESTER TECH

THE EPSILON LAMBDA CHAPTER at Rochester Institute of Technology is now in its 15th fantastic year. We celebrated the fraternity's birthday on November 7 at the home of an alumnus Brother.

This past quarter proved very productive, both financially and professionally. Our professional program began with a Federal Reserve Agent from the Internal Revenue Service speaking to the Brotherhood on the topic of Income Taxes. Later in the month, complementing our other scheduled programs, was a tour of the Bully Hill Winery in Hammondsport, New York. Our recent financial projects consisted of a refrigerator raffle and the selling of advertisements for our chapter publication.

This quarter's rush program went exceptionally well and our eight pledges are doing an excellent job in helping the Brotherhood with their professional and financial projects. We are certain that these will become admirable Brothers.

We, the Brothers of the Epsilon Lambda Chapter, wish the best of luck to all chapters this year of 1977. —MARK J. GORDON

C. W. POST

ZETAOMICRON CHAPTER at C. W. Post College is again engaged in campus-wide and community-wide activities which have given our chapter the notoriety and respect it has enjoyed for some time, not only at C. W. Post College, but in our region as well.

The Brothers of the chapter started out the school year with the first event on campus—a "welcome back dance" which was quite profitable. Pledging commenced on October 12 and our "rush" resulted in 43 prospective pledges of which 21 were selected. Initiation for our chapter was December 12.

Seven representatives from Zeta Omicron Chapter attended the Regional Conference at Zeta Psi Chapter at New York State University-Albany on October 16. The annual Blood Drive took place at C. W. Post College, sponsored by the Brotherhood on October 26. The beginning of November proved to be an exciting occasion for the Brotherhood as we visited the Brothers of Alpha Chapter at New York University, a trip which is always preceded by a short stop at McSorley's, on November 5.

November 7, of course, is on the top of our scheduled events as it is the birthdate of our fraternity; featured that night was a cocktail party which was attended by all the Brothers and Faculty Brothers, as well.

On December 4 the chapter sponsored a Flea Market at C. W. Post College which has been quite profitable in the past. And on December 11, Zeta Omicron Chapter at C. W. Post College celebrated its 11th birthday.

Our professional activities have always been numerous and fruitful, and this semester was no exception with approximately seven professional speakers on the slate, including people from corporations around the metropolitan area. The pledges also had to organize their own professional meeting.

Finally, we'd like to wish all the Brothers of the International Fraternity of Delta Sigma Pi a pleasant and rewarding semester, and we look forward to future correspondence. —GARY BINKIEWICZ

SUNY-ALBANY

ZETA PSI CHAPTER: the number one chapter in the number one region! There are several inputs to create a topflight chapter, and among our most valuable chapter organizations is our Fraternity Control Committee. Headed this year by Dave Rainer, this committee reviews the workings of the fraternity as a whole and as each of the committees operates. Suggestions are then offered at our regular business meetings to make the chapter an overall efficient organization.

Through the combined efforts of Senior Vice President Howie Weidner and Vice President of Pledge Education Mitch Kahn, we opened this Fall semester with our future-oriented rush program which has attracted 19 pledges.

Enthusiastic Brothers and pledges alike, under the direction of Ed Nolan, prepared for the Eastern Regional Conference held on October 16. We were proud to be host of this event and expected a turnout of about 90 visiting Brothers. We looked forward to a productive day of inter-chapter seminars and parties. And, of course, we had more Yellow Dogs in our fold when that day was over!

A major event in our campaign for on-and-off campus recognition is our participation in SUNYA'S annual Community/University Day. As a part of Parents' Weekend, C. U. Day attracts hundreds of area residents to the University where representatives from SUNYA'S various organizations explain their purposes, goals, and achievements. Under the supervision of Community Service Chairman Pat Somers, we notified representatives from all the University organizations of this excellent opportunity to gain recognition, support, and membership. Ron Revenko, Laurie Rattner, and the pledge class have worked to set up a Delta Sigma Pi center for this event. We'll have an informative display about Delta Sigma Pi, Zeta Psi Chapter, and the accomplishments of Deltasigs.

Career Day, another one of our major events, was held this year on November 9. Representatives from various companies set up displays and spoke to interested students about their companies and their respective job opportunities. We invited over 125 firms from the Northeast to participate this year. In the past, our Career Day has proved to be the most successful event of its kind on campus, and Sam Schweitzer, the Brother in charge, was sure that this year was no exception.

President Irving Dunn has initiated preliminary work for our 10-year Anniversary events this Spring, so that we may reunite many Deltasigs and provide fun for all.

—LAURIE RATTNER

CONNECTICUT

THETA IOTA CHAPTER at the University of Connecticut has just completed two successful fund raising events. The Brothers worked hard on both, a beer fest and a raffle.

We have over 25 students pledging our chapter. These potential Deltasigs all are developing the same ambition as the Brothers; that is to reach 100,000 points by maximizing the use of our resources and talents.

Our professional activities are numerous. We have met with William Pape, Publisher, of the *Waterbury Republican and American*, and two representatives from a Bailey Employment franchise, Vito Uva and Robert Bourne. We will meet with Dr. E. B. Knauft, Vice President, Corporate Social Responsibility, Aetna Life and Casualty. Finally this semester, Sidney Gale, an alumnus from this chapter, will speak to us concerning the "business world" and what we are about to face. This chapter has also been active with the School of Business Administration in establishing a contact between students and prominent business leaders in the state.

We are currently going into a planning stage for next semester. We will base our success on this planning and the unity and Brotherhood within Theta Iota Chapter.

—SHELDON A. PAUL

EASTERN REGION

Not Reporting

S.U.N.Y.-Buffalo
Babson
Siena



Zeta Pi Chapter at St. Joseph's hosted the Mideastern Regional Conference in Philadelphia in October. Here, a member handles the "bank" at the Monte Carlo Party.



Norma McMahon, wife of Mideastern Regional Director Harry McMahon, and under-graduates chat before the banquet at the Mideastern Regional Conference in Philadelphia in October.

PITTSBURGH

LAMBDA CHAPTER AT the University of Pittsburgh, in the true spirit of a professional business fraternity, has adopted and is implementing a business plan for the 1976-77 school year. In May, 1976, an energetic group of newly elected officers was faced with the task of assuming the administration of a chapter that had consistently achieved 100,000 points in the Chapter Efficiency Index, was well respected on campus and whose outgoing officers had performed impeccably. Indeed, it was no easy task to continue the high standards set by the Brothers who had

graduated. In a locally unprecedented series of Summer executive sessions, the officers formally identified their objectives, determined a strategy and developed an implementation plan.

Three primary objectives were identified: first, it was critical that Lambda Chapter again achieve 100,000 points in the Chapter Efficiency Index; second, good people had to be sought out and recruited for membership in Delta Sigma Pi; and third, these new recruits must be made active, participative Brothers as quickly as possible.

The strategy decided upon involved having each officer develop a plan for those Chapter Efficiency Index activities for which he was responsible. Another part of the strategy was to design a vigorous recruiting campaign both on the main campus in Oakland and a regional campus in Greensburg, Pennsylvania. The third strategy involved preparing and distributing a calendar of events prior to the start of the Fall term.

The implementation plan was developed and carried out by all the Brothers of Lambda Chapter. It involved establishing and staffing a recruiting and information booth at the school's orientation exhibition, an initiation smoker at the Greentree Holiday Inn and an exhaustive personal contact effort by all the Brothers.

The first results of Lambda Chapter's business plan are just becoming visible and like any well thought out, structured plan, the results are fruitful. On October 23, 1976, Lambda Chapter initiated 12 new members, including its first two females.

—JAMES F. MURRAY

JOHNS HOPKINS

CHI CHAPTER AT Johns Hopkins University would like to wish all the Brothers of Delta Sigma Pi a most successful year in programs that will achieve high points in the Chapter Efficiency Index.

The annual crab feast was held at Patapsco State Park this Summer. The Brothers were treated to delicious Maryland crabs, hybrid corn and, naturally, an abundance of beer. A good time was had by all and well attended which provided a more sound financial position for Chi Chapter at the beginning of this semester.

In keeping its professional concepts viable this semester a tour was made at the main Post Office in Baltimore. The Brothers were shown the internal workings of the Post Office, handling machinery, sorting techniques and volume control methods.

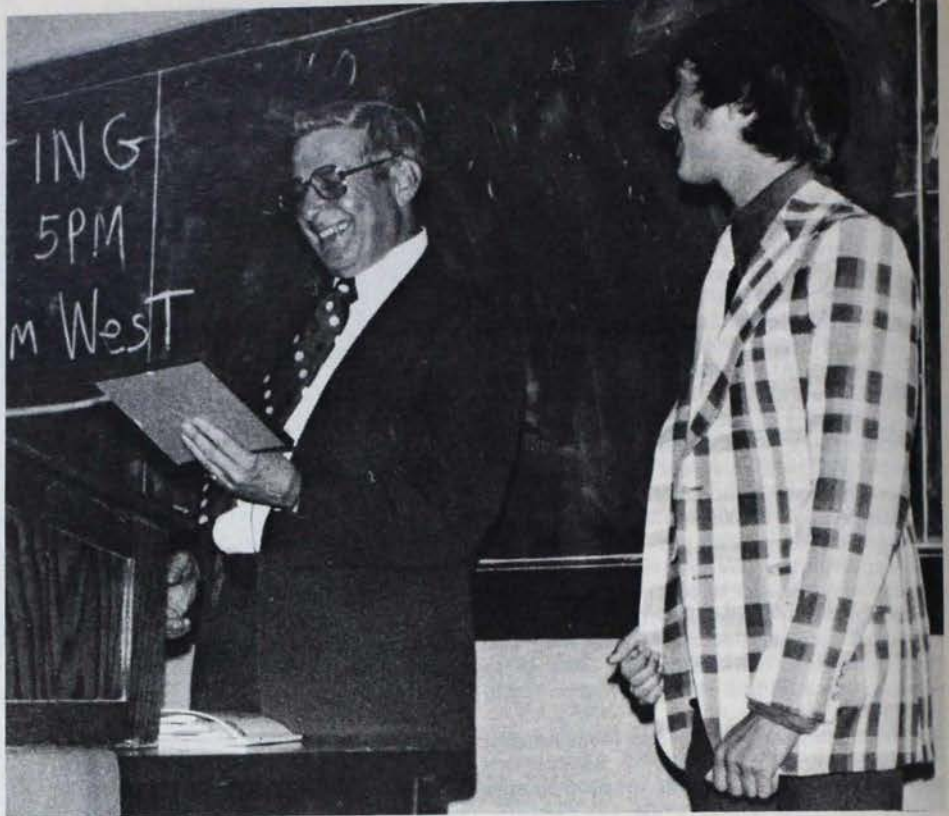
This past semester was a momentous occasion for Chi Chapter in that the first female Brother was initiated. Her name is Joanne Lowy; pretty, intelligent, sincere, and a hard worker. Brother, sister, Mrs., Joanne, or whatever name crops up at that time has added a new sparkle to our meetings. One, I might add, that is welcome.

The rushee function was off to a good start this semester with a 50-50 male-female response. It will be interesting to see if this trend continues at Johns Hopkins.

—MELVIN J. SMITH

PENN STATE

AMONG THE MAJOR activities of the rejuvenated Alpha Gamma Chapter at Penn State was attendance at the conference of the Midwestern Region held in Philadelphia the last weekend in October. The conference was attended by 12 members from Alpha Gamma Chapter. Here, numerous ideas were exchanged, with a renewed interest in the functions of all other chapters of Delta Sigma Pi. The returning delegation presented these new thoughts as the main topic at the Founders' Day celebration which was held at Treasure Lake, the residence of our District Director, Bob Johnson. The weekend excursion, which was attended by alumni as well as the chapter membership, provided the oppor-



Larry Issacson, Vice President for Professional Activities at Upsilon Chapter at Illinois-Urbana, presents a token of appreciation to his father, a New York Life Insurance representative, after he addressed the chapter.

tunity for the planning of activities for the remaining part of this year and gaining support and suggestions from alumni as well as sparking enthusiasm within the new initiates.

This year, Alpha Gamma Chapter has implemented The Program for Student Advancement Through Summer Employment which is designed to assist our members in obtaining Summer employment in areas in which they can gain practical experience. The committee in charge of the program has related the purpose of the program to the purpose of Delta Sigma Pi by contributing to "The Association of Students for their mutual advancement by research and practice" with a sincere desire "to promote closer affiliation between the commercial world and students of commerce". Any comments, suggestions or ideas would be *greatly appreciated* and can be sent to Dennis M. Zubler, chairman of the Program for Student Advancement Through Summer Employment, 135 Sunset Avenue, Pleasant Gap, Pennsylvania 16823 or addressed to the chapter at 609 Business Administration Building, University Park, Pennsylvania 16802.

—MARY KAY TOMLINSON

MARYLAND

GAMMA SIGMA CHAPTER at the University of Maryland ran a good recruiting program led by Senior Vice President John Cascio. A rush party and open house attracted a large crowd of prospective pledges. The open house was highlighted by a presentation from Dr. Olson, professor of economics

at the university. District Director Jay Lord was also there to speak on the chapter's behalf. The Professional Activities Committee headed by Brother Jim Lindsey began the Fall program with two speakers. Dr. Haslem, Assistant Dean of the School of Business Administration, spoke on changes in the business curriculum. Bruce Ritter, from the Career Development Center on campus, spoke on the finer points of writing a resume. The first outside activity was a tour of the General Motors Plant in Baltimore. Members of the women's business fraternity were invited to come along on the tour, making it even more enjoyable.

Chapter President Tom Mathews was accompanied by three Brothers to represent the chapter at the Regional Conference in Philadelphia. We hoped for a good turnout from all the other chapters as well.

The Social Committee, headed by Brother Wayne Brent, put together two parties at the start of the semester, with more to come. Hard work and imagination by the committee are helping to bolster the spirit and morale of the chapter.

—GEORGE SACCLARIS

ST. PETER'S

ZETA ETA CHAPTER OF Saint Peter's College is proud to welcome seven new Deltasigs into its ranks: Brothers Jose Acosta, Donald Casale, Nicolo DeCandia, Joseph McAdam, Donald Petrow, Brian Selyga, and Robert Williams of the Fall 1976 Pledge Class. In addition, we are happy to welcome Brother Manny Madrid who transferred from Beta Theta Chapter of Creighton University.



John Lacy of Delta Tau Chapter at Indiana State leads the Indiana State Marching Sycamores in cheers at ISU's football games.

Our professional program was highlighted by Guest Lecturer Frank Kilkenny from Peat, Marwell, Marwick, and Mitchell, the largest of the Big Eight Accounting Firms, and by a tour of the Budweiser Brewery in Newark. We would like to commend Brother John Kennelly for an outstanding professional program.

Zeta Eta Chapter fielded strong teams in the Greek Council Basketball League and in the Fraternity Olympics, under Brother Al Gill as coach.

Social Co-Chairmen David Harris and Chuck Richards ran a highly successful raffle to raise money for chapter expenses, in which a basket of cheer was given. There was also a highly enjoyable trip to the new Meadowlands Sports Complex Race Track, where the Brothers learned much about economics.

We would also like to congratulate Brother Salvatore Castellitto for his stellar performance as part of the Saint Cecilia Chorus Concert of Handel's "Solomon" at Carnegie Hall on December 19. —PASQUALE DE ANGELIS

ST. JOSEPH'S

ZETA PI CHAPTER at St. Joseph's College continues to be the most active organization on our college campus, under the leadership of President Tony Mullen. Back in July, when the college celebrated its 125th Anniversary, the Brothers volunteered to assist in the event, which was attended by about 700 people, including Princess Grace of Monaco, and

Father Arrupe, the Father General of the Jesuits.

Since the beginning of the academic year, the chapter has been busy with such professional events as a tour of the Living History Center in Philadelphia, most appropriate in this Bicentennial year. We've had many lectures and films for the benefit of the Brothers and the students of the college: Emmett Fitzpatrick, District Attorney of Philadelphia; Representative Robert Edgar, 7th District of Pennsylvania; Samuel McKell, President of the Philadelphia Inquirer; as well as sports highlights films. In the future are arrangements for our Seventh Annual Professional Leadership Awards Dinner. All this is under the direction of Professional Vice President Jack Kelly and Chairman Bill Dolan.

In the community, the Zeta Pi Chapter was actively involved in a campaign against leukemia in October, when a benefit football game was played on campus, with many local celebrities attending. The Brothers are still donating blood for the National Hemophilia Foundation, as well as providing outings for kids in local orphanages, and visits to homes for the aged. Also, a few Brothers are broadcasting local news on a radio station for the blind. Thanks and congratulations to Brother Al Kemery, community chairman, and Brother Frank Bickert, chairman of the blood drive.

Socially, the Brothers are more active than ever under the efforts of Social Chairman Bob Mohan. His originality and planning have produced successful events like a hayride, a Hawaiian luau, and others like beef and beer, and boathouse parties for the Brothers and

for the students of the college.

For the second time in six years the Zeta Pi Chapter hosted the Mideastern Regional Conference, this year at the Marriott Hotel in Philadelphia. Under the direction of Treasurer Tom DiClemente and Regional Conference Chairman Jerry Bridge, the chapter rose to the occasion and did a fine job.

Good news/bad news: The bad—Zeta Pi Chapter lost our chapter advisor Richard George; the good—Mr. George was appointed Dean of the Evening College at St. Joseph's. Congratulations and good luck to one of our chapter's Founding Brothers. More good—Rush Chairman Mark Slattery headed a successful program which yielded six pledges, who have come to learn why Delta Sigma Pi is an asset to a student's life, and what it does for the college and community.

—ROBERT SCHUSTER

DUQUESNE

THE THETA RHO CHAPTER at Duquesne University has completed a highly successful Bicentennial Year and is well on its way to earning 100,000 points in the Chapter Efficiency Index.

An excellent fund raising program is the basis of our success. Our semester book exchange, monthly hot dog sales, and Pledge-Brother Old Stock raffle earned well beyond our expectations.

Athletically, the Deltasig football team was very competitive in the tough Independent League at Duquesne. A high scoring offense and a stingy defense paved the way to a great season. Also, we now have a potential professional tennis star in the undergraduate chapter.

Our Fall professional program was highlighted by a fabulous tour of the Pittsburgh Office of Price-Waterhouse and Company Accountants. Also, we had a very informative income tax seminar with H. and R. Block Company, and an outstanding speaker from Duquesne Light, Inc.

Academically, the overall chapter grade average was again well over the business school's average. This was emphasized as a chapter Brother was elected as president of the honorary fraternity, for the third consecutive year.

Finally, the chapter carried their success into the Duquesne University Muscular Dystrophy Dance Marathon. A unified effort by the Brothers raised the most money, ever, by any organization in the Business School.

Therefore, the Brothers of the Theta Rho Chapter wish all chapters of Delta Sigma Pi a prosperous beginning to the third century of American history. —JOHN LEVITSKE, JR.

MIDEASTERN REGION

Not Reporting

Rider
Rutgers
Shepherd
LaSalle
Philadelphia Textiles

SOUTH CAROLINA

BETA GAMMA CHAPTER at the University of South Carolina elected new officers for the Fall semester 1976. They are as follows: Jim Miller, president; Ben Holder, senior vice president; Frank Dalton, vice president of pledge education; Jeff Turnage, vice president of professional activities; Hope Player, secretary; Edwin Platt, treasurer; Lydia Brandon, assistant treasurer; and Joe Watts, chancellor. The activities for the semester began with a pledging ceremony for all prospective members. Various speakers, including Charles "Pug" Ravenel, and tours of the South Carolina National Bank Computer Facility, the South Carolina Law Enforcement Division Headquarters, and South Carolina Electric and Gas, added emphasis to the professional aspect of the chapter. Among the social activities was a joint party with Beta Alpha Psi, the professional accounting fraternity, and a planned ski trip for January. The Brothers of the chapter also sponsored a candidate for Homecoming Queen, Miss Ellen Nelson, who made first runner-up. To raise money, the Brothers worked as poll watchers in the November presidential elections, and held several car washes. In intramural sports, Ben Holder and Patty Jehl won the mixed doubles division in tennis, and Frank Dalton won the foul shooting title in basketball. Also, Glenn Brown and Frank Dalton placed second in horseshoes competition, and Edwin Platt and Ben Holder made the finals in the independent tennis competition. The Brothers are looking forward to a great Spring semester 1977 and wish the best of luck to all other undergraduate chapters.

—LYDIA J. BRANDON

VIRGINIA TECH

ZETA UPSILON CHAPTER at Virginia Tech has been exceptionally busy since the beginning of the school year. All of the members are working to make this year one of the most successful in the history of the chapter. By holding numerous hot dog sales, our chapter has been working toward financial stability in order that activities such as combo parties and improvements to our house may be continued. A return to Smith Mountain Lake for our annual Spring Blast is also in the planning stages.

The social activities of the last months of 1976 were highlighted by the Homecoming weekend parties and a special party in November at which we jointly celebrated Founders' Day and the 10th anniversary of the chartering of Zeta Upsilon Chapter on November 19, 1966. Happy hours were held on several occasions to encourage the participation of Faculty Brothers in the affairs of the chapter. The chapter officers for the current school year are: Bill Nash, president; Paul Rowan, senior vice president; Mike Guida, vice president of pledge education; Frank Martinez, assistant pledge-master; Shirley Stout, vice president of professional activities; Sheryl Coury, treasurer; and Patricia Oakley, secretary.

In the professional area, special thanks go to Sister Mary Radford for her work in arranging for a representative of the Snelling and Snelling Employment Service in Roanoke to come and inform us of ways to improve one's chances of finding a meaningful



Chapter Consultant Dan Dufala, Executive Director Ben Wolfenberger, Norma McMahon, and Mideastern Regional Director Harry McMahon during the banquet at the Mideastern Regional Conference in Philadelphia in October.



Alpha Gamma Chapter members from Penn State won the attendance award at the Mideastern Regional Conference in Philadelphia in October.

job. Also, the chapter is anxiously awaiting the upcoming speeches by various Faculty Brothers. Athletics have traditionally provided Zeta Upsilon Chapter an opportunity to show its unique Brotherhood along with a great deal of athletic talent. This year will be no different as we field intramural teams in co-rec flag football, men's and women's basketball, and men's, women's, and co-rec softball.

All of these activities, along with several others, will help us toward our ultimate goal of 100,000 points in the Chapter Efficiency Index.

—THOMAS WALK

MADISON

IOTA KAPPA CHAPTER at Madison College was involved in a clean-up drive of Harrisonburg, Virginia. This drive was part of National Pitch-In Week, and the Brothers aided the town with a trash dump as well as street cleaning, and litter bag distribution. The drive was very successful, and the town members showed their appreciation by offering food and drinks for the workers.

This Fall's pledge class was one of the best the chapter has ever had. The 11 member group completed two projects with another



October 31, a night of pranks and pranksters. This was one decoration made by Zeta Pi Chapter at St. Joseph's for the Monte Carlo Party on October 31, at the Mideastern Regional Conference in October.



Members of Iota Kappa Chapter at Madison College "pose" after the Pledge-Member Football Game at a chapter picnic.

planned for the future. All the Brothers are quite pleased with their results. On November 6, we had a picnic, with the pledge-brother football game as one of the highlights of the day. The chapter also celebrated Founders' Day at this occasion. During the weekend of October 16 and 17 many members of the fraternity attended the Regional Conference held in Richmond. The event was fully enjoyed by all who attended, and the

ideas they received will benefit the entire chapter.

The first annual Homecoming party was a success. It was great to see that the alumni's interest in the chapter was still as strong as it was when they were undergraduates.

This year's professional activities have been of great interest to the Brotherhood. We have had many speakers concerned with the Management-Marketing field, and a field trip to visit an accounting firm. Our big money-making projects are the selling of Master Charge plates and resumes. The sales are going well, and the Brothers are looking forward to large profits.

The Brothers of the chapter are involved in many of the school's activities. Both socially and professionally we are becoming a very unified Brotherhood, and extend a standing invitation to any member wishing to visit and take part in our activities.

—RONALD C. DEVINE

SOUTH CENTRAL REGION

Not Reporting

Tennessee
North Carolina
East Tennessee State
Virginia Commonwealth

TAMPA

EPSILON RHO CHAPTER at the University of Tampa got off to a very good start. On September 17 the chapter held a smoker featuring a guest speaker from Eastern Airlines. Mr. George Tribble gave a very interesting talk on "Marketing in the Airline Industry." On September 30 our initiation of pledges took place with both men and women in the pledge class. Initiation to the Brotherhood was held November 7.

The Brothers of the chapter were proud to co-host the Area Conference in Tampa, held October 23. The conference featured leadership workshops on recruiting, professional activities, chapter management and pledge education; also a working lunch.

Other professional activities for the Epsilon Rho Chapter consisted of a guest speaker, Mr. John Piazza, Marketing Manager from Exxon, tours of Florida Steel, General Telephone and Westinghouse.

The Brothers closed the semester with a semi-formal party, a farewell to the semester.

—MARIA S. DAVY

GEORGIA SOUTHERN

EPSILON CHI CHAPTER at Georgia Southern College went river-rafting Spring quarter down in Florida. We ended the school year with the annual Delta Sigma Pi-faculty softball game and picnic. The Deltasigs squeaked past the faculty, 14-13, in a thriller.

Fall quarter saw the chapter touring the Georgia Ports Authority in Savannah on October 30. We made a day of the outing, enjoying a picnic lunch and visiting historic Fort Pulaski.

A successful Fall quarter rush and the ensuing pledge period came to a close on November 19, with a Founders' Day/Initiation Banquet. Featured speaker was Mr. Tom Perdue, Administrative Assistant to Governor Busbee of Georgia. Initiation ceremonies followed on November 20, for eight pledges

and one faculty member.

Projects during the quarter included a car wash and the always successful "Slave Day" when the members work for the faculty of the School of Business. —CAROLYN E. JOHNSON

FLORIDA ATLANTIC

ZETA PHI CHAPTER had a pretty busy Spring quarter last school year. We had a successful rush picnic during which all who attended enjoyed volleyball and softball, and four new Brothers were brought in. Two other picnics were put on during the quarter bringing all the Brothers together with their wives and girl friends to have a good time and to socialize. In our annual Alumni vs. Brothers softball game, the Brothers won a close battle with the alumni putting up a good fight. Our intramural softball team finished in first place in our league, but was later beaten in the final championship game. Zeta Phi Chapter ended the quarter with a very nice banquet at Streb's South. We later ushered at the Spring Commencement exercises.

Activities for the Fall quarter included a Founders' Day party, a banquet celebrating our 10-year chapter birthday, and a picnic for teenage boys from the Big Brother program. Two tours were also planned with the Coca-Cola Bottling Company and Modcomp.

We are glad to hear that alumnus Brother John Cavallaro is recovering well from a recent operation. Also, congratulations to Brother Harry Heath for the adoption of a little girl.

—JOHN DIERKER


TROY STATE

ETA KAPPA CHAPTER at Troy State University is well under way toward making 1977 a good year for our chapter. Fall quarter of 1976 ended on a positive note with our chapter money-making project being a success. The "3rd Annual Delta Sigma Pi Turkey Shoot" not only enhanced our financial situation, but offered us a great opportunity to work together as a close Brotherhood. In addition to the turkey shoot, we held a raffle which also contributed to our financial success.

Our professional program for the quarter was highlighted by the presentation of Mr. Robert Barrs, a regional sales director of Eastman Kodak Company. Mr. Barrs' presentation was entitled "What's Wrong With the American Economic System?" The talk was given in a humorous fashion which offered the audience entertainment along with an insight into America's economic problems. Our chapter looks to the future for many more professional speakers of the outstanding quality of Mr. Barrs.

With the election of Brother Frank Baugh to the position of CEI Chairman, we expect a successful year in attaining a high position in the Chapter Efficiency Index. We expect to achieve this ranking by maintaining a well coordinated program in all five categories of the Chapter Efficiency Index. With the present attitude of our Brothers, we share a high ambition in this aspect of chapter life.

Social activity for our chapter included a Homecoming Party here at the University. We were honored by the presence of many of our chapter alumni. This social function was enjoyed by all, thus emphasizing the well-rounded participation by our members—not




WHY GO IT ALONE?

It's tough to make it in
business as a loner so why
try to do it in school . . .

When you can go with Delta Sigma Pi.

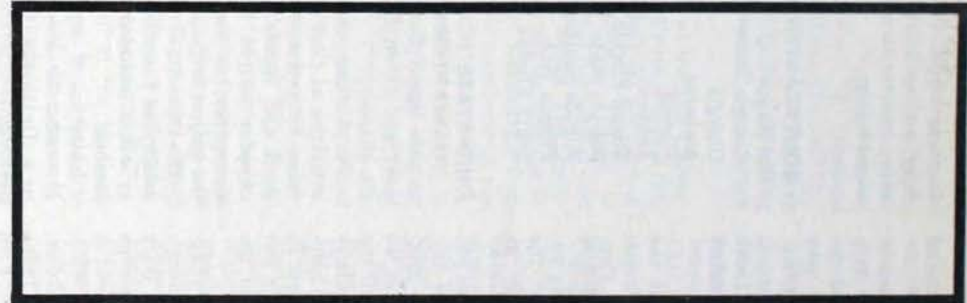
Fraternities offer friendship and
the experience of working with others.
Deltasig offers more, for you as a



business Fraternity.

Why not spend your undergraduate years in the Fraternity of business majors. And later as an alum enjoy friendship with many other Deltasigs throughout your career.

**GO WITH
DELTA SIGMA PI.**



only professional activities, but in social functions as well.

As we look forward to 1977, we expect to have an outstanding professional trip Spring Quarter. As of yet we have not decided on our trip's destination, but have many excellent prospects. Eta Kappa Chapter would like to wish all other chapters success in one of the great years for Delta Sigma Pi.

—WAYNE ALLAN ROBERTS

WEST FLORIDA

THE ETA UPSILON CHAPTER at the University of West Florida celebrated Founders' Day at the Shoreline Towers Condominiums in Destin, Florida. We were very fortunate this year in obtaining a newly appointed United States Federal Judge, the Honorable Robert Leonard Congeyer, Jr., as our speaker.

As one of our fund-raising projects we run a book exchange for the students of our university. We feel that we have not only profited financially from this operation, but we are becoming more widely known by all the students of the university and especially those in the business fields. We are also helping as advisors with Junior Achievement in our community. We hope this will help our chapter become more known outside of the university.

We have elected as the officers for our chapter the following: David Fike as president, Dan Adams as senior vice president, Gary Kemp as vice president in charge of pledge education, Mary Clayton as vice president in charge of professional activities, Gary Whitmore as secretary, Tom Sayre as treasurer, Mike Boyle as Chapter Efficiency Index chairman, Rick Kemerer as chancellor, Pam Lewis as historian, and Sandy Williams as social chairman.

As always the Eta Upsilon Chapter of the University of West Florida is looking for ways to grow and improve in the future.

COLUMBUS

THETA MU CHAPTER has been rebuilding and continuing the climb to build up our membership. We have several chapter firsts, two of our Brothers were honored by the military, Brothers Alvin Leonard and Jeffery Gilbert receiving the AUSA Award for being in the top 10 per cent of their ROTC classes. We co-sponsored Marketing Day with the business department of Columbus College. Our chapter president is Sharon Bodnar and we also have Linda High as treasurer which may possibly be firsts for Delta Sigma Pi. We reached a new high on CEI points for the past year which indicates that we are climbing the ladder toward success. We have increased our lifetime members by two, Brothers Bill Spence and Fred Masci. The chapter awarded our scholarship key to John Lockhart, and Professor of the Year award went to Ron Klein, presented by last year's honoree Doctor William Hamilton. The future looks good as the chapter is seeking membership from the lower classes and it will allow for longer membership before graduation. The chapter faculty advisor is now Ric Moore who is doing an outstanding job at the present time. The chapter has two professional events per quarter and this enhances chapter exposure to the Columbus

business world. Our chapter is small, but busy, and we initiate four to seven pledges every quarter to maintain and increase our membership.

—WILLIAM C. SPENCE

SOUTHEASTERN REGION

Not Reporting

Georgia State
Georgia
Alabama
Florida
Auburn
Miami-Florida
Florida State
Florida Southern
Florida Tech
South Florida

OHIO STATE

NU CHAPTER AT Ohio State University is once again flourishing, due to the hard work and determination of the Brothers of the chapter.

The Autumn of 1976 saw a full slate of activities at Ohio State. Included were lectures by representatives of City National Bank and Wendy's International. Also, the chapter toured the Columbus Dispatch newspaper, as well as Riverside Hospital, the largest hospital in Ohio.

The Ohio State chapter of Delta Sigma Pi celebrated Founders' Day with a get-together which included the Alumni Club of Columbus.

Initiation of new members was held on November 19. We are looking toward these new Deltasigs to help with our goal achievement in the future.

A special note of thanks from the Brothers of Nu Chapter to the Columbus Alumni Association of Delta Sigma Pi for their help and interest in our fraternity.

—DOUGLAS K. HERR

OHIO

ALPHA OMICRON CHAPTER at Ohio University is planning to have another successful year. Last year we earned 100,000 points in the Chapter Efficiency Index. We



Ellen Nelson, sponsored by Beta Gamma Chapter at South Carolina for Homecoming Queen.



Members of Alpha Gamma Chapter at Penn State gather in the Business Administration building for a professional program.

were also successful in our recruiting of high school students for Ohio University.

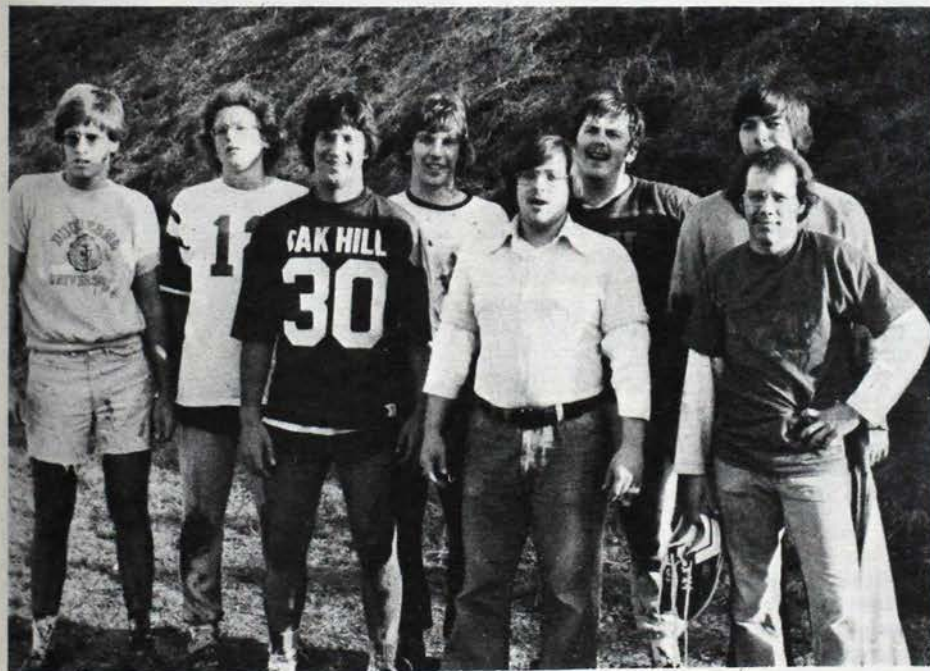
Some of our members attended the Regional Conference in Cincinnati. They are our President Dan Brooks, Senior Vice President Eric Cordrau, Chapter Efficiency Index Chairman Mickey McCord, Treasurer Dave Westlake and Secretary Desi Mayer.

We have a large size pledge class of 16 to give us the strong foundation needed for another successful year. We also have a new Chapter Advisor, Mr. Jonathan Reiff, a professor of Business Law.

We have several tours already planned for this year. On October 29 we visited Imperial Glass. Our big trip for the year will be to Washington, DC, in early April, where



Sally Krusing, president of Beta Eta Chapter at Florida, "pours" for a group of Deltasigs at an impromptu gathering of the chapter.



The Theta Rho Chapter Intramural Football Team at Duquesne. Left to right are Mike Zetwo, John Radvansky, Steve Sherman, Don Buzas, John Tamiggi, Kevin Braun, Bob Cairns, and Tom Clayton.

among other things we will be touring the Department of Commerce. We are very interested in getting together with other chapters in the area. Those interested please contact us at: Room 5, Copeland Hall, Ohio University, Athens, Ohio 45701.

We at the Alpha Omicron Chapter wish all our Brothers a successful and rewarding year.

—EDWARD P. NEMEREVER

INDIANA

ALPHA PI CHAPTER at Indiana University launched an extensive rush program this semester after losing nearly 50 per cent of the fraternity to graduation. Thanks to initial guidance by President Alan Baker and continuing leadership by Senior Vice President Larry Smenyak, the chapter inducted 31 students into our Associate Membership Program. Along with our new membership, the Brothers of the chapter selected Dr. John A. Boquist, Assistant Professor of Finance, to replace Dr. Daniel W. DeHayes as our Faculty Advisor. Dr. DeHayes was appointed Chairman of the M.B.A. Program of the Graduate School of Business and was forced to step down as our advisor.

Our professional program is well underway. Brother Timothy Vetang, Vice President in charge of Professional Events, has arranged for numerous speakers from various fields of business, including Wayne Overturf of Merrill Lynch, Pierce, Fenner and Smith Company; Tom Hudson, (Director of International Trade) Indiana Department of Commerce; and James Carroll of the Eli Lilly Endowment. In addition, we had a field trip to Jasper, Indiana, and were given a warm reception by Kimball International.

The associate members also arranged for a member of the Indiana Pacers Basketball organization to speak to us. This fulfilled part of their pledgeship obligations which also included a community project, a fraternity

hayride, and a mass campus bakesale, all of which came off very smoothly and with great success. Brother Randall Dalton, Vice President in charge of Associate Member Education, did an excellent job in preparing our new members for entrance into the chapter.

The Deltasigs of our chapter are anticipating as great success as we have already had. The Brothers are very enthusiastic and hope to maintain our chapter's reputation of excellence both with the Grand Chapter and the I.U. School of Business Administration.

—ROBERT S. MERMELSTEIN

MIAMI-OHIO

A VERY ACTIVE Alpha Upsilon Chapter reluctantly closed the past semester even though we were all looking forward to winter vacation. It seemed we were all trying to stretch the semester out longer, down to our last get-together for the year. This was because we knew that we were going to lose a fine group of leaders in our outgoing officers.

We finally had to say good-bye to our officers and welcome in the new ones. Guiding the chapter as well as our past officers did will not be an easy task. We thank Jim Holthus, president; Ken McCune, senior vice president; Steve Englebrecht, vice president of professional activities; Mike Walsh, vice president of pledge education; Dillard Feltner, secretary; Tom Everhart, treasurer; Edgar Bennett, chancellor; Chris Kuczek, historian; and Scott Feldmaier, Chapter Efficiency Index chairman, for putting in long hours and showing endless enthusiasm towards guiding and improving Alpha Upsilon Chapter this past year.

Our professional program again gave us an excellent selection of speakers and tours. Highlights were a trip to Meier's Wine Cellar in Cincinnati, and a talk by our Professor of the Semester, Harry C. Lyle. At the East Central Regional Conference in October we assisted with registration, and those Brothers who attended agreed that it was an event not to be missed. With Grand President Bill Tatum in the area from California for the conference, Alpha Upsilon Chapter was honored to have him as Headmaster for our pledging ceremony held October 24. We had 16 pledges for that ceremony, and his visit to Alpha Upsilon Chapter will certainly not be forgotten, especially since the pledges were honored to receive their pins from the Grand President! With these pledges now active, our membership has gone over 75!

Our new advisor, a great guy named Skip Schulte, has helped us tremendously. Our social activities will be hard pressed to match last semester's. Our athletic prowess should continue, especially in basketball. Overall, we are looking forward to a very good semester.

Again we want to thank The Central Office staff for their excellent help. We also extend to all Deltasigs a wish for continued success in the new year.

—GARY J. SHOWALTER

KENT STATE

A FULL AGENDA of events awaited the Brothers of the Beta Pi Chapter as they returned for Fall quarter. With the term only two weeks old, the Brothers visited Alpha Chapter at New York University. Included in our visit were tours to the New York Stock

Exchange, World Trade Towers and the IBM Center. Also planned for the professional scene are numerous movies and speakers.

Last year, the Brothers undertook the task of creating a system of selecting the Professor of the Year in Business. Our first winner was Dr. Paul Pfeiffer who was given his award at our Fall Semi-Formal held in November. Also plans were made for the Brothers to attend the Regional Conference held this year in Cincinnati on October 22-23.

Among our initiates for Fall quarter was our Faculty Brother Mr. Edward Logelin. He is the retired Vice President Midwest of U. S. Steel and currently the Goodyear Executive Professor at Kent State. —GERALD J. ALLEN

INDIANA STATE

DELTA TAU CHAPTER of Indiana State University is still taking care of business. Our Fall rush functions were an extreme success. We had Edward Goebel, the Dean of the School of Business, speak at one of our rush functions. Presently, we have 15 good pledges, which almost doubles our current membership.

We have had several outstanding speakers from the Terre Haute community speak for some of our professional activities. We have learned a substantial amount of information from these community leaders. During the Summer, the Brothers got together and remodeled our lodge. Homecoming this year was a great success, many of our alumni returning to celebrate homecoming.

Concerning our tours, this year we have visited the Schwinn Bicycle Company and E. Bierhaus and Son Warehouse, a food wholesaler. Many more trips are scheduled in the future. As for athletic events, we evened the score against Epsilon Omega Chapter in a game of football which we won 28 to 7. Recently several of the Brothers of the chapter experienced three days of strong Brotherhood at the East Central Regional Conference in Cincinnati, Ohio. These Brothers have been sharing their new knowledge and experiences with the other Brothers who were unable to attend the conference. —WEBSTER N. SMITH

WEST LIBERTY

DELTA OMEGA CHAPTER at West Liberty State College is proud to announce that for the second year in a row, we have co-sponsored the winning candidate for Homecoming Queen. Miss Joann Gagich was crowned on October 23, as the football team went on to an impressive victory. We Deltasigs surely can pick the beauties!

At our recent initiation, three men were initiated into Delta Omega Chapter. We expect these new Brothers to help us improve our chapter's efficiency considerably. Among the new Brothers is 4'6" Scott Lewis. Scott, being the shortest person on campus, was honored and encouraged when Bob Cook, president, asked him to join Delta Sigma Pi. Scott stated, "To be respected for your capabilities, other than physical, is, indeed, encouraging in this early stage of my life". Let us all be open-minded when it comes to human beings who are different from us in the least little way. The results can be overwhelming. —ROBERT BREITINGER

BALL STATE

EPSILON XI CHAPTER at Ball State Uni-



Speakers, left and center, from H. & R. Block participated in an Income Taxes Seminar sponsored by Theta Rho Chapter at Duquesne. At right is Vice President for Professional Activities Don Buzas.

versity began the 1976-77 school year with its very successful beer can sign sale. The sign sale is the chapter's annual beginning financial project and has been very successful in getting the chapter off to a good financial start. As far as activities of the chapter go, Epsilon Xi Chapter has kept fairly active so far this year. Professional activities include tours of the Muncie airport, Warner Gear of Muncie, Guide Lamp Division of General Motors, and a very interesting one at the corporate offices of Ball Corporation in Muncie. A number of speakers have also addressed the chapter.

Six new members were initiated into the fraternity in November, which pushes the present chapter membership to 45 Brothers. These new initiates could prove very important to our chapter as the school year winds down.

The Deltasigs here were represented in the annual Ball State homecoming parade on October 16. The Chapter Sweetheart, Jeanine Hamm, rode in the fraternity car around the parade route. President Grant Porter and three other Brothers attended the East Central Regional Conference in Cincinnati, October 22-24. Their report to the chapter was very beneficial.

Plans are underway for our annual Winter Banquet to be held in February. All interested alumni are asked to stay in contact and urged to attend if at all possible.

—BILL PARKER

BOWLING GREEN

THETA PI CHAPTER began the school year by initiating nine enthusiastic pledges to participate with the already determined members. Spirits are high and we are well on our way to earning 100,000 points in the Chapter Efficiency Index this year. Our inspiration continued at the same level for both

the chapter Halloween Party and the football game with the faculty, which eventually ended downtown. Similar to last year's baseball game the faculty was again victorious. Come on, Deltasigs!

Our professional activities this Fall included a trip to Goodyear in Akron where we had an interesting tour through the plant and saw the procedures involved in making tires. Other tours were to the Toledo-based companies, Dana and Andersons. Managerial and marketing aspects of the companies were discussed at these tours.

The success of last year's coupon book sale has encouraged us to do it again for one of this year's money-making projects. The valuable discounts offered by area stores will be a relief to the community as well as to the typical student who never has enough money. To help us spend our money, when or if we do get some, a stock broker from Merrill Lynch spoke in November and advised us on our future purchases.

We of the Theta Pi Chapter had a great Fall and have many plans for the new year, one being the Rose Formal which is a new event to our chapter. —CYNTHIA HAVENS

INDIANA—NORTHWEST

THETA PSI CHAPTER at Indiana University Northwest is once again on the path of another successful year and we wish to send out our greetings to all fellow chapters across the country.

The advent of another semester marked the beginning of another pledge program. Headed by Senior Vice President Robert Taylor and Vice President of Pledge Education William Getty, together with an all-out effort by all the Brothers of the chapter, it resulted in the initiation of nine neophytes into the pledge program. A milestone was reached in our chapter's history as two female neophytes were part of this semester's pledge



Dick Watson of Delta Tau Chapter at Indiana State talks with prospective members during a recent recruiting function held by the chapter.



Rick Alterman, left, and Keith Klinger, accept a recognition award from Rev. Stanley of the American Cancer Society for which Delta Tau Chapter at Indiana State collected nearly \$1,000.00.



Chapter Consultant Dan Dufala leads a workshop at the Midwestern Regional Conference held in Oklahoma City in October.

program.

Our community spirit was felt as several Brothers participated in a local telethon for muscular dystrophy on September 6, 1976. President Dave Springman was very instrumental in our chapter's involvement.

Chapter projects to raise needed funds are being coordinated by Brother Jeff Jordan. Some of these projects include the sale of T-Shirts and the placement of lockers in the main hallway of the Student Union Building. Both of these projects are still in the planning stage.

Professional activities are being coordinated by Brother George Fonseca. Tours of one or two area firms and several guest speakers are being planned for the coming year.

The togetherness of Brotherhood is strengthened by social gatherings where good times are shared. This past Summer the Social Committee, headed by Brother Kurt Knutsen, sponsored a golf outing in conjunction with the Northwest Indiana Alumni Club, as well as a picnic. Serious planning was undertaken for a trip to the Old Oaken Bucket Football Game between Indiana and Purdue on November 20. Plans were also made for a dinner-dance in December.

As in the past, many members of Theta Psi Chapter are in key positions of responsible organizations at Indiana University Northwest. One of these organizations is the Student Activity Board where Brother Richard Ruzbasen is President and six of 12 members are Brothers. Vice President of the Student Government Association is Brother Robert Taylor and two of the Senators are Brothers.

The Northwest Indiana Alumni Club of Delta Sigma Pi is well established now. We would like to take this opportunity to wish them continued growth and prosperity for years to come.

We hope this will be a good year for Theta Psi Chapter and we once again hope to reach the 100,000 point level in the Chapter Efficiency Index. With the cooperation and hard work of all the Brothers we will achieve that goal.

—LEO J. VANHOY

EAST CENTRAL REGION

Not Reporting

Cincinnati
Western Kentucky
Akron
Xavier

ILLINOIS

UPSILON CHAPTER AT the University of Illinois completed the Fall semester boasting its usual full schedule of professional meetings, field trips, fund raising activities, and social activities.

Speakers from Coopers Lybrand, New York Life, Sara Lee, and the Board of Trade Clearing House discussed job possibilities, interviewing tips, and relevant industry news items with the chapter. In addition a contingent of 21 Deltasigs motored down to St. Louis to tour Anheuser Busch and the Chevrolet Corvette Sting-Ray assembly plant. Professional Vice President Isaacson refused to leave the plant without his own Corvette and had to be pried out of the driver's seat. The other Deltasigs pitched in and bought Larry a model Corvette until he could

afford to buy his own.

Since Upsilon Chapter initiated 58 pledges last Spring, we did not rush any more people during Fall semester. Our chapter felt that Fall semester should be a time where members got to know each other better before introducing any more new faces. However, plans are being laid for a January rush.

During the semester we showed films on three separate weekends under the leadership of Joe Trefzger. "The Three Stooges" shorts attracted another full house for the sixth straight semester. These movies serve as our principal fund raiser, although more organizations have begun showing competing films.

Brothers Mayle, Mitchell, and Popovich produced one of our finest Rose Formals ever at Century Twenty-One on November 12. Brother Perrino hosted a full house party to lead off the semester.

—LANE A. KRAMER

WISCONSIN—MADISON

PSI CHAPTER AT the University of Wisconsin-Madison initiated eight Brothers on September 5, 1976: Gerard Ballweg, John Dewey, Robert Dohm, Steve Erickson, Leslie Green, Wendell Kurtz, Steve Rossmeissl and Gary Tbbison. It is with confidence and high expectations that we look to these Brothers for help and assistance now, and in the future.

Psi Chapter hosted the Central Regional Conference in October. The Brothers of Psi Chapter enjoyed meeting and exchanging ideas with the Brothers of the Central Region and the representatives of The Central Office. The Deltasigs enjoyed the hospitality afforded by the Psi Chapter House for the Early Bird/Yellow Dog Initiation Party, and the hospitality of the Wisconsin coeds at the Regional Ball. Problems common to most chapters were constructively addressed and discussed at the conference. Successful Rushing and Fund Raising techniques were presented, as well as an overview of The Central Office operations. "Deltasig of the Year-1975" George Simkowski was the featured speaker. We hope the Brothers attending the conference enjoyed themselves and learned from this mutual experience.

Psi Chapter elected new Co-Advisors this semester: Dr. Richard Heins and Professor Robert Hansen. Both Advisors were undergraduate members of Delta Sigma Pi, and Dr. Heins is a member of Psi Chapter. Both faculty members have been active in their participation with us and we are confident that their contribution to our chapter will be productive and invaluable. Psi Chapter would like to congratulate these Brothers on their election as Co-Advisors.

Psi Chapter successfully co-hosted the Annual Student-Faculty Picnic with the School of Business on October 1. All the Brothers came out to soak in the Indian Summer Sun and the Free Beer. It was an excellent opportunity for the Brothers and the chapter to get good publicity and to talk informally with the professors.

Psi Chapter is well on its way to achieving 100,000 points in the Chapter Efficiency Index. Membership is strong, both in quantity and quality. The Blotter has raised over \$500 above the cost of printing. Our Chapter House is still the least expensive fraternity

on campus. Our dues include a Social Calendar that would rival the best of the Social Fraternities. Six football post-parties, a dual mixer with Theta Xi Chapter of Whitewater and the Halloween Masquerade Party have already been a success. We were very busy planning for a big Homecoming celebration. In conjunction with Homecoming was the 52nd Anniversary of the completion of the Psi Chapter House, and Founders' Day. Besides a busy social calendar, we plan on having seven speakers in fields ranging from Politics to Banking to Real Estate Law. We have already gone on one field trip, and another is planned for this semester. Psi Chapter is in for a continued productive, active and worthwhile semester.

—JOHN DEWEY

DE PAUL

SUMMER NEWS FROM Alpha Omega Chapter at DePaul University—we were able to round up the members three times: for our traditional end-of-June chapter picnic, for our annual "John R. Staib" picnic in July (a growing tradition), and our Summer Chicago White Sox baseball outing.

End of September back to school news reports a return "inspection" and tour of the Pabst and Miller breweries in Milwaukee. First-timers had the guidance of several veteran Deltasigs who have now gone three years in a row. In an effort to attract prospective businessmen, our chapter staged two memorable mixers; the first was with Alpha Sigma Alpha Sorority at the house of the legendary "Disco Johnny Chicago" Hayes, the second was with Rho Delta Pi Sorority at Kevin "Kowboy" Kwiatkowski's house. For our efforts we had 12 fine pledges who soon joined our ranks.

Highlighted sports news showed our Deltasigs to be in the fraternity football league playoffs, with first place within reach. Let that be a lesson to any social fraternity who views the athletic ability of a professional fraternity with skepticism. (Have we got a basketball team in the making!!)

Nine of our actives were able to get time off from work and studies to attend the Regional Conference in Madison, Wisconsin. An informative and interesting schedule of lectures and discussions was noted by all, and special thanks go to the "Psi Guys" of the University of Wisconsin-Madison for their Northern hospitality and well attended Early Bird Party.

Closing with our highlight, our fund raising dance (28th Annual Jarabe) was held October 29, with prizes being awarded for best Halloween costumes. To show the enthusiasm over this event, the Brothers were able to sell two and one half times more ad space than last year in our source-funding ad book. Here's hoping we top that with our Spring bash!!!

—TOM CARROLL

DETROIT

THE PAST FALL SEMESTER was one of many events and highlights for Gamma Rho Chapter. It began with the announcement that Brother Larry Yost had been elected President of the Student Council. His fine work in this capacity has brought much credit to our fraternity.

Returning to school last Fall was a pleasure because the downtown campus was



Members of Beta Gamma Chapter at South Carolina during a steak supper.

completely renovated. Situated in the shadow of the new Renaissance Center, one could feel the rekindled spirit of the City of Detroit, the University of Detroit, and our fraternity. During the renovation, activity was hectic and difficult to coordinate, but now the fraternity has returned to normal with new vigor and energy. Highlighting the new spirit was the Rush Program conducted by Dennis Ohm, Larry Yost and Bob Ogg, which resulted in the initiation of new Brothers on November 13.

The first social event of the semester was the annual hayride with undergraduates and alumni participating. Despite a cold rainy evening, a fair turnout was on hand. A square dance followed the hayride and a great time was had by all.

Santa Claus made his yearly visit to the children of the Brothers on December 19. The look in each child's eyes told us that the party was indeed a great success.

Our social calendar for the first term of the new year closed with a New Year's Eve Party at which the Brothers of Gamma Rho Chapter properly brought in the new year.

Future plans call for keeping the rekindled spirit alive and well, plus increasing the enthusiasm generated by the renovation and the new Renaissance Center.

The Brothers of Gamma Rho Chapter extend best wishes to all Brothers of Delta Sigma Pi and hope that the rest of the school year is as successful as the beginning.

—JOHN E. KWASNIK

FERRIS STATE

DELTA RHO CHAPTER in Big Rapids, Michigan, had a costume Halloween party on October 29. Refreshments were supplied by individual Brothers.

We achieved our goal of 100,000 points in the Chapter Efficiency Index last year. This was due to the great effort of all the Brothers. We are now planning our strategy to do it

again this year.

The Brothers sponsored a Happy Hour at the Alibi, a local bar, as the beginning of our Homecoming celebrations. We sponsored Sue Namel for Homecoming Queen this year. An alumni get together was held after the football game.

Our Open Smoker on September 21 produced 15 prospective Brothers. A Summer retreat was held in Grayling. The Brothers who attended had a great time.

The Central Regional Conference of Delta Sigma Pi in Madison, Wisconsin, promised to be an exciting experience. The meetings and mingling of thoughts and ideas were of great value to the Brothers and the chapter. We sent 16 Brothers to the Regional Conference.

—DAVID J. BEALER

NORTHERN ILLINOIS

ETA MU CHAPTER had a very good first semester. We initiated seven pledges to bring our chapter membership to 27. Part of pledging had to do with a community project. This project must serve the community in some way. Our pledges cleaned the trash out of part of the river that runs through town. Our fraternity name was printed in an article in the Northern Illinois University paper commending our efforts.

We have had several fund raising projects, the most successful of these being our annual Christmas tree sale. We have found selling Christmas trees to be very profitable and I recommend this idea to other chapters.

In regard to professional activities, we had guest speakers on marketing, advertising, banking, and on how to dress for success. We also went on several field trips.

We have also started a little sister program that is working out quite well. They have their own treasury, constitution, pledge class and initiation ceremony. We are very proud of all the girls.

—THOMAS W. LAKOWSKI



Members of Alpha Upsilon Chapter at Miami-Ohio during a picnic at nearby Hueston Woods State Park.

WISCONSIN-LA CROSSE

ETA RHO CHAPTER at the University of Wisconsin-LaCrosse directed Career Day on October 13. Representatives of 44 companies and government agencies talked with many interested students. The purpose was to provide an informal atmosphere for conversation about employment. The project was jointly sponsored by Eta Rho Chapter, the University Placement Office, Phi Gamma Nu, and the Women's Business Sorority.

The chapter conducted a record sale this past semester. The sale has become a semi-annual event with hundreds of records being sold each semester. The sale has been expanded to include the local technical institute and private college. The sale provides an excellent opportunity to promote Delta Sigma Pi and the work of its members.

The Brothers of the chapter celebrated Founders' Day with a tour and a football game. The tour was of Wick Homes, Inc., a pre-fabricated home builder. Theta Xi Chapter of the University of Wisconsin-Whitewater provided the competition for the football game.

At our recent initiation 10 undergraduates and two faculty members were initiated into Eta Rho Chapter. We are counting on these Deltasigs to help us achieve 100,000 points in the Chapter Efficiency Index. A large number of these points have already been submitted to The Central Office.

—RUSSELL D. CHRISTIANSON

CENTRAL REGION

Not Reporting

- Northwestern
- Loyola-Chicago
- Eastern Illinois
- Lewis
- Southern Illinois-Edwardsville
- Eastern Michigan
- Wisconsin-Whitewater
- St. Ambrose

MISSISSIPPI

THE ALPHA PHI CHAPTER began its Fall semester at Ole Miss with 30 members. Chapter President Dave Nelson expects about 20 more business students to pledge during the year. Topics discussed at the first meeting included pledging activities and prospective speakers for future meetings. John Watton, Chapter Consultant from the national office, was present for the September 14 meeting and his advice and observations were greatly appreciated by the chapter.

Our first guest in this semester's professional speakers program was Dr. Porter L. Fortune, Chancellor of the University of Mississippi. All students in the school of business were invited to hear Dr. Fortune speak on the problems that universities face in times of inflation.

The Alpha Phi Chapter at Ole Miss has plans for an active year and hopes all Deltasig chapters strive for greater involvement in the business community.

—ROBERT L. RAWLS

LOUISIANA STATE

BETA ZETA CHAPTER at Louisiana State University began the 1976-77 school year with the goal to achieve another 100,000 points in the Chapter Efficiency Index. After reaching this prestigious honor last year, the fraternity has developed a deeper sense of pride in the chapter and also in each individual Brother. With the initiation of five new Brothers, our chapter is constantly growing to remain one of the best chapters in the nation. Special thanks go to Senior Vice President Mark Ewing for his hard work and determination in obtaining a new office for the fraternity. The office is an important part of our chapter because it provides a gathering place for the Brothers to visit and talk with each other.

Our activities for the Fall semester included numerous informational and fun filled

gatherings. Our professional activities included several local and state government officials, such as Insurance Commissioner Sherman Barnard, Superintendent of Education Kelly Nix and Mayor-President W. W. Dumas. Parties before and after home football games highlighted our social program for the Fall. The Brothers celebrated Founders' Day with a tour of business firms in Birmingham, Alabama. We continued the celebration with a banquet following our formal initiation. The agenda included a social hour, dinner with a guest speaker and a cocktail party later on in the evening. A fishing and camping trip to Old River was the main activity in the honor of our chapter's birthday on December 7.

The Regional Conference in Jackson, Mississippi, gave Beta Zeta Chapter an opportunity to meet new Brothers and exchange ideas with other chapters. The numerous meetings and speeches were informative and inspiring. The experiences and ideas from the Regional Conference will help our chapter to achieve its goal of 100,000 points for the second year in a row. —RANDAL C. ARCENEAUX

LOUISIANA TECH

BETA PSI CHAPTER resumed activities after the Summer break with a welcome-back party during the first week of the Fall quarter. Professional activities and rush headlined our calendar during the first part of the school year.

Various professional activities have been held, including several speaker meetings and a tour. The paper and bag producing plant of Continental Can Company in Hodge, Louisiana, was toured during the Fall quarter. The first speaker of the year was from IBM. New systems and projects of IBM were shown through several films. Speakers from General Electric and Merrill Lynch provided informative and provocative programs to the chapter, also.

As our service project, Beta Psi Chapter entertained the children of Ruston State School with a Christmas party. The children were given gifts and served refreshments and entertained by our own Santa Claus.

Fall Rush proved to be most fruitful with the introduction of a two-step program developed by Senior Vice President Jimmy Sledge and his assistants. More time was available which fostered clear and sound presentations to be made by the chapter and received by the rushees. The Fall class of 29 members proved to be a truly blue chip Associate Member class.

After the Tech-McNeese football game played on the Tech campus, the Brothers of Eta Tau Chapter of McNeese State University were hosted by Beta Psi Chapter at a party. All the Brothers from both chapters enjoyed Brotherhood and armchair quarterbacking at the party, which was held at Chancellor Hudson Akin's home.

Beta Psi Chapter trusts that all Brothers had a merry holiday season and wishes everyone a successful year. —LANE WILLIAMS

MISSISSIPPI STATE

GAMMA DELTA CHAPTER at Mississippi State University began its year by organizing and emphasizing the duties of the officers, members, and chapter as a whole. We

voted unanimously for an instamatic camera and film for use by the historian to make the scrapbook more reflective and useful. Our Vice President of Professional Activities has diligently planned a semester of informative plant tours and dinner speakers.

We had a very good rush last Fall. With a table set up in the business hall foyer, we attracted a crowd of about 65 to our Fall rush party. From this large group we pledged 28 enthusiastic and alert associate members at a dinner party with a local Savings & Loan Bank officer as guest speaker. This gives us a total of 50 members.

Recently in the annual yearbook-sponsored beauty pageant, Delta Sigma Pi sponsored two pretty coeds. One of these, Jan Mason of Edwards, Mississippi, was a semi-finalist in the pageant out of a field of 115 contestants. We were very proud and honored.

This year our chapter officers are Frank Sudduth, President; Alan Senter, Executive Vice President; Don Whitmire, Vice President of Professional Activities; Curt Osiek, Treasurer; Robert Everitt, Chancellor; Lynn Newsome, Secretary; Tony Kilgore, Historian; and Belinda Palmertree, CEI Chairman. With this host of hard working officers, this year promises to be a very good one for Delta Sigma Pi here at Mississippi State.

—ROBERT A. EVERITT

MEMPHIS STATE

GAMMA ZETA CHAPTER celebrated the chapter's birthday with its annual Las Vegas Party. "The Gamma Zeta Gala", held in April this year, is a tradition at Memphis State and is a good money-raising project for the chapter.

On August 21, Gamma Zeta Chapter held their annual mid-South 5-Mile Classic, a five mile cross country event, sanctioned by the AAU, which was held at Overton Park. The third year race had 180 runners from over seven states and 14 universities. Contestants ranged in age from a seven year old girl (who finished!) to a 51 year old man. The race helped to raise funds for a donation to the Jerry Lewis Muscular Dystrophy Telethon. The Gamma Zeta Chapter would like to extend special thanks and appreciation to Shields Hood, an alumnus, for his outstanding contribution to the chapter. Shields originated the idea three years ago and is responsible for its success. Thanks again, Shields.

Special events include a Halloween Party and Bonfire and the "Seventeenth Annual Techniques of Interviewing". The Halloween Party was held at President Waive Ratliff's home and was a lot of fun. The "Interviewing" seminar is a program designed to help upperclassmen from throughout the university prepare for an interview upon graduation. Business leaders throughout Memphis speak at the program and attendance is usually around 250-275 students. Gamma Zeta Chapter wishes the best of success to all Brothers in the remainder of this academic year and those ahead.

—WAINE RATLIFF, JACK TUCKER

SOUTHERN MISSISSIPPI

GAMMA TAU CHAPTER is looking forward to what may prove to be the most exciting and active year of its recent history. In September the majority of the Brothers of



Eric Schneider, Steve Hicks and Dick Watson of Delta Tau Chapter at Indiana State are surprised on Senior Day when Mike Flak "rocks the boat".



Bill Quinn and Glenn Brown of Beta Gamma Chapter at South Carolina pause momentarily during the chapter's steak supper.

the chapter attended the Regional Conference in Jackson, Mississippi. While there, the workshops, the conferences, the speakers, and especially the association with Brothers of other chapters, all blended together to send the membership home with a new zeal and enthusiasm for the fraternity.

While at the meeting, the Brothers kept an appointment with the Grand President, our own alumnus Brother Bill Tatum. He accompanied us back to Hattiesburg for a week-long visit with his chapter and many friends at his alma mater. We were quite honored throughout that memorable week. Brother Tatum spent several hours on two different nights discussing our outlook for the future, our strengths and weaknesses, and areas for development. That very same week we were further honored by a visit from Brother Michael J. Tillar. He worked with the chapter officers on some of their areas. Brother

Tatum and the active Brothers witnessed the pledging of 20 pledges, including Gamma Tau Chapter's first female pledges. The big week ended with the dedication of a new stadium here at the university, with the Deltasigs filling up more than 50 seats (Brother Tatum took two). Although the team didn't fare well on the field, the Gamma Tau's celebrated the coming year at the home of Brother (Dr.) Tom Smith. Brothers from the chapter at Loyola and Ole Miss were present, also. Thanks are in order to Brothers Tatum, Tillar, and Smith for making that week successful.

On October 13, Gamma Tau Chapter visited the plant of the city's largest employer, Hercules, Inc. Mr. B. K. Knight of the firm's management team was our host. He discussed the company's labor relations department, processing of their primary lines, and other topics associated with the manage-



Past Grand President Tom Mocella "relaxes" those in attendance at the Madison, Wisconsin, Central Regional Conference held last Fall.

ment of the local plant.

Also, on the evening of October 13, the Deltasigs enjoyed a meeting and coffee with the Hattiesburg Jaycees. Meetings like this help the Brothers in meeting that part of the purpose which calls for good, sound working relations with the civic and commercial communities.

Our new officers include: President Steve Webb, a senior in real estate. Steve says that Gamma Tau Chapter will again reach 100,000 points in the CEI and make more improvements than it has in several years; Senior Vice President Bill Kelley is an accounting senior, as is Vice President for Professional Activities Ace Hatton; Vice President for Pledge Education Don Parry is an accounting junior; Ed Hetherington, secretary, and Bob Lizana, treasurer, and Sam Johnson, our new chancellor, are all accounting seniors; CEI Chairman John Culpepper, another senior accounting major, claims that we will definitely hit 100,000 points this year; Social Chairman Xerxes "Zerk" Herrington is a senior in industrial management; Athletic Director Andy Wright is a junior in accounting; Historian Jerry Yeiter is a senior in accounting; the DELTASIG Correspondent is Paul Fields, a senior in personnel management; Dr. Tommy Harris, an accounting professor, is our new advisor, and Dr. Tom Smith, a marketing professor, is still with us, also, as our other advisor.

Gamma Tau Chapter looks forward to their 26th year of working, learning, and socializing with each other. The Brothers extend a hearty welcome to any Brother of another chapter to drop in and visit any time you're here or nearby.

—PAUL FIELDS



The entrance to the Psi Chapter House at Wisconsin-Madison greeted arrivals to the Early Bird Party at the Central Regional Conference in October in Madison.

LOYOLA-NEW ORLEANS

DELTA NU CHAPTER at Loyola University of New Orleans is proud to announce its rebirth. In the Fall of 1975, the chapter consisted of two members. In less than one year, membership has increased to 22 members. Another noteworthy fact about our chapter is that we are one of the first chapters to have installed a woman as president. With Denise L. Goldenberg, president, and an executive committee comprised of six females and one male, Delta Nu Chapter is out to prove that the women of Delta Sigma Pi can be a vital and moving force in the fraternity.

Fall semester of 1976 started off with a very successful rush program, resulting in 14 new pledges. Following rush, the Brothers and Sisters participated in many other activities throughout the semester. In the money-raising area, we were hired by NGL, a local advertising company, to conduct surveys about certain products. The result was an addition of \$400 to our treasury. In athletics, Delta Nu Chapter participated in both men's and women's intramural volleyball and floor hockey. Much spirit and enthusiasm was displayed by the team members and we are happy to say that our volleyball team made it into the championships. Along the professional lines, we were very fortunate in having two excellent speakers visit our chapter. Chuck Pratt spoke on the Dale Carnegie self-improvement program, and Woody Jenkins, Louisiana State Legislator from Baton Rouge, discussed the fiscal status of the State of Louisiana.

Highlighting the Fall semester was our trip to Jackson, Mississippi, where Delta Nu Chapter was represented by 13 of our members at the Southern Regional Conference. The weekend proved to be beneficial both socially and professionally and we are all looking forward to next year's convention.

All of us at Delta Nu Chapter are looking forward to a busy Spring semester and with the help of our new members we hope to achieve 100,000 points in the Chapter Efficiency Index. We wish everyone a successful Spring semester. Also we would especially like to thank Epsilon Nu Chapter and the Crescent City Alumni Club for all the help and advice they have given us while on our road to recovery.

—ANGELA C. MURGALO

NEW ORLEANS

EPSILON NU CHAPTER at the University of New Orleans is happy to report the initiation of 19 new members on October 31, 1976. We would now like to recognize Gary Rinck for his outstanding rush program, and Steve Orkus for his great pledge program.

We started our semester off professionally with the Rush Smoker. Here, the prospective associate members were acquainted with Delta Sigma Pi, and heard Alumnus J. Kenneth Austin speak on the hotel industry and, more specifically, on the Marriott Corporation. A short time after that, we had Alumnus Al Petri and Dan Dooley of Price Waterhouse and Company speaking on the field of accounting at one of our professional meetings.

About one month after the semester's start, Epsilon Nu Chapter was honored with the presence of Grand President Bill Tatum and Assistant Executive Director Mike Tillar. Brothers Tatum and Tillar offered some valuable suggestions to us, and with the combination of these suggestions and our own ideas and effort, we should be able to keep that 100,000 CEI rating.

In September, Epsilon Nu Chapter was represented at the Southern Regional Conference where we took the "most number registered" award.

For our social program, we had our semi-annual wine and cheese party, a volleyball party, a roller-skating party, and many general "get-togethers" where the Brothers of Epsilon Nu Chapter were able to break away from the books for a short time to enjoy fellowship and Brotherhood.

Our semi-annual retreat was held on Saturday and Sunday, October 24 and 25. On that Saturday we had a little of everything: fishing, hiking, football games, and some late night card playing. Sunday, after a hearty breakfast, there was a general meeting where everyone had a chance to air any problems and solutions and, basically, to become better Deltasigs.

In closing, Epsilon Nu Chapter wishes to all Brothers a great Spring semester and a successful year for everyone.

—DAVID L. NUNEZ

MISSISSIPPI COLLEGE

ZETA IOTA CHAPTER at Mississippi College is continuing its Professional Program, which includes guest speakers from prominent businesses in the community and tours to these establishments. The Professional Program is very helpful to us because it provides a source of valuable information concerning the nature and scope of the real-life business world to be contrasted with the information that we learn as students of commerce. The Professional Program, because it is open to all students on campus, acts as a

focal point between the Brothers and Sisters of the chapter to potential initiates as well as good publicity for the chapter.

At our recent initiation 16 men and women were initiated into Zeta Iota Chapter. These Brothers and Sisters will be instrumental in helping us to achieve our goal of attaining 100,000 points in the Chapter Efficiency Index. At the dinner following the initiation, Paul Stockwell, Certified Public Accountant, spoke on the subject of accounting from the standpoint of a small firm.

The Zeta Iota Chapter closed its activities for the Fall semester with a Founders' Day celebration party. Several of the Founding Fathers of the Zeta Iota Chapter, who are now professors at Mississippi College, were present to give informal speeches as the Brothers and Sisters reflected and contrasted the old to the new and the past to the present to the future. —JOHN H. DOWNING

NICHOLLS STATE

ETA IOTA CHAPTER began the Fall semester by attending the Regional Conference in Jackson, Mississippi. Representing Eta Iota Chapter at the meeting were John Ashford, Debra Bass, Terry Mayfield, Mike Morgan, and Dr. Larry Scheuermann, chapter advisor. Everyone had a good time and learned a lot about improving the efficiency of our chapter.

Professional activities planned for this semester include speakers Representative Billy Tauzin, and Chamber of Commerce President Michele Francois. We also are showing a film entitled Marketing in Sports, and the continuation of last year's tour to Freeport Sulphur, the largest sulphur mine in the world, located off-shore from Grand Isle, Louisiana.

Eta Iota Chapter held its second annual "Dunk-A-Prof" on October 15, as one of its most popular fund-raising events of the year. Dr. Clift Gresham, director of the Graduate Studies in Business Administration, collected the most money for the event. He was one of 14 faculty and student leaders who allowed themselves to be the targets for hard-thrown baseballs hurled at a small trigger set to release victims into a vat of cold water. At three throws for a quarter, Dr. Gresham brought in \$14.50.

Finishing in the top five in popularity were Dr. Lawrence Scheuermann, assistant professor of management and marketing, second place with \$12.00; Dr. Joseph Fairchild, associate professor of accounting, third with \$11.75; Lawrence Howell, assistant professor of computer science, fourth with \$11.50; and Jim Barnidge, assistant professor of social sciences, fifth with \$10.50.

Others participating as targets were Lloyd Shell, associate professor of economics; Dr. Jim Shannon, professor of management; William Roe, head of the business administration department; Dr. David Lill, associate professor of management and marketing; James Wilkins, associate professor of management; Oscar Verela, economics instructor; Joel de Silva, instructor of economics and finance; Danny Cavell, student government president; and Terry Mayfield, president of Eta Iota Chapter of Delta Sigma Pi. —MICHAEL W. MORGAN

NORTHEAST LOUISIANA

ETA OMICRON CHAPTER at Northeast Louisiana University is pleased to announce its expanding program of professional and social activities. Planned for last Fall was a tour of a local glass plant and several professional speakers. Our semester retreat to Brother Ellen's cabin in Arkansas was once again the highlight of the pledge period, while the party for Founders' Day was a most enjoyable event.

President Smith and Senior Vice President Morgan attended the Regional Conference in Jackson, Mississippi, in October. The meeting of all of the Southern Brothers was a wonderful occasion. It is an honor that the Undergraduate of the Year should come from our region.

Vice President in charge of Pledge Education Randall Cooper reported a pledge class of seven for the Fall semester and is expecting one even larger for the Spring. At this rate, we should have no problem fulfilling our quota for the year. These new members are a real credit to both Delta Sigma Pi and the Eta Omicron Chapter. Here's wishing all of the Brothers a good New Year.

—NICHOLAS CHARLES MORGAN III

MCNEESE

ETA TAU CHAPTER at McNeese State University has just completed an extremely successful year and is now in the process of planning activities for the coming year. We have accomplished many of our goals in the past year. Membership, the major objective, has been doubled, and the money making ventures of the chapter were very profitable.

Eta Tau Chapter started the 1976 Fall semester by beginning its rush program. The chapter set up a rush table in Kaufman Hall, the business building, and signed up approximately 35 prospective members.

The highlight of chapter activities thus far this semester has been the chapter's attendance of the Southern Regional Conference held at the Jackson Hilton Hotel in Jackson, Mississippi. At the conference the chapter received several awards. Among these were being recognized for receiving 100,000 points; Brother Gus Schram III receiving the "Undergraduate of the Year Award"; and the chapter receiving the "best attendance award" for the furthest miles traveled by a chapter to reach the conference. Also all five of the Brothers who attended the conference were initiated into the Yellow Dog ranks.

We then held our Fall Semester Rush "Smoker". At the "Smoker" several chapter officers gave presentations on the purpose and goals of Delta Sigma Pi to give the prospective members a fuller understanding of the fraternity, followed by a question and answer period. Guest speaker for the event was Mr. Frank Beasley, Manager of the Ranch Clothing Store here in Lake Charles, who gave an excellent presentation on the concepts and problems encountered in retail management. After his presentation, Mr. Beasley was presented with a certificate of appreciation on behalf of the chapter by the chapter's Rose, Miss Lisa Bonin. Refreshments were also provided with the Rose serving as caterer for the event.

Eta Tau Chapter undergraduate and graduate Brothers are also in the process of form-

ing an alumni chapter here in Lake Charles, Louisiana. Alumni Brother Gus Schram III heads the committee undertaking this project. —BARRY J. WILLIAMS

SOUTHERN REGION

Not Reporting

Christian Brothers
Southeastern Louisiana

IOWA

AS THIS ARTICLE is being read by you, the Deltasigs at the University of Iowa are sitting in warm classrooms dreaming of Spring break and the warmer weather that our fellow Brothers in the Southern part of the nation are enjoying.

The activities that Epsilon Chapter of the International Fraternity of Delta Sigma Pi have had this school year are varied and interesting. On September 30 we held our pledge initiation and Amana Dinner at the Amana Colonies in Amana, Iowa. We initiated 18 pledges, and a new era was launched in our fraternity's history. We are proud to announce that our fraternity has admitted women for the first time in our history. The three women we have initiated in the Fall semester have been hard-working and an asset to our Brotherhood.

On November 20 our initiation ceremonies took place and every one of the pledges became an active member of Epsilon Chapter. After the initiation ceremony the pledge class put the word "service" to work, and provided a lovely party for the members and their guests.

On the social side of our chapter we had a homecoming dance on Saturday, October 16, with the University of Iowa's Phi Gamma Nu Sorority, and Alpha Kappa Psi. Everyone attending was able to forget the loss to Indiana and had an enjoyable evening. Our other main social activity was the Christmas Party which was attended by all.

Our professional activities for the last semester included a Certified Public Accountant from McGladry, Hansen and Dunn who spoke to our chapter and a bank president from Hawkeye State Bank in Iowa City spoke on the banking industry and new regulations affecting the industry. The other speaker we had during the first semester talked about small business operations and the risks of starting your own business.

Our goals for the rest of the year include a pig roast in the Spring, a continuing increase in our pledge program, and the furtherance of service to the University of Iowa's College of Business Administration.

NEBRASKA-LINCOLN

OUR 1976-77 YEAR started in the Spring when we elected officers for one-year terms. The new officers are: Jerry Pigsley, president; Mark Buss, senior vice president and chancellor; Mark Kinzie, vice president-pledge education; Tom Kettler, vice president-professional activities; Paul Pettit, treasurer; Ron Scott, secretary; and Bob Hiatt, historian.

The Fall term started with a successful rush of seven pledges. Three of the seven pledges are women. For the first time in its



Dr. Larry Scheuermann, advisor to Eta Iota Chapter at Nicholls, joined fellow business faculty members in Eta Iota's annual Dunk-A-Prof. His challenge to would-be tormentors was quickly accepted.

history the Alpha Delta Chapter has accepted women as pledges in our fraternity.

The Alpha Delta Chapter is happy to announce that our new Regional Director is Robert M. Drewniak. The Brothers looked forward to meeting him at the Regional Conference in Des Moines, Iowa.

This Fall, Delta Sigma Pi is active in the University of Nebraska College of Business Administration. We started by helping at a booth at the Nebraska State Fair in Lincoln. This booth distributed information about the College of Business Administration at the University of Nebraska in Lincoln. At the present time, we are working on a project for the Dean of the College of Business Administration, Dr. Ron Smith, who is also an alumnus of our chapter. This project is the compiling of a list of books written by the faculty of the College of Business Administration since the founding in 1919. Later Dean Smith hopes to acquire a copy of the books and put them on permanent display in the faculty and student lounge in the business college.

Our Fall activities have included two professional dinners, a professional tour of a local manufacturer, participation in the University Intramural Flag Football Program and attendance at our region's conference in Des Moines, Iowa. Two of the parties we had this semester were for Founders' Day and a F.A.C. with Phi Chi Theta.

The Deltasigs of the Alpha Delta Chapter are happy and proud to announce that they will be hosting the annual regional basketball tourney on February 25-27 in Lincoln, Nebraska. We expect to see each chapter well represented at this tourney in what promises to be a good time for us all.

The Alpha Delta Chapter is on the way to a very successful year and we wish all the other chapters the same.

—BOB HIATT

SOUTH DAKOTA

ALPHA ETA CHAPTER at the University of South Dakota ended its Spring semester on an upward note, increasing membership by initiating 18, including its first six women.

And Fall semester 27 pledged, with 14 males and 13 females, a promising note after graduation took an unusually heavy toll.

Our Spring field trip went to Kansas City which proved to be very informative and enjoyable, and preparations have already begun for the next.

Our Spring formal was held at Howard Johnson's in Sioux City, Iowa, on April 24 and many faculty members and alumni were in attendance. The evening was a refreshing break before the oncoming tedium of finals.

Also last Spring, our annual softball game and pig feed was held with the faculty the day before finals.

Ways and Means made its biggest profits of the year on the energy packs which consist of snacks delivered to students before finals. Ways and Means also ran a car wash with the proceeds going towards a kidney dialysis machine fund for Jerry Novak of Yankton, South Dakota. Work has already begun in preparation for this semester's energy packs, and currently coupon books are being offered

for sale.

Athletic plans were to have a Deltasig-faculty volleyball game on November 12 at the University's athletic facility.

Professional activities have included speakers from major accounting firms offering advice on recruiting and curriculum, and have also led us to viewing the component and parts assembly department at the Zenith Plant in Sioux City, Iowa.

Also, John Watton, a Chapter Consultant from The Central Office, arrived on October 21 and provided new information and advice, helping update our programs.

One of our "newest" members, or newly returned, is Charlie Kennedy, '73, who has returned to South Dakota as a member of the accounting faculty and is playing a very active role in the chapter's operations.

Changes have been initiated by the Alpha Eta Chapter. In keeping up with the desegregation policy, the position of Rose of Deltasig will be terminated, making Marlyss De Roo our last; and in accordance with this, the learning of the coordinating song and questions have been eliminated from our associate member program.

Terry Fox has been elected secretary for the semester and Trace Benson is the new Historian.

Alpha Eta Chapter is moving slowly and surely towards achieving 100,000 points in the Chapter Efficiency Index, and we hope other chapters will have equal success.

—TRACE BENSON

Franson, Vice President of Professional Activities; Donald Gutzman, Vice President for Pledge Education; Spence Haligas, Treasurer; Shel Greenspon, Secretary; Todd Bresnahan, Chancellor; James Bartlett, Historian; and Roger Schultz, CEI Chairman. During the Summer meeting at Brother Franson's the officers initiated a vigorous campaign to strengthen the chapter in all areas of fund raising, recruiting, and community involvement. The chapter this year currently has worked during registration at Drake to start off the new year with a healthy treasury.

In recruiting we currently have 17 pledges. This was an excellent job done by Donald Gutzman and David Kimball. Many of our new pledges are underclassmen and will introduce new blood into the chapter. The pledges helped in promoting the best Career Day Drake has ever had. We had more companies attend, and student participation reflected a superior job by Brothers Warren Angel and Larry Lidov.

Our outside activities to date have included one field trip to Maytag Corporation in Newton, Iowa. We talked to the Vice President of Marketing and had a lengthy tour of the manufacturing facilities. Our Fall field trip was planned for Minneapolis, Minnesota, where we toured a host of major companies. I would like to offer all the other chapters our warmest regards and success in the future.

—JAMES T. BARTLETT, JR.

selling of coupon books and calendars, along with a successful recruiting drive, kept the Brothers busy in September and October.

All 14 chapter members and prospective members attended a smoker with two speakers, the first official recruiting function, on September 30. Dr. Fagan, Professor in the business department, spoke first on dealing with people and the lessons he had learned. Mr. Smith, a business teacher, followed with the benefits of going on to graduate school. The second smoker on October 14 featured Mr. Pat Gross, a Wayne businessman. He talked on how to manage a business. The prospective members learned about Deltasigs with the coffee and cookies served following the speakers. The pledging of 11 new members on October 20 closed our active recruiting function for that term.

Brother Steve Mordhurst set up a fine professional tour in Des Moines for the 23 members and pledges planning to attend. The chapter toured and spoke with executives of Massey Ferguson, Firestone Rubber Company, and Banker's Life of Iowa. Following the tours, the Brothers hoped to celebrate Founders' Day with the Brothers of Drake University.

Thanks to the efforts of Brother Greg Bicknell and all the alumni that have donated money, Delta Sigma Pi will have an annual scholarship of \$75.00. This project has been very worthwhile and all the Brothers of Eta Pi Chapter are pleased with the results of this three-year effort.

—ELDEAN B. REINKE

DRAKE

WELCOME BACK TO SCHOOL. I hope everyone had a pleasant Summer. The Alpha Iota Chapter wishes the newly elected officers a successful year. Alpha Iota Chapter newly elected officers are: Gary MaBrey, President; David Kimball, Senior Vice President; Marc

WAYNE STATE-NEBRASKA

THE ETA PI CHAPTER at Wayne State received the coveted Number One in the nation for achieving the first 100,000 points in the Chapter Efficiency Index during the 1975-76 school year. The Brothers are very proud of this accomplishment and hope to achieve this goal again this year. The active

NORTH CENTRAL REGION

Not Reporting

Minnesota-Minneapolis
Nebraska-Omaha
St. Cloud



Chancellor Tom Snodgrass and President Dave Springmann of Theta Psi Chapter at Indiana-Northwest man the phones during the Muscular Dystrophy telethon.



Oklahoma City Alumni Club members act as auctioneers for the auction of prizes following the Monte Carlo Casino Party at the Midwestern Regional Conference.

MISSOURI-COLUMBIA

ALPHA BETA CHAPTER at the University of Missouri at Columbia pinned 17 pledges during its Fall rush. These pledges will work hard, along with our 46 Brothers, to continue our attainment of the 100,000 point level in the Chapter Efficiency Index for the 37th consecutive year.

Brothers Doug Hart, Mike Neukum, Randy Presley, Jim Shell and Tom Heller recently represented Alpha Beta Chapter at the Midwestern Regional Conference held in Oklahoma City, Oklahoma. The Brothers reported that the Conference was a very worthwhile learning experience.

Alpha Beta Chapter's professional Fall program consisted of two main parts. First was the professional trip to Kansas City from October 27 through October 30. The trip included tours of the Board of Trade, The Federal Reserve Bank of Kansas City, Blyth Eastman and Dillon, Farmland Industries, and the accounting department of Speas Vinger Corporation. Second was the professional guest speaker program. Some of the professional speakers scheduled to speak before Alpha Beta Chapter were the owner of Abraham Lincoln Life Insurance Company, the personnel manager for Union Electric, a partner of Touche Ross, the National President of the National Association of Accountants and the Finance Director of Columbia, Missouri. Vice President John Miller is responsible for the organization of this impressive professional program. This professional program provided our Brothers with valuable knowledge of the operations of the actual business world. —GARY E. WARREN

OKLAHOMA

BETA EPSILON CHAPTER is going strong again this semester with programs which are helping not only the fraternity, but also the entire College of Business.



Miss Sue Namel was Homecoming Queen candidate for 1976 sponsored by Delta Rho Chapter at Ferris State.

A heartfelt "thank you" is in order for the many members of our chapter who made the annual Business Day a success. As a result of their efforts, the entire student body was able to listen to and interact with Mr. Zane Barnes, president of Southwestern Bell Telephone Company, and three of his top vice presidents. It was a learning experience which will not soon be forgotten by those involved.

Our members also recently toured Tinker Air Force Base in Oklahoma City where one of our Brothers, Major General Carl Schneider, is the commanding general. We appreciate his interest and involvement in our chapter.

As can be seen by these two brief examples, Beta Epsilon Chapter is once again, as always, a chapter on the move and a dynamic force in the University of Oklahoma College of Business. Keep your eye on us because "we mean business". —DAVID E. ROTEN

TULSA

BETA CHI CHAPTER at Tulsa University had a successful rush program this past semester, and actively rushed women. Beta Chi Chapter feels the inclusion of women in the fraternity makes a well rounded organization. The Brothers organized an Oktoberfest picnic in the Fall for the students in the College of Business Administration. Football, frisbee, food and beverages were provided by contributions from the four organizations within the College of Business Administration. This is the first year Beta Chi Chapter has opened our Oktoberfest to the other organizations. It was a tremendous publicity and public relations event, and termed an overall success. Many faculty and over 70 students enjoyed a fine Autumn afternoon.

The Brothers returned from the Regional Conference with many ideas for a more effective chapter. Grand President Bill Tatum and Chapter Consultant Dan Dufala were most helpful in ideas they expressed in their re-

spective presentations at the Regional Conference. Everyone had a good time and learned a lot. Special thanks and congratulations to Regional Director Warren Simpson for his super job of organizing the entire weekend.

Beta Chi Chapter's Professional Program is off to a good start with a presentation by Steve Barrett of Merrill Lynch on "Stock Options and Broker Relationships". Also planned for this semester are presentations by the Chairman of the Board of a bank in town, a representative of Arthur Young Company, and Major General Carl Schneider, Commander of Tinker Air Force Base.

Don Hiser, past president of Beta Chi Chapter, stopped in Tulsa on his way to Nashville, Tennessee. While in Nashville, Don will make a recording for a major record company. All the Brothers wish him the very best in the future. We also wish the best to all chapters in their coming academic and fraternal efforts. —MICHAEL D. MOORE

OKLAHOMA STATE

GAMMA EPSILON CHAPTER at Oklahoma State University has set as its main goal this semester an increase in the number of members. We started out by having our annual Fall Semester Rush Smoker at which we had over 120 people in attendance. We had about half of the people sign up to come to the first pledge meeting. We went on to initiate over 30 qualified students. This is more than double the number of people to be initiated in a number of years.

Besides the work we have done to increase the chapter size, we have also striven to keep a good professional activities schedule. We have had a number of area business leaders come to our meetings to talk to us. We even had the president of the university, Dr. Kamm, take time off from his busy schedule to meet with us. Also, we have taken a couple of plant tours in nearby cities.

—CLAIRE A. HART



Newer members of Alpha Upsilon Chapter at Miami-Ohio during one of their visits to The Central Office.

WASHBURN

DELTA CHI CHAPTER at Washburn University in Topeka, Kansas, is proud to announce the initiation last Spring of 11 new members. Each initiate has expressed his worthiness by contributing greatly to such projects as the Red Cross Blood Drive and the March of Dimes Walk-A-Thon. The Brothers recognize how valuable they will be to this chapter in the future.

Immediately following initiation the chapter elected officers for the current semester. These distinguished Brothers are: president, Larry Morris; senior vice president, John Fairchild; vice president for pledge education, Steve Isley; vice president for professional activities, Doug Hope; secretary, Mike Dixon; treasurer, Mark Yardley; chancellor, Don Tripp; CEI chairman, Myron Ackerman; historian, Dave Pitt, and Ways and Means, Tony Florez.

Our first order of business for Fall dealt with rush activities. The Friday morning coffee meetings proved an excellent opportunity for both interested students and Brothers to discuss new memberships. Sixteen future businessmen pledged in ceremonies held September 29.

Both the Delta Chi Chapter and the Topeka Alumni Club were honored with attendance trophies at the Regional Conference in Oklahoma City. All Brothers present agreed that the meetings and the words of wisdom from Grand President Bill Tatum will contribute to the advancement of all Deltasigs.

We also traveled to Omaha to interview three firms. The firms and the areas of emphasis were: The Omaha Herald, accounting; Safeway Wholesale Distributors, warehousing techniques; and Union Pacific Railway, data processing and accounting.

The Brothers are also involved in many money raising and benevolent projects. We planned a Founders' Day dance on November 6.

—JAMES P. DAVIDSON

MIDWESTERN REGION

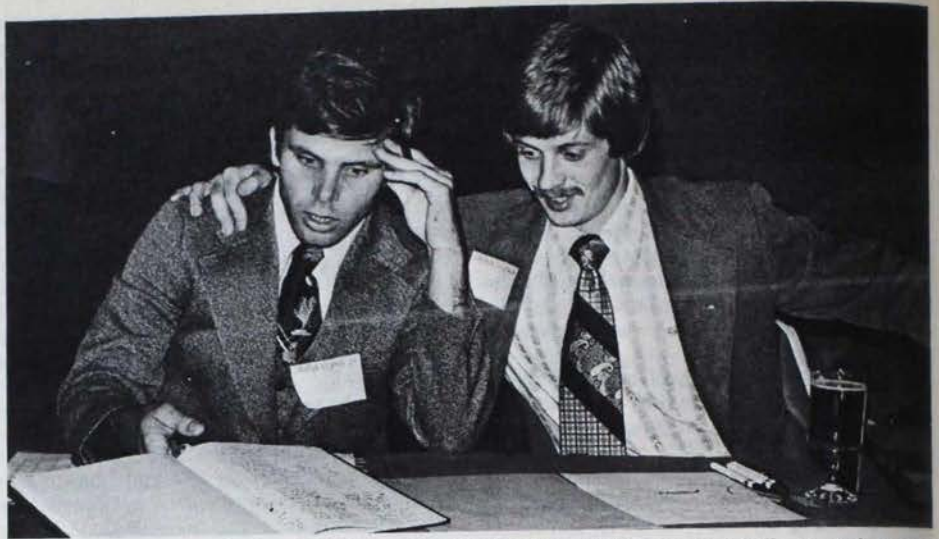
Not Reporting

Kansas

TEXAS-AUSTIN

THE BETA KAPPA CHAPTER once again completed a very successful Fall semester under the experienced leadership of President Steve Reinert. Senior Vice President Bob Mitchell got us off to a great start with a fine rush program that netted 24 outstanding new members. Vice President for Pledge Education Wayne Spencer, with the able assistance of his pledge committee, successfully brought these pledges into initiation on November 21.

Our professional program, headed by Paul Gordon, was indeed eventful. The highlight of the semester was our field trip to San Antonio where we visited the Frost National Bank, a major insurance company, and Oppenheimer Bank, one of the few private banks in the Southwest. Naturally, many of us didn't leave San Antonio without undertaking our annual pilgrimage to the Lone Star Beer brewery. Our chapter also sponsored several speakers and Brown-Bag luncheons, one of which featured John Scurlock, President of City National Bank, as



John Erickson and Gary Tobison of Psi Chapter at Wisconsin-Madison make sure everyone is registered at the Central Regional Conference held in Madison last Fall.



Midwestern Regional Director Warren W. Simpson addresses a recruiting function of Gamma Epsilon Chapter at Oklahoma State. On the dais are Chapter Advisor Dr. Bill Stanton, and President Gene Martin.

guest speaker. We also aided the Travis County Blook Bank in their annual blood drive as one of our service projects.

Under the direction of David Lear, the Beta Kappa's got off to a big lead in our intramural division. The A-Team football players advanced to the University playoffs and the B-Team made a strong showing, also. Both A and B team volleyball squads advanced to playoff berths and outstanding individual performances were also turned in by our swimmers, golfers, and tennis players. With this type of effort, another University Club Division championship is sure to come our way this year.

An open-bar party in Dallas on the OU-Texas weekend highlighted our social activities under the direction of Fred Adams.

We also enjoyed two successful match parties with the Alpha Phi and Phi Beta Chi sororities. For the third straight year we held an open-bar Casino Party, while our annual Christmas Formal honoring our sweetheart, Ronnie Moseley, was a resounding success.

We are very happy to report our successes and certainly want to wish our Brothers nationwide all success in the coming year. We would especially like to extend our greetings to the other chapters in the Southwestern Region and invite them to visit any time. Remember, all roads lead right to Austin.

—BILL PYLE, THOMAS MILLER, DAVID LEAR

SOUTHERN METHODIST

MEMBERSHIP DEVELOPMENT HAS been the key emphasis of the Beta Phi Chapter this semester. With initiation held on



Members of Epsilon Eta Chapter at Eastern New Mexico gathered for this photo at the Intermountain Regional Conference in Denver in October.

NORTH TEXAS STATE

ALL BROTHERS AND active alumni of the Delta Epsilon Chapter wish you a prosperous and a Happy New Year.

With the conclusion of initiation on November 14, eight new members were brought into our ranks, increasing the chapter membership by 80 per cent. With the advent of this Spring's membership drive, we expect another 60 per cent increase.

Helping the community at large is one goal set by the Brothers here at North Texas State. This is exemplified by our participation each semester in the Wadley Blood Bank in the "Gift of Life" program. In addition to setting up donating facilities we have received awards for the past three semesters for 100 per cent participation through donations.

The Environmental Protection Agency series on "Corporations And The Environment" provided enlightening information not normally obtained through academic studies.

Other professional activities included a behind-the-scenes look at operations, control and employment opportunities of the Dallas-Ft. Worth Airport. Delta Sigma Pi also works closely with the Council of Business students putting on various business seminars and organizing functions for business students at Lake Dallas.

With formal rush beginning on January 21, we are already well on our way to obtaining our membership quota—Plus!

—RICHARD A. STEWART

November 14, in conjunction with the celebration of Founders' Day and the traditional retreat, membership was effectively tripled.

While membership development is the major theme, all aspects of the chapter have become stronger due to increased participation. Several alumni have played a large role in many of the recruiting programs and have aided in the re-establishment of the traditional pledge scavenger hunt. This function is designed as an educational experience for the associate members who, while using clues, search for the answers of questions pertaining to the fraternity.

The professional aspect of the Beta Phi Chapter has consistently been strong, and this year is no exception. A new aspect called the Fireside Chat has been added. While most professional programs include the entire business school, the Deltasigs at SMU reserve this informal question and answer time with prominent faculty members of a department in the School of Business to themselves. The first of these chats was with the Department of Finance and proved to be quite successful.

The Beta Phi Chapter is also proud to announce its new Faculty Advisor, Dr. R. Burr Porter. Dr. Porter is working with the chapter and has helped establish the Fireside Chats and aided in obtaining the speaker for the first professional program. Don Youngs, Vice President of Spencer Stuart Associates and an executive recruiter, talked about his profession in that program.

The Beta Phi Chapter is once again moving onward and upward and we encourage all other undergraduate chapters to strive for and reach above their goals as this chapter is now doing.

—BRYANT G. MILLER

TEXAS CHRISTIAN

DELTA UPSILON CHAPTER of Texas Christian University completed last Spring with a Cancer Drive, collecting over \$150.00; crowning our new Rose Queen, Leslie Browning; initiating nine new members; and obtaining 100,000 points in the Chapter Efficiency Index. What a semester to follow, but our chapter has already made a good start toward another one!

So far our professional program has included speakers from Merrill Lynch, Ernst and Ernst, an FBI agent and a local businessman. We have also had tours to the Miller Brewery here in Fort Worth and to the General Motors Assembly Plant in Arlington, Texas.

October 18, 1976, marked our 17th year as a chapter of Delta Sigma Pi. The celebration included a talk by Dr. John Wortham, chairman of the Economics Department and one of the charter members of our chapter.

Other activities this semester have been a "Tamale Eating Contest", in which our chapter ranked fourth among the many campus organizations participating. A pledge retreat was held for our Brothers to get better acquainted with the new Pledges and to have a friendly Pledge—Member football game. Also planned was our chapter's sponsoring a group of orphans to a TCU football game.

It has been a busy semester, but the Brothers of the Delta Upsilon Chapter are looking forward to the events yet to come and to the upcoming initiation of the new Pledges. Good luck to all Brothers for the remainder of the year.

—JOHN W. GOODWIN

HOUSTON

ETA PSI CHAPTER at the University of Houston began the 1976 academic year with the announcement of the removal of their name from the Southwestern Region "Not Reporting" list. With renewed spirit and interest in changing the image of their lame chapter, the 11 actives and interested alumni banded together for the revitalization of Delta Sigma Pi at the University of Houston.

The appointment of A. Benton Cocanougher as the new Dean of the School of Business provided us with an excellent opportunity to sponsor the first professional program of the year. "Meet the Dean Night" was planned by the Brothers and an open invitation extended to the entire School of Business. Dean Cocanougher enlightened us on many of the problems, plans, and changes facing the School of Business. The highlight of the evening, following a period of questions and answers, was Dean Cocanougher's acceptance of our invitation to become a Faculty Member of Delta Sigma Pi. The successful program boasted of standing room only and the introduction of a fine man as our new dean and member of Deltasig.

In an effort to promote the use of the Placement Bureau, our second program introduced Mr. Boyd Armstrong, head of the Placement Bureau. Mr. Armstrong's informative talk covered interviewing, resumes, and the job market. In addition, we were informed of the various services available and updated on the types of jobs that are open to the wide range of business degrees.

Eta Psi Chapter sponsored three parties which spurred a successful rush program. We stressed the professional image of the fraternity and its place as an active participant in the School of Business. With advisors Dan Lassiter and Pat Felder, we brought in 20 pledges for the Fall semester, proudly surpassing our annual quota of 20. A well organized pledge program got underway, led by Ken Dies, a graduate Deltasig of Lamar University and law student at the University of Houston.

The first fund-raiser was completed when we worked with the Houston Chamber of Commerce on the art exhibit spectacular, "Main Street '76". Plans were made for our annual participation in the KILT New Year's Eve Casino Party.

Future professional activities will include guest speakers from several investment houses and corporations. Our main objective is exposure to the School of Business through programs to benefit all business majors, with emphasis on increasing our ties with The School of Hotel, Restaurant, Management.

Hello again, Brothers. . . . You'll be hearing from us.

—RON LEBBETTER

SOUTHWESTERN REGION

Not Reporting

Texas Tech
Lamar
Texas-Arlington
Texas A & I
Angelo State

UTAH

SIGMA CHAPTER AT the University of Utah is on its way up. Over the past few years Sigma Chapter has been facing several problems ranging from lack of members to the lack of enthusiasm. Hopefully, this year we've changed it.

This year we're very fortunate to have a good group of people as officers. All officers in the fraternity haven't been in long, but are confident and very enthusiastic. Now we're in the process of looking at our situation and saying: "Let's Go For It".

With the assistance of District Director Brother Tim Bueneman, former president of Sigma Chapter, we think we're on our way. Using the Chapter Efficiency Index to give us some guidance and assistance we're moving forward. New members are being recruited daily to join our chapter. Programs and activities are being scheduled to help our chapter and to increase the enthusiasm of possible new members.

An Employment Workshop conducted by Mrs. Frances Hoopes of the University of Utah Placement Center; Brother Tim Bueneman, Account Executive of E. F. Hutton; Brother Sherm Harmer, Utah State Legislator; and Spence Clark, of Clark Financial Services, were scheduled for this Fall quarter.

The highlight of the quarter hopefully will be a luncheon for the alumni and members of Delta Sigma Pi who live in the Salt Lake City vicinity. We're looking forward to a great time.
—GLEN MORINAKA

DENVER

ALPHA NU CHAPTER started the 1976-77 academic year with a successful initiation of 15 new members. The formal initiation of 11 men and four women was held on November 21, 1976, at the Denver Marriott Hotel. Vice President of Pledge Education Roger Smith deserves special recognition for a fine job well done.

The Coors Brewery tour was the first of many activities held during the past few months. It was an interesting experience for those of us who are from the area originally, as well as for transfer students from other states. That is one tour that never gets old.

In addition to the tour, the Brothers sold books once again at the quarterly Delta Sigma Pi Book Sale. Because the campus has no other outlet to facilitate book transfer among students, we handled an enormous business volume in the three days it was held. We also worked at registration for Winter Quarter this year, which proved both educationally and financially beneficial.

As the end of the Fall Quarter drew near, we all made plans to head home or to the mountains for some holiday skiing. Before we went, we thanked our president, Carolyn Quail, and the rest of the executive staff for a great quarter!!
—JANIE FELDMANN

NEW MEXICO

GAMMA IOTA CHAPTER of New Mexico is having an exciting semester. Projects include computer dating, a dance, a student shoppers' guide and volunteer library work.

One special project our pledge class has undertaken is the raffling of a 600-pound calf. "The calf", according to John Thompson, "will be butchered and freezer wrapped".

The chapter members participated in a swine flu inoculation program with the Interfraternity Council for the students of UNM. Chapter Efficiency Index chairperson Rodger Gonzales feels that working with other Greeks has been beneficial as vital, otherwise diversified talents can be merged for a common cause.

William Stein, Vice President of First National Bank of Albuquerque, opened our speakers' program for the year. His topic was, "Banking and Urban Development". Vice President Diane Frost felt the subject, "... was relevant for all major metropolitan areas feeling the pains of downtown disintegration".

Finally, Gamma Iota Chapter had a high time at the Intermountain Regional Conference during October. We felt it was a golden opportunity to enjoy the fellowship of other Brothers.
—MICHAEL BUSH

TEXAS-EL PASO

SPECIAL GREETINGS TO all our Brothers from the Gamma Phi Chapter of Delta Sigma Pi. We would like to take this opportunity to give all Deltasig chapters our best wishes and to let you all in on a few of our projects for the Fall semester.

We recruited a fine pledge class last Fall, and believe that it was a most rewarding experience for both members and pledges alike. It is always our hope to instill in our pledges a deep desire to be affiliated with Delta Sigma Pi and to make it a major part of their lives. We must all remember that in order to fulfill this worthy objective the mutual promises of help made by members and pledges must not be left along the wayside.

The Gamma Phi Chapter is looking forward to an extremely busy semester. Our professional program should prove to be most interesting and informative. Tours of major businesses in the El Paso area will include, among others, Farah Manufacturing Com-

pany and the Coors Distributorship in El Paso. Professional speakers to be presented to our chapter will also constitute an important portion of this program.

The big event on our social calendar this Fall semester was the Founders' Day celebration. This year both El Paso and New Mexico State chapters held their celebration together in El Paso. The guest speaker was Ed Houghton, Vice President of Public Relations of a major El Paso bank.

We of the Gamma Phi Chapter hope all other Deltasigs are looking forward to this semester as we are. Good luck in your endeavors.
—DOUG WILBOURN

ARIZONA

GAMMA PSI CHAPTER at the University of Arizona is looking toward a very prosperous rebuilding program with 15 new pledges and 35 actives to spearhead the drive.

A very successful pledge luncheon was held at the Double Tree Inn with the renowned guest speaker, Dr. Charles Weber, who teaches Business Law at the University of Arizona.

This semester has started off very successfully. A car wash, selling Homecoming buttons, distributing desk pads and numerous other fund raising activities have helped us to achieve a secure financial condition which will be allocated to our Fall informal. Several community projects such as helping to paint the YWCA and a highway clean-up on Mt. Lemmon went smoothly, due to our huge turnout and dedication. Our football team is looking for another undefeated year.

Dick Perkins, our Vice President of Professional Activities, has been doing an excellent job in arranging guest speakers and numerous tours of businesses.

Gamma Psi Chapter is proud to announce its 25th Anniversary and celebrated it with



Members and pledges of Zeta Omega Chapter at Northern Arizona at a pledge party during Fall Semester.

its new pledge initiation program on November 5.

The new officers for this year are: President, Frank Camacho; Vice President for Pledge Education, Jeff Ballantine; Chancellor, Al Carranza; Historian, Rich Hill; Treasurer, Tom Lydick; Secretary, Steve Greer; Vice President for Professional Activities, Dick Perkins; Chapter Efficiency Index Chairman, John Soltero; Senior Vice President, Dan Davies; and advisor, Mitch States.

—RICHARD N. HILL

ARIZONA STATE

GAMMA OMEGA CHAPTER at Arizona State University began its Fall program with over 35 pledges. We are proud that so many enthusiastic new Brothers and Sisters have joined us this semester.

Our professional program had a lot to offer everyone. We continued our successful mini-tours, which are designed to give members first-hand insight into the operations of a business. During Fall semester we visited Touche, Ross, and Company, First Federal Savings, and several other businesses. Gam-

ma Omega Chapter also held many professional meetings and breakfast speakers.

Professionalism has extended into our financial projects. We were hired by the Arizona State Fair Commission to do a Marketing Research Survey at the fair this year. This project has given us the opportunity to apply marketing techniques to a real-life situation, and has uncovered lots of hidden talents in our members. Earlier in the semester we collected signatures for the Phoenix Chamber of Commerce, in an attempt to force an election on the City Sales Tax increase.

The 25th Anniversary of Gamma Omega Chapter was celebrated with a combined Founders' Day-Professional Banquet. Honored guests included many of our original Founders, as well as several prominent Valley businessmen.

Our nine representatives at the Regional Conference in Denver all agreed that it was an enjoyable and worthwhile weekend. We were especially glad to meet so many GREAT Deltasigs. —MARLA CAPROW

EASTERN NEW MEXICO

EPSILON ETA CHAPTER at Eastern New Mexico University is off and running at a good steady pace. Assisting with student registration at Eastern and running university concessions, as well as roofing the fraternity house, have all been a part of the busy schedule this semester.

Speakers ranging from insurance to law are also part of the well-rounded program. Attendance at the Intermountain Regional Conference went well with 85 per cent of the chapter attending.

Professionally, Epsilon Eta Chapter has done well. Tours include South West Canneries of Portales, New Mexico, distributors of soft drinks for South Western United States; also we toured the mint and the Capitol Building in Denver, Colorado. All these supplied professionalism this semester.

Brother Rick Marshall has done an excellent job executing his office as Vice President of Professional Activities. Brother Devin West, Senior Vice President, has kept the social aspect of Delta Sigma Pi intact. A costume party and a Founders' Day party, as well as a chapter birthday party, are a few of the many functions available to Brothers this semester. Brother James Tunnell has set his priorities for obtaining 100,000 points in the Chapter Efficiency Index competition this year, and this program is also up to expectations. Brother Mike Garcia's intramural events are running well, and Brother David Ulibarri has done an extremely good job in keeping the entire chapter running smoothly and efficiently.

An invitation is extended to Brothers throughout the country to visit Epsilon Eta Chapter in Portales. Our fraternity house is located at 1416 South Avenue I. Let Brotherhood prevail this year in Delta Sigma Pi.

—GARY WILLIAMS



Rose candidates of Epsilon Theta Chapter at C.S.U.-Chico for 1976-77. Elaine Sager, top row center, was selected as Chapter Rose.



Julie Ralston of Zeta Omega at Northern Arizona and Grand President Bill Tatum propose a toast to the workers during the Coors Brewery Tour which was part of the Intermountain Regional Conference in Denver in October.

NEW MEXICO STATE

EPSILON UPSILON CHAPTER is proud to announce the achieving of 100,000 points in the Chapter Efficiency Index last year. The chapter is preparing for another big year and a number of activities in working for another 100,000 point year.

At the Intermountain Regional Conference recently held in Denver, Colorado, the Epsilon Upsilon Chapter was very well represented, including District Director Arnold Viramontes. The trip was enjoyed by all and many accomplishments were made.

Professional Vice President Marshall has arranged tours and speakers of remarkable quality for this semester. These include Bud Lassiter, Jr., from El Paso Natural Gas Company, Ron Leutze from Merrill Lynch in El Paso, and a tour of Santa Teresa, a new land development in Southern New Mexico. At Santa Teresa we toured the Country Club and some beautiful homes.

Money always has a way of coming up short too often. The chapter's money making projects have included a dance and a raffle. The chapter has put out great effort and both projects have been very successful.

The final banquet and initiation were held on December 4, 1976, at The Palms Hotel. At the present time there are five pledges.

—ERIC S. POWELL

WESTERN STATE

ZETA KAPPA CHAPTER started Fall quarter off quite well with a well-run rush program which brought to us 10 new pledges. Three of these were women. Our professional activities chairman, Art Harter, kept us busy with speakers and films. Among the speakers were the president of the St. Louis Branch of Snelling & Snelling Personnel, and Dr. McCulloch, a retired W.S.C. political science instructor, who spoke on the election issues.

Ten of the Brothers attended the Regional Conference in Denver during October. Some of the Brothers haven't recovered yet! The chapter's 11th birthday was celebrated in November, and initiation took place December 4 with a banquet following in Crested Butte.

Despite the 30 below zero weather, we are looking forward to another active quarter.

—KEN OSBURN

NORTHERN ARIZONA

ZETA OMEGA CHAPTER at Northern Arizona University started off our professional program this past semester with a speech by Arizona's Attorney General. It drew a standing room only crowd into the College of Business auditorium and was shown on local television. The professional program also included several other speakers and a tour to a Phoenix car dealership.

Our Homecoming weekend was quite exciting with many alumni coming back to visit us from three states other than Arizona! There was a large group of Deltasigs and associate members at the football game in the afternoon, and then everyone got together again that night at the party. We had a great time and are looking forward to seeing more of our alumni at future events.

Four of our officers attended the Intermountain Regional Conference in Denver, Colorado, on October 8-10. Talks were given by Bill Tatum and Ben Wolfenberger, and seminars held on the subjects of "Recruiting", "Pledge Education", and the "Chapter Efficiency Index". However, the highlight of the Conference was our tour of Coors Brewery in Golden, Colorado. This included a tour of the facility with an explanation of how they produce the beer, a skiing movie, and a buffet luncheon held afterwards with all the beer you could drink.

The Brothers of Zeta Omega Chapter extend a hello and welcome to all Brothers to come visit us in Flagstaff any time. Also, we would like to thank all of the alumni in attendance at Homecoming and those who have written letters.

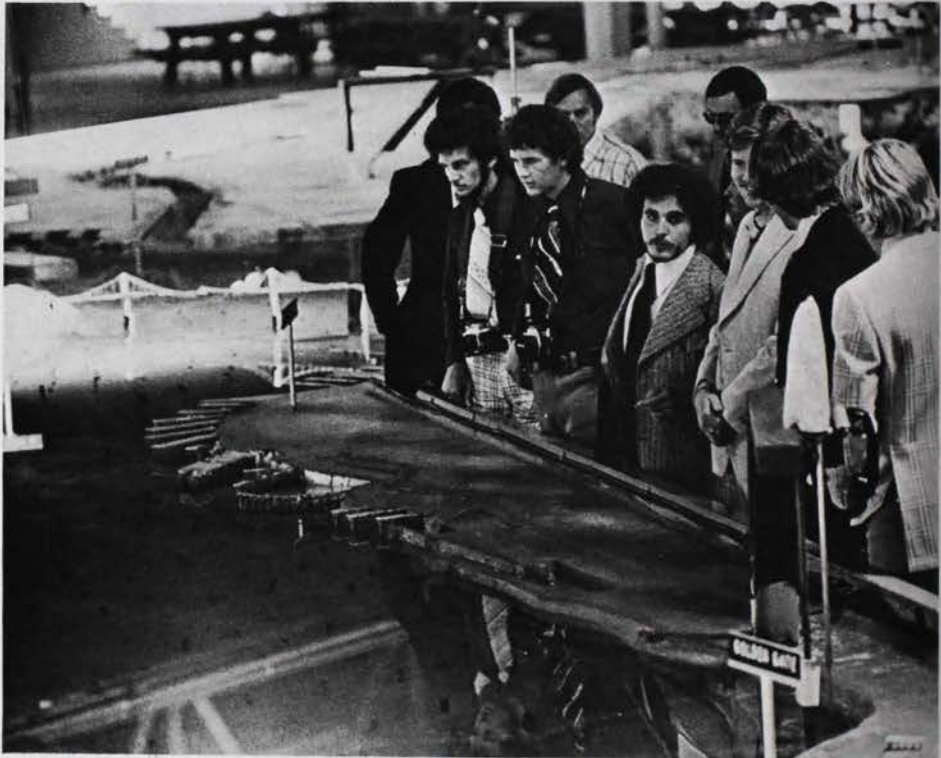
—MARCIA DEROSSETT

WEBER STATE

JOB INTERVIEWS ARE an endangered species at the Weber State College campus. Recruiters are decreasing their efforts at Weber State College at an alarming rate. Every year the enrollment at Weber State increases, as do the facilities to accommodate our increasing numbers. At this time Weber State College can boast that it is one of the largest four year college in the United States without a graduate program. However, this does not seem to impress the recruiters because every year more and more companies fail to include Weber State in their recruiting efforts. The companies give one reason that



George Backhus, left, and Mark Coleman, right, talk with a Rose candidate during the Rose Tea of Epsilon Theta Chapter at C.S.U.-Chico where the candidates were introduced.



Members of Epsilon Theta Chapter at C.S.U.-Chico had an outstanding tour of a working model of San Francisco Bay in Sausalito, California.

seems most prevalent, "The students are not willing to relocate".

To combat this decrease in job opportunities the members of the Eta Lambda Chapter of Delta Sigma Pi are conducting seminars in cooperation with James Kelly, Director of Weber State College Placement Center, to educate the student and his/her spouse about job opportunities and requirements. Our first seminar was not too successful. Only 14 non-members were in atten-

dance, but we have great expectations for the future.

If any chapters have ideas on how we might overcome this problem, please write us.

—ED LAWSON

INTERMOUNTAIN REGION
Not Reporting
Colorado



Midwestern Regional Director Warren W. Simpson, left, and undergraduates at the Casino table during Monte Carlo Night at the Midwestern Regional Conference.



The members of Eta Chi Chapter at Cal Poly-Pomona heard Raymond Wilson from Kaiser Steel speak on "Industrial Management and Training".

SAN FRANCISCO

GAMMA OMICRON CHAPTER at the University of San Francisco is heading towards a successful semester. Our goal of success will be evident by the motivation and enthusiasm portrayed by the 24 Brothers in our chapter.

Gamma Omicron Chapter, under the supervision of Rose Dance Chairman Bob Corbolot-

ti, was able to organize a successful Rose Dance. Held October 15, 1976, at San Francisco's Holiday Inn, the Brothers of Gamma Omicron Chapter are proud to announce our 1976-77 Rose Queen, Nancy Bevalauqua.

Gamma Omicron Chapter is also successful in promoting and supervising activities in our university community. Some of those activities include the development of Rotaract, under the supervision of Raymond Jones, chancellor, which is objectively promoting the professional ethics in business and is acquainting business and non-business students with the world of commerce. Brother Raymond Jones received a \$1500 scholarship from the San Francisco Rotary Club to organize this service for the University community. Brother Tony Michealis completed Business Week activities scheduled for November 15. Activities planned included accounting partners from Pete, Marwick and Mitchell to speak and show a film on the accounting aspects of business; newspaper columnist Milt Moskowitz from the local newspaper; and member of the Golden State Warriors basketball team.

Congratulations to Brothers Raymond Jones and Alfredo Gamma who were chosen to serve on student court and student senate, respectively.

Our professional tour took us to Anchor Steam Beer Industries on October 14.

Rushing activities include our annual spaghetti dinner on November 3 with 22 prospective rushees for Spring semester. Under the supervision of Brother Kenneth Simoncini, the rushees attended our Western Regional Conference on October 29, with the opportunity of seeing the professionalism of Delta Sigma Pi at its best.

Athletically, the big event planned for the Fall semester was the first annual Thompson Tennis Tournament held in Golden Gate Park. Brother Michael Thompson looks forward to expanding this event into a National Fraternity Tournament.

The Brothers of Gamma Omicron Chapter wish all Deltasigs a very happy and successful year.

—WAYNE G. WARD

SAN FRANCISCO STATE

AS THE SPRING SEMESTER begins, we in Delta Omicron Chapter look back with pride at the first half of the semester. After the Summer ended we got the ball rolling by inviting Mr. Steve White, an Executive Vice President and a member of the Board of Directors of Bechtel Corporation, to speak to us on the problem of the Multi-National Corporation in the foreign finance markets.

Our professional calendar continued with several executives of Shell Oil Company participating in a Shell Oil Seminar. They explained the increased costs that would occur from a break-up of the major oil companies. These costs would then have to be passed on to the consumer. We have had speakers from firms such as Dun and Bradstreet, and Touche Ross, as well as others from local firms.

Later in the semester we are planning two professional tours of major institutions in Northern California and Nevada. Coming up soon is a tour of the San Quentin Correctional Center. This will almost immediately be followed by a tour of one of the major casinos in

the Lake Tahoe area.

In order to improve our communications with alumni and other chapters, we have re-issued our chapter newsletter. Since our first issue this semester was met with such positive interest, we have decided to put out another issue shortly.

I would like to congratulate all the Brothers of this chapter on the professional attitude toward the pledge program. Delta Omicron Chapter is constantly seeking people of high quality for initiation as Deltasigs. In order to achieve this goal the Brothers are taking a healthy interest and are helping to ensure a successful, professional pledge program.

We, in Delta Omicron Chapter, hope you had a happy holiday season and wish you a healthy and prosperous year.

—KEITH L. KUTNER

C.S.U.—CHICO

EPSILON THETA CHAPTER has experienced a great start this semester and under the leadership of our current president, George Backhus, things continue to go well. Other chapter officers include Dan Noell, senior vice president; Eric Simmons, vice president for pledge education; Gary Rothman, vice president for professional activities; Wes Ong, chancellor; Al Riker, treasurer, Gary Carlson, CEI Chairman; and William Wiard, Historian.

This semester the new office of Chairman for Regional Conference activities was filled by Don Lewallen. He prepared an excellent booth for the Western Regional that included a slide show, and posters showing the many facets of Epsilon Theta Chapter.

This year a special rose goes to Brother Dan Noell for organizing an outstanding rush program. Prospective members were invited to attend the Faculty Smoker, a fine professional tour of Mathew Conveyor Corporation, and our traditional spaghetti dinner. We were pleased to have Tom Harnett, Director of the Western Region, and several Brothers from Theta Chi Chapter as our honored guests. These efforts, combined with the entire chapter's personal approach to selling the fraternity, allowed Epsilon Theta Chapter to pin 17 outstanding prospective members. Brother Eric Simmons has displayed a high degree of competency as Vice President for Pledge Education in preparing these men for possible future membership.

Brother Gary Rothman has conducted an exciting professional program including an all day tour to Sausalito to view the Bay Model, a scale model of the San Francisco Bay and Delta Region. While in the Bay area we toured Delancy Street, a business designed to help convicted criminals learn a trade and to adjust to society. Other tours included an extensive tour of the Napa Valley and several of its finest wineries. We also have had many fine professional speakers such as State Senator Leggett, and a personal invitation to tour the state capitol in the future.

Brothers Brad Goodnight and Al Kabert are keeping the books in the black with many work projects. This semester we have helped in the construction of a new shopping mall in Chio, organized two dances and a raffle.

A special rose goes to our lovely Rose for

the past year, Pam Lockwood. Brother Paul Hesse has introduced nine lovely candidates for this year's Rose.

The CEI chairmanship is in the capable hands of Brother Gary Carlson, who has high hopes of making Epsilon Theta Chapter a 100,000 point chapter once again. With the effort given out by such dedicated Brothers, we will surely give it a try.

The Brothers of Epsilon Theta Chapter wish all Deltasigs a very happy and successful year.
—WILLIAM W. WIARD

MENLO

THIS YEAR ZETA RHO CHAPTER has very many excellent objectives. Perhaps our most important objective and project was the Western Regional Conference that was held at the Royal Coach Inn in San Mateo in California. Our chapter hosted this Regional Conference, and all the Brothers in our chapter looked forward to this event. On Friday night, October 29, we hosted a Casino Night. Yellow Dog initiation took place during the same time. The second day of the conference started with a Hangover Breakfast, which I am sure most Brothers appreciated. During the luncheon, we planned to have a Guest Speaker, and after this event we planned to hold several chapter seminars. The last day of the Regional Conference hosted more of these seminars. We certainly hope that all the Brothers attending this Regional Conference had their share of fun.

On October 7, the Brothers of Zeta Rho Chapter attended a tour of the Coca-Cola Bottling Company in Belmont, California. This tour was an excellent one and provided us with an insight as to how the plant operates. Our Guides, General Manager Harry L. Sheldon and other high management officials gave us real red carpet treatment. This year our Vice President of Professional Activities Ben Kopf has not only scheduled for the chapter more excursions and tours, but, also, he has scheduled a fine Speaker Program. Basically, this speaker program entails the invitation of businessmen from the San Francisco area to give lectures and speeches at Menlo once a week.

We certainly do not have a large pledge class this semester; however, we can proudly say that what we have is certainly a choice class of pledges. We at Zeta Rho Chapter feel that quality comes before quantity. Joining us in our pledge class is our first female pledge, Miss Marilyn Shapiro. Our Vice President for Pledge Education, Herb West, has devised a program that will serve as a source of enlightenment and knowledge to the pledges.

Russ Hatch, our president, and our other officers are making sure that each Brother contributes his share of work to the Fraternity.

We at Zeta Rho Chapter would like to express our deepest thanks to two gentlemen and Brothers who have continuously gone out of their ways to help our chapter. These two Brothers are Thomas Harnett, Western Regional Director, and James Scott McCann, our District Director. They have done an immense amount of work helping our chapter, and we all would like to express our deepest thanks to these two gentlemen.

Zeta Rho Chapter is looking forward to a

brighter year, and wishes all the best to all our Brothers. We hope that this year will provide for them experience ranging from enlightenment to fun. —THOMAS F. LAUCHLI

CAL POLY-POMONA

ETA CHI CHAPTER at California State Polytechnic University at Pomona would first like to congratulate Brother Lee Heins upon his recent marriage; we all wish him the best.

With the largest enrollment in its history, the Brothers had their hands full this past quarter in handling the Add-Drop Center. Our thanks to Brother Bob Lazenby for a commendable job in organizing this very worthwhile student convenience.

The Brothers had a great time at our Day at the Races at Santa Anita Racetrack in October. A mellow time on the center turf, kicked back under the warm sun and blue skies really stoked us out. Compliments to Brother Marty Mangione for arranging a great event.

And WOW! What a Regional Conference we had! For all those who missed it, they really missed out on a lot. Having a great time was secondary to the interchange of ideas and experiences. Oh, by the way, congratulations to all the new Yellow Dogs.

The chapter celebrated Founders' Day with a Sunday evening dinner topped off with a deliciously trimmed birthday cake.

Our Southern California Alumni Club had their annual Las Vegas Nite during November. It had an unusual way of bringing out the gambler in us all.

We've had a fantastic series of speakers this past quarter from companies such as Kaiser Steel. Raymond Wilson spoke about "Industrial Management and Training", and exactly how it affects those within the Kaiser Steel management program. These professional meetings have been of excellent quality, drawing favorable responses from the business students on campus. Here our thanks go to Brother Doug Wilson.

No year is complete without a formal farewell for the old, and a hearty welcome for the new. Our New Year's Eve party saw the bicentennial year draw to a close; for many of us beautiful memories linger. But for 1977, beautiful dreams will become reality.
—FRANK C. PLUTA

WESTERN REGION

Not Reporting

Loyola-Marymount
C.S.U.-Sacramento
San Jose

CHAPTER MEMBERS AND INTERESTED ALUMNI PLEASE NOTE!

The new poster on pages 24 and 25 and the recruiting brochure shown opposite (page 45) are designed to assist the chapter in the ever challenging job of recruiting. Both of these items may be ordered from The Central Office and the chapters have been supplied with price information and order forms.

from the record of DELTA SIGMA PI

Selects Students Of Business

seeking to enhance their classroom education through their association with other students in this field, and unites them in fraternalism.

Sponsors Professional Programs

with tours and speakers in and from the business world, industrial movies, business machine exhibits, forums, etc.

Conducts A Model Business

in each chapter that is patterned after the best organizations in the business world providing actual experience for its members.

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through the Delta Sigma Pi Scholarship Key and by cooperative study programs within the chapters.

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at which ideas from the fraternity and business world are assembled and exchanged for the benefit of its members.

Has A Score Of Publications

including a quarterly magazine, The DELTASIG.

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90,000 Students of Business

initiated since its founding.

CHAPTER OF DELTA SIGMA PI

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