

Commentary



William R. Kinsella

Dear Brothers:

"Well," said the Chapter President, "we need to make a decision about our fundraiser."

"Let's do something new this year; something that will make us lots of money," said the Vice President for Finance.

The Treasurer agreed. "We certainly need it to pay for our banquet. But remember, last year we almost lost our shirt on our fund raising project."

"We must be careful," agreed the President, "but my Big Brother told me how easy it was to raise all that money three years ago. But that was before my time."

The Treasurer added, "That's mentioned in our old ledgers and files but not very much."

"I remember hearing about that, too," the Vice President for Finance said, "but wasn't there a problem with the Dean's Office because we were selling on campus? And I thought we needed a permit from the city?"

"Well," said the President, "we better check this out some more so we don't reinvent the wheel. Who can we ask about this?" Who can they ask indeed.

Many chapters face these same or similar circumstances everyday but aren't sure who to turn to. Their District Director? The Regional Director? Call The Central Office? Any or all are possibilities but the answer may be closer to home than they realize. The one chapter officer who may

The most overlooked chapter officer...

have all the answers often times is thought of the least, and overlooked the most. Your Chapter Advisor.

Most of our chapters have an annual turnover rate of 25 percent to 50 percent. Often it is the faculty or alumni advisor who provides the continuity necessary to provide a direct link between yesterday, today, and tomorrow, thereby making it unnecessary to reinvent the wheel on a continuing basis.

Our collegiate Brothers desire and need strong support as they participate in the many experiences that lead them to their places in the business community. Many chapters are fortunate enough to have both faculty members and alumni involved as advisors. Faculty and alumni who choose to become involved with a collegiate chapter provide a bridging network which helps to contribute to the success of the chapter.

While an Advisor's role is significant, it is also one of the most difficult within our fraternity. The Advisor's effectiveness is directly related to his or her direct contact with the chapter. Keeping in contact means effective communication in both directions - chapter to Advisor and Advisor to chapter. Everyone must be informed if there is to be any semblance of a closed communication loop.

Advisors should be visible at chapter functions and attend chapter meetings executive as well as general - in order to be informed of the true state of the chapter, its strengths, and its needs. This visibility promotes credibility and shows that the Advisor wants to be more than a figurehead.

Yes, an Advisor is much more than the title suggests. He or she must be a good listener, a mediator, a mentor, a counselor, and a friend in times of distress or uncertainty.. At times it may be best to say nothing, while other times may demand full involvement in every aspect of planning and implementation. On occasion, the Advisor may have to be a dictator, especially if there is potential for violation of fraternity, university, or community laws.

Many chapters make effective and frequent use of their Advisors. Many others, though, do not involve their Advisors in chapter matters; do not seek their counsel; do not try to get them involved; and on occasion, just ignore them. No wonder that some Advisors do not participate or feel welcome.

So what does one get out of being an Advisor? The tangible kudos are few, but the intrinsic rewards are endless. Just knowing you are appreciated and have had a hand in helping others help themselves can be enough. The only reward that one should expect is for the chapter to utter that magic phrase "THANK YOU" on a regular basis.

To all our collegiate Chapter Advisors, past and present, we say "THANK YOU" for a job well done. Your efforts and dedication are deeply appreciated.

William R Kmielle

WILLIAM R. KINSELLA Grand President

I wish to thank Past Grand President Richard J. Parnitzke for his contribution in developing this article. Dick is currently the Chairman of the Chapter Advisor Development Committee. Summer, 1990 Volume LXXVIII, No. 3

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Delta Sigma Pi S.



Page 27 Robby L. Hultz and R. Scott Kortendick: a returning staff member and a new staff member serve our fraternity at The Central Office in Oxford, Ohio.

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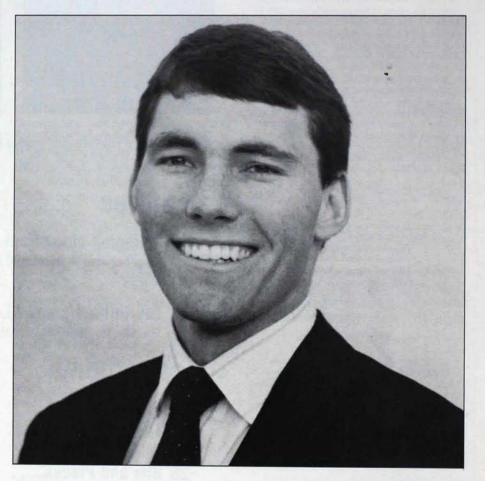
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COLLEGIAN OF THE YEAR 1990

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

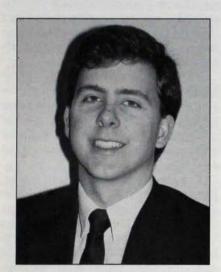


RESCOTT H. ASHE, a graduate of the University of California at Berkeley and an alumnus of Rho Chapter, has been chosen Collegian of the Year for 1990. A business administration major, Prescott maintained a 3.9 cumulative grade point average during his four years at California-Berkeley, with a 4.0 grade point average within his

major. Initiated on November 16, 1985, by Rho Chapter, Prescott is a Life Member contributor to the Delta Sigma Pi Leadership Fund. While a collegiate member of Rho Chapter, he served as President, Chancellor and Alumni Relations Chair. Further, he served as the Rho Chapter delegate to the 37th Grand Chapter Congress in St. Louis, Missouri. In addition to working with Rho Chapter, Prescott participated in the formation of the Undergraduate Business School Senate and was a member of the Undergraduate Finance Association. Named to Phi Beta Kappa in his junior year, Prescott is a candidate for the California-Berkeley University Medal; the University's highest award to be received by only one graduating senior.

While at California-Berkeley, Prescott was awarded the California Association of Realtors Scholarship, the California Mortgage Bankers Association Scholarship, the Delloitte, Haskins and Sells Managers and Staff Award, and Deans honors in each of the last seven semesters.

During his college years, Prescott was employed by the Liquidity Fund Investment Corporation as a Financial Analyst and by Price Waterhouse as an Audit

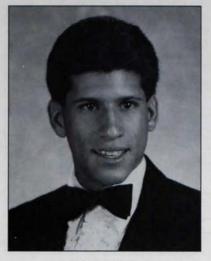


David J. Schultz

Intern. Through his employment and scholarships, Prescott was able to finance fifty percent of his undergraduate education.

A licensed California Real Estate salesperson and a certified private pilot, Prescott also enjoys reading, skiing and weight lifting. Following his graduation from the University of California at Berkeley in May, 1990, Prescott plans on working two to three years for a management consulting firm, and then returning . to school for his masters in business administration. As Collegian of the Year, Prescott is now eligible to receive the Mr. & Mrs. Sydney A. Sparks Scholarship for his graduate studies.

As Collegian of the Year, Prescott begins a two year term of service on the Board of Directors and the Executive Committee of Delta Sigma Pi. In every way, Prescott H. Ashe exemplifies those



H. Glen Goldstein

qualities for which the Collegian of the Year was established.

Each chapter in the fraternity has the opportunity to nominate a member for this award. From all regional nominees, a regional finalist is selected by a screening committee within the region and, from these finalists, a national winner is chosen by the Executive Committee of Delta Sigma Pi. Established in 1971, this award recognizes the outstanding collegiate member of the fraternity as evidenced by scholarship, extra-curricular activities, fraternity services, demonstration of responsibility to self and others and representation of conduct according to the highest standards of business ethics and integrity.

DAVID J. SCHULTZ is the Collegian of the Year nominee from the Eastern Region. A member of the Alpha Kappa Chapter at the State University of New York at Buffalo, David was a masters candidate and maintained a 3.7 grade point



Christina M. Quesenberry

average in his studies. A December 10, 1988, initiate of Alpha Kappa Chapter, David served as Chancellor in addition to various committee memberships.

While attending SUNY-Buffalo, David also served as President of the American Marketing Association, Editor of the School of Management newspaper, and was a member of the Management Student Council. During the past year he has been employed by Morgan Materials as an Assistant Operations Manager. David plans to obtain a position in Strategic Management Consulting.

H. GLEN GOLDSTEIN is the Mideastern Region's nominee for Collegian of the Year. A December 5, 1987, initiate of Beta Nu Chapter at the University of Pennsylvania, he maintained a 3.7 grade point average with a dual concentration in Finance and Decision Sciences. Glen



Camela A. Mayfield

served his chapter as President, Vice President for Professional Activities and Secretary.

A Benjamin Franklin Scholar, Glen was also honored on the Wharton School Dean's List. During summers, Glen was employed for various companies including; Bain & Company, Inc., as an Associate Consultant Intern; Chevy Chase Federal Savings Bank as a Budget Analyst; and the Maryland National Bank as an Exceptions-Returns Clerk.Glen's future plans are to obtain a position in the strategic management consulting industry.

CHRISTINA M. QUESENBERRY, the nominee from the East Central Region, was initiated by the Theta Kappa Chapter at the University of Akron on April 29, 1989. A management major with a minor in creative writing, she maintained a 3.5 grade point average.



Jennifer J. Chambers

As a member of the Theta Kappa Chapter, Christina served as Pledge Class President and chapter representative to the Dean's Advisory Council and the Akron Business Round Table. Chris also volunteered for the Ronald McDonald House and the American Cancer Society.

While involved in these activities, she was also employed by WEWS Television Studios as a Telemarketer and Promotional Specialist. Through her employment, she was able to finance 100 percent of her college tuition.

While at the University of Akron, Christina was honored on the College of Business Dean's List, and was named a member of the Outstanding College Students of America. Christina's future plans are to continue her employment in the media production field.

CAMELA A. MAYFIELD, is the Collegian of the Year nominee from the Central Region. An accounting and finance major at Indiana University-Prudue University at Indianapolis, Camela has maintained a 3.9 grade point average in her studies.

Initiated on November 7, 1987, she served Kappa Sigma Chapter as Vice President for Chapter Operations in addition to her various committee memberships. While at IUPUI, Camela also served as President of the Indiana University-Indianapolis Accounting Club. Additionally, she was named to the Dean's List each semester since her enrollment at IUPUI in the fall of 1987, and received the Outstanding Scholar Award and the IUPUI Distinguished Scholarship.

While in school, Camela worked as Undergraduate Assistant in the business school and as a sales associate for Lazarus Department Stores. Camela plans to work in Indianapolis for a local or regional CPA



Thomas A. Tollefsen

firm upon her graduation in May of 1991.

JENNIFER J. CHAMBERS, an October 3, 1987, initiate of the Alpha Zeta Chapter at the University of Tennessee at Knoxville is the Collegian of the Year nominee from the South Central Region. While double majoring in marketing and pre-law, Jennifer maintained a 3.3 grade point average. She will be graduating cum laude.

In addition to attending the South Central Regional Conference and the Southern Provincial Leadership School, Jennifer also served as delegate to the 37th Grand Chapter Congress in St. Louis, Missouri. Jennifer served her chapter as President, Vice President for Chapter Operations and representative to the Business Students Advisory Council.

While at the University of Tennessee, she was named to Phi Eta Sigma and Gamma Beta Phi Honor Societies. Additionally, she was a member of the Mortar Board Senior Honor Society, the Golden Key Honor Society and the Outstanding College Students of America. Following her graduation, Jennifer plans to attend law school.

An April 25, 1987, initiate of Beta Gamma Chapter at the University of South Carolina, Columbia, **THOMAS A. TOLLEFSEN**, is the Southeastern Regional nominee for Collegian of the Year. A finance and economics major, Tom maintained a 3.7 grade point average.

An international student from Norway, Tom served Beta Gamma Chapter as Treasurer and Vice President for Financial Administration. In addition, Tom is a member of Beta Gamma Sigma Business Honor Society, Golden Key Honor Society, Gamma Beta Phi Honor Society and is a recipient of the Derrick Scholarship.

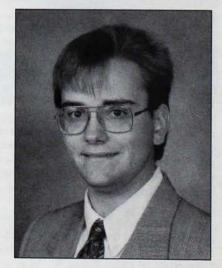
Tom was employed as a Resident Advisor for the University of South Carolina during his studies, and plans to work as a financial planner upon his graduation before returning to pursue a masters in business administration.

PAMELA R. WATKINS is the Southern Regional nominee for Collegian of the Year. A management major at Livingston University, Pamela maintained a 3.9 grade point average. She was initiated into Lambda Rho Chapter on April 16, 1989.

As a member of Lambda Rho Chapter, Pamela served as Secretary, Vice President for Professional Activities and Pledge Class Treasurer. While at Livingston University, Pamela was a member of Phi Eta Sigma and Omicron Delta Kappa in addition to being named to the Outstanding College Students of America. Additionally, she was active as a Livingston University Envoy, overseeing recruitment



Pamela R. Watkins



tours and serving as an official hostess at campus and community social events.

A November 5, 1988, initiate of Eta Tau Chapter at McNeese State University in Lake Charles, Louisiana, JEB L. BERTOLASI is the Collegian of the Year from the Gulf South Region. An accounting and finance major, he has maintained a 3.7 grade point average. While a member of Eta Tau Chapter, Jeb served as Chancellor and President.

Jeb is a founding member of the Society of Human Resource Management and a member of the Accounting Society. He was also named to the McNeese State University President's List.Jeb's future plans are to obtain his CPA certificate and then return to school to pursue a masters degree in business administration.

GARY S. TYSON is the Collegian of the Year nominee from the Great Lakes Region. A finance major at the University of Illinois, Gary maintained a 5.0 grade point average on a 5.0 scale. Initiated on December 2, 1987, by Upsilon Chapter, Gary served as President and Alumni Chairman.

While in school, Gary also served as the Editor in Chief of the Commerce Council Newsletter, was a member of the Council of Presidents, Beta Gamma Sigma, The Financial Managers Association Honor Society, The Golden Key Honor Society, Alpha Lambda Delta Honor Fraternity, and The Ma Wan Da Senior Honorary Society. In addition, he was a Chancellor's Scholar.

In 1988, Gary participated in an international studies program at Exeter University in Devon, United Kingdom. Gary's future plans are to work as a financial analyst for an investment banking firm.

LORALIE LEVENHAGEN, a De-



Krista K. Aberle

cember 6, 1987, initiate of Kappa Phi Chapter, is the Collegian of the Year nominee from the Huron Region. While majoring in business administration with a human resource management concentration, she has maintained a 3.8 grade point average.

As a member of Kappa Phi Chapter, Loralie served as Vice President for Chapter Operations, Vice President for Professional Activities, and Publicity Chair. While pursuing a degree at Valparaiso University, she received a four year National Merit Scholarship, was selected as a Valparaiso University Presidential Scholar, was a member of Alpha Lambda Delta Freshman Honorary Fraternity and was listed in Outstanding College Students of America.

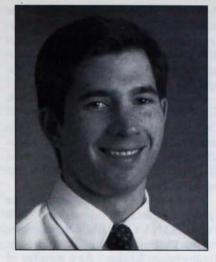
Financing 100 percent of her education through scholarships and work, Loralie was employed as a Faculty Assistant in the college of business administration and



Gary S. Tyson



Loralie Levenhagen



David E. Brunke

as a Human Resources Intern for Conseco, Inc. Loralie plans to find full time employment in human resources management, with her long term goal being to specialize in benefits and compensation.

KRISTA K. ABERLE is the Collegian of the Year nominee for the North Central Region. A business administration major at the University of Nebraska-Lincoln, Krista maintained a 3.9 grade point average. Initiated on March 13, 1988, Krista served Alpha Delta Chapter as President, Senior Vice President and Secretary.

While at the University of Nebraska, Krista also served the campus ministry and was a member of Kappa Phi, the Christian Service sorority. In addition, she was a member of Beta Gamma Sigma, the business honorary fraternity, the Golden Key National Honor Society, and received the University of Nebraska-Lincoln David Scholarship, the LaVerne Cox Memorial Scholarship and the College of Business Hicks Key.

Krista was employed as an Administrative Assistant for the Family Housing Department at the University of Nebraska-Lincoln while she was in school. In addition, she was a New Student Enrollment Host with the Campus Activities and Programs Department. Krista plans to pursue a professional career Human Resources Management.

A management major at Central Missouri State University, **DAVID E. BRUNKE** is the Collegian of the Year nominee from the Midwestern Region. A November 27, 1987, initiate of Iota Omicron Chapter at Central Missouri State University, David maintained a 3.3 grade point average.

David served Iota Omicron Chapter as President, and Chairman of the National Awards Committee. Additionally, he served as a Senator for the Student Government Association and was a member of the Association for Improving Management Skills and the Personnel Management Association.

David was a member of the Mace & Torch Leadership Honorary Society, Pi Omicron Delta, and was named in Outstanding Students of America. Additionally, he received the Central Missouri State University Department of Administration Achievement Award.

An April 13, 1986, initiate of Delta Epsilon Chapter at the University of North Texas, **DANA C. HILL** is the nominee for the Collegian of the Year from the Southwestern Region. As a member of Delta Epsilon Chapter, Dana served the chapter as Secretary and Bylaws Review Chair.



Dana C. Hill

While at the University of North Texas, she was also involved in Beta Gamma Phi, the honor and service fraternity, Beta Gamma Sigma, Alpha Mu Alpha Honor Society, the Golden Key and Alpha Chi Honor Societies, the Council of Business Students, the North Texas Marketing Association, and was recognized in the Outstanding College Students of America. Additionally, she was a recipient of the General Motors Spirit Award and has been recognized on the National Dean's List since 1985. After her graduation, Dana plans to pursue a marketing career in the service industry.

T. JOELLE ESTELLE is the Collegian of the Year nominee from the Gulf Western Region. A November 21, 1987, initiate of Eta Psi Chapter at the University of Houston, Joelle majored concentrating in accounting, maintaining a 3.6 grade point average. As a member of Eta



T. Joelle Estelle

Psi Chapter, Joelle served the chapter as Historian and Secretary.

While at the University of Houston, she was also a member of Beta Alpha Psi, the honorary accounting fraternity, Phi Kappa Phi, a university wide honor society, and Beta Gamma Sigma, the business honorary society. In addition, Joelle has been honored on the Dean's List for the last five semesters.

Joelle was also honored with the Arthur Andersen and Company Scholarship, the International Credit Association of Houston Scholarship, the College of Business Administration Alumni Scholarship and the Honors Program Scholarship. While completing her degree, she worked for the university as a teaching assistant for the Office of Student Services in the College of Business Administration. Joelle has accepted a position with Arthur Andersen & Company as a staff accountant.

An accounting major with an emphasis in Management Advisory Services, LISA C. SHELLY is the Collegian of the Year



Lisa C. Shelly

nominee from the Intermountain Region. A November 14, 1988, initiate of Gamma Omega Chapter at Arizona State University, Lisa has maintained a 3.5 grade point average.

Lisa served Gamma Omega Chapter as Vice President for Pledge Education, Vice President for Chapter Operations and Secretary. Honored with membership in Beta Gamma Sigma Honorary Society and the Golden Key Honorary Society, Lisa also received a four year Regent's Scholarship and the Medallion of Merit Tuition Scholarship.

While at Arizona State University, she has been employed as a sales associate for Bullock's Department Store, and a financial administrative assistant with Bernard Deutsch Associates.Following her graduation in December of 1991, Lisa plans to work in the field of management



Lisa M. Middaugh

advisory services.

LISA M. MIDDAUGH is the Collegian of the Year nominee from the South Pacific Region. While majoring in finance at San Diego State University, she has maintained a 3.2 grade point average.

As a member of Iota Pi Chapter at San Diego State University, Lisa served the chapter as Vice President for Community Service, and Vice President of her pledge class. She has also served on numerous chapter committees.

While at San Diego State, she was also a member of Alpha Gamma Sigma Honor Scholastic Society, and the Finance and Investment Society. During her studies, she was employed as a Financial Analyst for Corporate Management, Inc.

Lisa's future plans are to work as a Financial Consultant and then return to school to obtain her Masters in Business Administration. Delta Sigma — Pi —



LEADERSHIP FUND

" I developed the attitude that as a member of Delta Sigma Pi, the principles and meaning of our fraternity would always lead me in the right direction in school and in life. Truly, Delta Sigma Pi was the best thing I have ever done, and I strongly believe I am a better person as a member of our great organization."

> 1989-90 Annual Campaign Charter Supporter

In 1989, the Delta Sigma Pi Leadership Fund introduced to our Brotherhood their Annual Campaign program. This new fund raising program represented one of the most important developments in the history of our Fraternity. The Leadership Fund, a separate legal entity, has built a special "partnership" with the Fraternity and the Educational Foundation in order to provide the "best of both worlds" to those who wish to support the charitable aims and ideals of Delta Sigma Pi.

Through the inaugural 1989-90 Annual Campaign, the Leadership Fund has raised in excess of \$100,000 from over 2,500 Brothers and friends of Delta Sigma Pi. The funds raised through the Leadership Fund will be made available for expanded Scholarships and Fellowships to Deltasigs (so important in this day and age of rising college costs), and enhanced educational and leadership programming in our Fraternity.

Why The Leadership Fund?

It's really quite simple. Gifts made to the Leadership Fund are *tax-deductible*. Gifts to the Fraternity are not.

Because the Leadership Fund is a public, charitable and educational corporation with an Internal Revenue Code Section 501(c)(3) standing, we not only can provide you with taxdeductibility, but can also fund a variety of important programs in our Fraternity. The Annual Campaign provides you with the best opportunity to support Delta Sigma Pi.

How can I help?

Each year, the Leadership Fund will conduct an extensive Annual Campaign inviting Brothers across the nation and, indeed, across the world, to support its programs. Yearly contributions to the Leadership Fund through this effort are the best manner in which you can support your Fraternity.

Your check, made to the Delta Sigma Pi Leadership Fund, can be returned in the envelope provided to you with your Annual Campaign materials.

Are my contributions tax-deductible?

Yes! Contributions to the Leadership Fund are fully tax-deductible for federal income tax purposes as a charitable contribution.

What types of programs will my contribution support?

Through your generous support, the Leadership Fund will be able to provide needed resources to those areas of greatest importance to our Fraternity. Currently, arrangements have been made for the Leadership Fund to fund and support;

 Scholarships to Brothers in Delta Sigma Pi
 Grand Chapter Congress educational programming
 The Delta Sigma Pi Officer Training Schools
 Seminar topics on a wide array of issues important to our fraternity

5) Chapter Consultant development

6) Delta Sigma Pi Scholarship Key and Biennial Survey.

As you can see, the Leadership Fund and the success of its Annual Campaigns are of great importance to our Brotherhood.

Will my contributions qualify me for recognition in a Giving Level

Your support of the Leadership Fund will qualify you for recognition in the Giving Level program. Annually, the Leadership Fund will recognize your support in The DELTASIG Magazine. Your Giving Level membership will be determined by your life-to-date contributions in support of Delta Sigma Pi. The Delta Sigma Pi Leadership Fund is proud to honor those Brothers who have reached certain cumulative Giving Levels. The Leadership Fund recognizes Brothers at the following levels:

Life Member 1907 Society Crown & Delta Society Trustee Associate Chairman's Forum	100.00 250.00 500.00 1,000.00 2,500.00		
		Founders' Circle	5,000.00

The Charter Supporter list contained on the next several pages lists all those who made a contribution to the Leadership Fund between July 1, 1989 and June 30, 1990 in their appropriate Giving Level of Recognition...

Delta Delta Pi Leadership Fund

Looking for a way to support Delta Sigma Pi?

The Delta Sigma Pi Leadership Fund makes available to donors a variety of giving opportunities:

•Outright gifts - gifts of cash through the Annual Campaign are an excellent way to assist our fraternity.

•Bequests - through your will, you can provide for direct distributions to the Leadership Fund.

•Life Insurance - by naming the Leadership Fund as the owner and beneficiary of a life insurance policy, you can receive a tax deduction for your premium payments.

•Securities - gifts of securities are in many cases accepted by the Leadership Fund, and provide you with another avenue for support.

We suggest that if you are interested in any of the above options, consult your attorney and tax advisor, and call or write:

> Daniel S. Doyle Director of Alumni Development Delta Sigma Pi Leadership Fund P.O. Box 230 Oxford, OH 45056-0230 (513) 523-5252

MEMORIAL AND HONORARY CONTRIBUTIONS

In memory of Max Barnett In memory of John Buchan In memory of Robert L. Butler In memory of Harold L. Cannon In memory of Robert Drewniak In memory of Leon J. Heidgen In memory of Rudolph Janzen Robert E. Ahrens

Ms. Sarah S. Buchan

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In honor of Brother J. Alfred Moroni In honor of Victor A. Tabor In honor of Michael T. Walsh

In memory of Thomas Mocella

In memory of John T. Reardon

In memory of William H. Stubbins

In memory of Gary B. Theobald

James F. Pendergrass R. Alan Ferrington James F. Pendergrass

CORPORATE MATCHING GIFTS

Cohen Consulting, Inc. Federal National Mortgage Association General Accident Insurance Household International

Delta Sigma Pi Leadership Fund Charter Supporters

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A listing of Brothers and friends who made a Charter contribution during the 1989-90 Annual Campaign, but do not qualify for membership in our giving levels of recognition.

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ALUMNI CHAPTERS

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MID-AMERICAN PROVINCE NORTH CENTRAL REGION

MANKATO STATE, EPSILON IOTA— As the year came to an end, we all looked to the past in observance of goals accomplished. Accomplishments as individuals as well as a group. Epsilon Iota Chapter can proudly say that this year has been quite a success! Fall kicked off the year with the initiation of 23 pledges who brought with them high energy, enthusiasm and spirit. Brotherhood sparked as members participated in this year's Homecoming celebration by working together on our float. As usual, our tours and guest speakers have been outstanding as well as inspirational to members as they anticipate their graduation date.

More recently, our chapter has seen many improvements in several areas. For the first time ever, we have adopted a financial accounting system. The successes of this year have also led us to receive the bid for next year's Regional Basketball/Volleyball Tournament. We are very excited about hosting this event--our committee is working hard to provide a fantastic time for everyone.

Epsilon Iota Chapter is setting "trends", not just following the "status quo". Let us all work together to achieve closeness, unity and Brotherhood not only in our own chapters, but amongst them.

-Tammy L. Dirschel

MINNESOTA-MINNEAPOLIS, ALPHA EPSILON- Alpha Epsilon Chapter at the University of Minnesota-Minneapolis hosted the North Central Regional Volleyball and Basketball Tournament in January, 1990. Over 220 Brothers from the region participated. Although our chapter placed well in the tournament, our Brothers from Iota Chapter and Eta Pi Chapter claimed the trophies for volleyball and basketball, respectively. Beside the tournament itself, the chapters gathered together for a tour of the Stroh's brewery, and a professional dinner where Mr. Mel Bernstein, Senior Vice President and General Counsel for the Federal Reserve Bank of Minnesota was the guest speaker. This wonderful weekend was a great opportunity for Brothers of Delta Sigma Pi to meet, and establish more Brotherhood between chapters. Everyone had fun, so the planning and hard work paid off. Winter was a busy time for us this year. Beside the tournament, our chapter participated in several community service events. Included in these were an afternoon at the Eldercare home, where Brothers socialized and played bingo with the residents, and a day of Bowling for "Kid's Sake." Our participation in these community service projects was higher than it has been in several quarters.

The Alpha Epsilon Chapter finished the school year with a bang! In April, over 30 Brothers went to Chicago to tour the Chicago Board of Trade and Inesco Corporation. Finally, at the beginning of June, our chapter held its annual Spring Formal. Through all of the events we planned and attended this year, our chapter has pulled closer together. We are eager for the 1990-1991 school year to begin. — Christina J. Miller

NEBRASKA-LINCOLN, ALPHA

DELTA— The Alpha Delta Chapter had a very busy and successful year. Our pledging and rush activities went very well. We initiated 27 new Brothers in the Fall and 14 in the Spring. A new point system was implemented into the pledge program during the spring semester. This proved to work very well as it gave the pledges a chance to watch their progress throughout their program.

The chapter worked very hard on our com-munity service projects. We held our 13th Annual Volleyball/Basketball Marathon in October. This was done to benefit the Spina Bifida Association. We also held two activities with the Y-Pal program in Lincoln. This included a Halloween party and an Easter egg hunt. Canned food was also donated by members to the food bank. Various financial projects were completed throughout the year including: credit card booths, selling pom poms at football games and cleaning the Bob Devaney Sports Center. The chapter also sold t-shirts which listed the top ten reasons why students should enter the business college. The Alpha Delta Chapter also held various events to promote our interaction with alumni and faculty. A brownies, cookies, and cake break was held for the faculty. An alumni night was also held in which 17 alumni attended and shared various stories with the chapter.

A new motivational activity that was implemented this year was handing out Delta Snicks at the chapter meeting. A bite size snicker was given to any active who was recognized by another for something they did during the week.

This year also brought many accomplish-

ments to the chapter and its members. The Alpha Delta Chapter was awarded Student Organization of the Month for October. This was presented to the chapter at the All Campus Leadership Recognition Ceremony and Reception at the University. Brother Krista Aberle was recognized as Regional Collegian of the Year. Brother Angi Humphrey won the title of Miss Nebraska 1990 and competed in the Miss U.S.A. Pageant.

-Lori A. Doerr

SOUTH DAKOTA, ALPHA ETA— The Alpha Eta Chapter has had an exciting and productive year. Activities included: having a successful recruiting program, producing the Student Faculty Directory, participating in the North Central Regional Volleyball/Basketball Tournament in Minneapolis and taking a field trip to Chicago.

Alpha Eta Chapter recruited 51 members to join the Brotherhood of Delta Sigma Pi. Each new member was a welcome addition since we lost 34 Brothers to graduation.

For the second consecutive year, we were in charge of producing the Student-Faculty Directory for USD. By selling advertisements and working with the university, we were able to provide a service for the students and faculty as well as raise funds for the chapter.

Alpha Eta Chapter also had the opportunity to travel this semester. We participated in the Regional Volleyball/Basketball Tournament in Minneapolis and met Brothers from other chapters in the region. A field trip to Chicago yielded the opportunity to tour businesses, attend a Bulls game, and eat dinner at the Hard Rock Cafe. We were able to tour the Chicago Board of Trade, the Federal Reserve Bank of Chicago, Waste Management Inc., and the Arthur Anderson Center for Professional Education. Congratulations Alpha Eta Chapter on another successful and productive year. Good luck in achieving your goal of 100,000 CEI points!



Brothers Ron Kruml and Deanne Dinslage show off Alpha Delta Chapter's recruiting table

The Chapters Speak

WINONA STATE, KAPPA UPSILON-

Motivation, recruiting, hazing, alumni and chapter efficiency were some of the subjects covered at the area conference on April 21, 1990, at Winona State. Epsilon Iota and Alpha Epsilon Chapters attended the sessions that were headed by Regional Director Norman Kromberg, District Directors Michelle Davis and Mark Dorn, and Collegian of the Year 1989 Chris E. Robinett. A great deal of information and new ideas were generated; it's just a matter of putting them into action. In the fall of 1990 we will venture down to Chicago for a tour of the Mercantile Exchange, staying at a hotel and enjoying a day in the "Windy City." As for new Brothers, we initiated ten in the

As for new Brothers, we initiated ten in the fall and eight in the spring. We will however lose 17 Brothers to graduation. Congratulations and good luck to all in your future endeavors.

We would like to extend an invitation to all Brothers for our fall initiation.

GREAT LAKES REGION

EASTERN ILLINOIS, EPSILON OMEGA— The Deltasigs of the Epsilon Omega Chapter welcomed 20 new Brothers from the "Nicolites" pledge class in the Fall 1989, and 19 new Brothers from "Torbert's Terrorists" pledge class in the Spring 1990 semester. Each Brother is unique and has blended into the active body as one.

Last semester's social activities included Homecoming festivities with the alumni and the Amethyst Ball in December. The professional aspect came through as we traveled to State Farm Insurance and Diamond Star Motor Company in Bloomington.

During the Spring semester, Vice President for Professional Activities Laura Laughlin, and Karen Peterson, planned a professional trip to the Chicago Board of Trade and AmPad. The social committee took us to Lewis University for a basketball tournament with other chapters, and ended the semester with the Rose Formal in Indianapolis. Also, various speakers and professional trips in the Charleston business district rounded out our professional activities.

Community service this school year has been successful as Angela Arteman and Kimberlee Torbert arranged various community projects throughout the year.

Our community service projects proved to be a great benefit to the Charleston area as well as the Eastern Campus. We started each semester with a blood drive, which worked out great. We also sponsored a food drive, finger printing for children in Charleston, S.A.M.S. Rock-alike, a campus wide function promoting responsible drinking, and other community projects that were an asset to the area.

President Marke H. Schnepper has implemented new goals and ideas and set new objectives for the upcoming school year. The Epsilon Omega Chapter started the 1989-90 school year with great enthusiasm as our chapter reached 97,000 Chapter Efficiency Index points. We would like to congratulate our Brothers who are graduating from the Epsilon Omega Chapter, and Brothers from all the Delta Sigma Pi chapters. Good luck and best wishes in the business world.

Finally, we feel this has been a great year of Brotherhood in the Epsilon Omega Chapter, as "Synergy" and "Unity" show a sense of pride and leadership to be a Deltasig.

-Joan Marie Sauer

ILLINOIS STATE, IOTA CHI- The Brothers of Iota Chi Chapter have been extremely busy this semester. At the St. Louis Undergrad Weekend in March, a group of Brothers were proud to capture the Volleyball Tournament title with an undefeated (8-0) record. Our initiation recently activated 17 enthusiastic members of the Upsilon Pledge Class as well as providing us with the opportunity to initiate the President of Illinois State University, Thomas Wallace, as an Honorary Member. Our Rose Formal provided a great time for all who attended and was held in Chicago. A special twist to the Rose Formal weekend was the addition of a Murder Mystery, where one of the actives was "murdered" and everyone then became suspects. With the end of the activities for this academic year quickly approaching, Iota Chi Chapter would like to wish everyone a fun and safe summer break.

-Kerri Niehaus

MARQUETTE, DELTA— This year we celebrated the 70th anniversary of Delta Chapter. Each year we thrive on continuing our history of success. We toured some of the greater Milwaukee sites including County Stadium and The Bradley Center, home of the Bucks and the Marquette Warriors. Our professional speakers were quite interesting, especially the stress management workshop and Jay Judge, a practicing lawyer and the 1962 Delta Chapter president.

Other highlights of the year were volunteering at the Warrior basketball games, phoning possible high school recruits for Marquette, and, once again, promoting AT&T products for our big fund-raising project. Outside of our own events, our participation was very active in many intramural sports as well as the business school dance in which we received the "Golden Shoe Award."

-Eileen J. Lynch

QUINCY, LAMBDA OMEGA— Lambda Omega Chapter is one year old, and my have we grown! We have grown from a colony of 25 in May of 1989, to a chapter of 55 in May of 1990! Here are some of this past year's highlights. The chapter hosted numerous professional speakers, sponsored a party for the St. Mary Hospital Day Care Center, sponsored the Quincy College Annual Christmas Dance, visited various other chapters, attended Brotherhood in Bloomington and participated in the Quincy College President Forum Breakfast Series. Presently, we are finishing up our major fund raising project - a desk blotter.

We have selected our new officers and have begun preparing for next year, which we hope will be as profitable as this year. Lambda Omega Chapter would like to wish everyone a happy and safe summer. We also invite you all to come see us sometime.

WESTERN ILLINOIS, LAMBDA OMI-CRON— One of Lambda Omicron Chapter's

most successful fund raising events in recent



Brothers from Beta Iota Chapter gather for a photograph at their 3rd annual "Goin' West" dance.

The Chapters Speak

years has been "Spring Break Night at the Regulator." This annual event, which is held at a popular local dance club and bar, continues to draw large crowds because it gives the students of Western Illinois University the chance to have one last night of fun before they depart for spring break. This year's "Spring Break Night" was no exception.

The event was conducted in the same manner as in previous years. Plastic cups, which had the name and date of the event printed on them, were sold at the door. A raffle was also held, with prizes donated by local businesses.

However, this year our chapter added a new twist to the fund raising project. We promoted socially responsible drinking, along with the idea of having a fun and relaxing spring break. This important social message was conveyed through the use of signs and buttons which read "Party Smart" and "Know When to Say When." It was also advertised by the Brothers who worked at a table in the Student Union selling raffle tickets. Whenever a ticket was sold, we reminded the purchaser not to drink and drive by showing pamphlets which describe the effects alcohol has on a person's driving ability.

Overall, this event was a huge success. Although this was a fund raising event, it's success cannot be measured only in financial terms. It must also be measured in terms of the good that we did for the community, through helping to promote an important social message. In future years, we will continue to promote this message, because we feel it is our duty as Deltasigs to help promote "the civic and commercial welfare of the community."

-Michael Wesbecher

WISCONSIN-LA CROSSE, ETA RHO— Eta Rho Chapter started the semester with a retreat formed solely to promote our sense of unity. Off to a fantastic start, we immediately got into our semester.

We held "For Your Image," a fashion show, which proved to be a big success. In late February, while on our way to Zeta Xi Chapter for the Area Conference, we stopped at Marquette University and toured with the Delta Chapter. Our major fund raising was a Chicken Drop Raffle, which has to be seen to be believed. A portion of the profits were donated to the Boy's and Girl's Club of La Crosse, making this event also a community service project. In addition, our chapter put on our bowling shoes and bowled for Muscular Dystrophy in March.

As the semester came to a close we initiated 10 pledges in April and held a Rose Banquet the following day in their honor. As a surprise to our new Brothers, Chris E. Robinett, Collegian of the Year 1989, visited Eta Rho Chapter and participated in the initiation and banquet.

As always, we look forward to meeting our Brothers and look forward to our Great Lakes Regional Conference in November.

-Tanya Kubiak

WISCONSIN-WHITEWATER, THETA XI— This past Spring was one of the most exciting semesters for the Brothers of the Theta Xi Chapter. We celebrated our 20th anniversary as a chapter and reunited 20 years of alumni at our Rose Formal. We also initiated eight new Brothers, who must be commended on the unity they expressed throughout their pledging activities. The pledges organized various activities which consisted of fund raising and professional events. They held a car wash to raise money so we could paint our house, and everyone had a good time and contributed a lot of time and effort.

We have had many diverse fund raising events and community projects throughout the year. One of the things we did was to organize a blotter, which advertised local businesses. This was distributed in the residence halls. We also raised money for charity by selling raffle tickets to benefit a children's center. Also, we had our members donate to "Toys for Tots" at Christmas, and we made visits to a local nursing home to wish many a Happy Easter.

Professional activities kept us busy as we arranged for many prominent figures in the business field to speak to our chapter. In addition to the speakers, we toured a radio station in Milwaukee along the Brewer's stadium. We also have some good ideas lined up for next year. Our chapter is looking forward to a good year and we would like to welcome all fellow chapters to come and visit.

-Mark S. Selburg

CENTRAL ILLINOIS-THE HEART OF ILLINOIS— The past year has been a year of growth and activity for the Central Illinois Alumni Chapter...which is in the Heart of Illinois. We started the year by tying for the Most Outstanding Alumni Chapter which was awarded at Grand Chapter Congress in St. Louis in August. What a way to start a year!!

During Halloween, the chapter participated in a Community Service event by helping the Bloomington Parks & Recreation Service sponsor a Halloween festival. Several alumni participated in the Haunted Pond game by passing out candy to all the little trick-ortreaters.

November saw the Second Annual Brotherhood in Bloomington (BIB). Over 230 collegiates and alumni, representing six universities and two alumni chapters attended this outstanding event. BIB attempts to mix Brotherhood with both professional and social events. The big tour this year was of Diamond Star Motors, with 128 people attending this event alone. Also available throughout the day were tours of State Farm Corporate Headquarters and Nestle-Beich. The evening started with everyone being fed a great chicken dinner and then a dance which raged on for several hours. Needless to say, this event was a major success.

Social interaction within the chapter continued as a Progressive Dinner, Bowling party, Ice Skating party, and Wine & Cheese party were scheduled throughout the year. As the year progressed, attendance has increased at each event and our monthly meetings as well. Still in the planning stages are a Weekend in Chicago and the Third Annual Pool Party. The Chapter has continued to grow and is adding new, young members all time. Monthly meetings are held to discuss The formal items, while monthly happy hours are held as a time to be casual and interact with Brothers and friends.

Hopefully, the chapter will continue to grow and maintain our reputation as an Outstanding Alumni Chapter in Central Illinois. —Jana M. Thackrey

CHICAGO—The season may pass by Deltasig is forever. That philosophy is what caused 256 Deltasig alumni to join the Chicago Alumni Chapter this year. We offer alumni a wide range of activities so as to appeal to as many Deltasigs as possible. We have dinner/speaker events, golf outings, wine tasting dinners, bar nights, and we always look forward to Grand Chapter Congresses and Regional Conferences.

On August 4 we will have our Annual Roundup Picnic, followed by a day at the races on September 8th. On October 6, we will have an Octoberfest function, and then comes the Great Lakes Regional Conference in Joliet from November 2nd through 4th. For our Christmas party we will return to the King's Manor. And 1991 will have an even better line-up of events! All alumni in the Northeastern Illinois area are welcome to join the Chicago Alumni Chapter. Please contact us at : P.O. Box 11314, Chicago, Illinois 60611, for more information about the Chicago Alumni Chapter. We'll be waiting to hear from you!

-James L. Prescott

MIDWESTERN REGION

CENTRAL MISSOURI STATE, IOTA OMICRON— Iota Omicron Chapter at Central Missouri State University was off to a great start this year with 10 Brothers attending Grand Chapter Congress in St. Louis, Missouri. Their enthusiasm was carried back to Warrensburg and was reflected in the chapter's accomplishments during the year.

During the fall semester, our chapter sponsored an all campus speaker, the Missouri State Treasurer, Wendell Bailey. Mr. Bailey spoke on the subject of "You Can Do Anything If You Put Your Mind To It." Spring semester, we broadened our professional horizons by taking a field trip to Chicago, Illinois. In Chicago, we visited the Board of Trade and several museums. In April, we held a joint initiation with Iota Nu Chapter. We had a lot of fun and made many friends. We capped off the year with our birthday banquet celebrating 11 years of Brotherhood. The Iota Omicron Chapter would like to welcome the large number of new Brothers who were initiated this year, and also wish all our graduating seniors exciting and successful careers.

-Judith L. Chancellor

KANSAS, IOTA—Greetings Brothers! The lota Chapter participated in an important fund raising project with AT&T early last fall. Brother Jerry Spector earned the title "KU Campus Manager" by AT&T Campus Dimensions division project. Fifteen Brothers were

The Chapters Speak

trained on how to sell for AT&T, and booths were set up on campus for that purpose. The project lived up to all expectations, and Jerry remembers that "teamwork and commitment" were crucial elements in the success of the program.

We pulled together to undertake several community service events, including "adopting" a family through the Salvation Army at Christmas. We will be kicking off the "KU War on Hunger" in April with a flower sale to raise money for the cause.

In February, 20 Brothers participated in the annual University of Kansas School of Business Phone-A-Thon in an effort to raise money for the school. The Iota Chapter held its annual Farm Party in April. Each year Brothers travel to Sedalia, Missouri, and spend the weekend at alum Chris Arth's family farm. The weekend included swimming, volleyball, bonfires and the infamous "Pigs and Streams" tour, highlighting the oldest suspension bridge in Missouri.

On the professional side, we planned our Second Annual Lecture Series in April. This year's topic was "Regulation and the Stock Market," followed by a wine and cheese reception. A golf tournament was also planned for the end of the semester. Students were paired up with various professionals in a "best ball" format.

-Joseph L. Smith III

MISSOURI-ST. LOUIS, ETA NU-The Eta Nu Chapter at the University of Missouri-St. Louis has been busy the past two semesters at establishing a stronger chapter. Being a commuter college involves a lot of time and dedication by all members in coordinating schedules to stay involved in the fraternity. One of our goals this year is to achieve 100,000 points in the Chapter Efficiency Index, something that has never been accomplished by the Eta Nu Chapter. Some of our activities included working with radio station Q106.5 at the St. Patrick's Day Parade, participating in the adopta-highway program, taking tours, and having professional speakers at meetings. With the tremendous help and support of our Chapter Advisor Dr. Howard Baltz, our fundraising, community service projects and professional events have all been a success.

-Diane E. Erbe

NORTHEAST MISSOURI STATE, IOTA NU— The Iota Nu Chapter has not relaxed or lessened our dedication to Delta Sigma Pi after being named Most Outstanding Chapter in the nation last year. We have strived to fulfill our theme for this year, "Keep the Fire Burning," and through our professional, community service, and social activities, the Brothers of Iota Nu Chapter have continued the tradition of Brotherhood and professionalism that has made our chapter strong.

The Brothers of Iota Nu Chapter recently took a local professional tour of Ortech, a manufacturing plant located in Kirksville, Missouri, which represents a joint venture between the American company Orscheln Motors and a Japanese company. In memory of our founder, William Holper, who died of cystic fybrosis, we held our annual Lock Up For Cystic Fybrosis on campus. Faculty members and students were "locked up" in the Deltasig jail and raised money for their bail by obtaining pledges for Cystic Fybrosis.

To end the school year, the Brothers held our annual Rose Formal dance in the nearby town of Moberly, Missouri. We danced the night away to a DJ's music, while the many graduating seniors made their last Deltasig memories as collegiate members.

Our recent initiation took place in Warrensburg, Missouri, at Central Missouri State University with the Brothers of Iota Omicron Chapter. We initiated 18 Brothers into the Iota Nu Chapter, bringing our chapter membership to 107!

-Kimberly A. Piltz

OKLAHOMA, BETA EPSILON— Awesome! That is all that can be said about the 1989-90 school year in the Beta Epsilon Chapter. Upon the return of our four delegates from the Grand Chapter Congress in St. Louis, Missouri, we started our 60th Anniversary celebration. This celebration was highlighted in the fall with Grand President William R. Kinsella and Past Grand President Michael R. Mallonee present for our initiation of 20 pledges. Other fall events included a tour of the local Hitachi computer disk drive assembly plant and many distinguished speakers including the State Treasurer of Oklahoma, Ellis Edwards. The spring semester was also a milestone for Beta Epsilon Chapter because we conducted the 20th annual tri-initiation with Beta Chi and Gamma Epsilon Chapters. Beta Epsilon Chapter initiated 19 pledges. We were glad to have Mike Mallonee back to speak at the banquet. Beta Epsilon Chapter was also privileged to initiate Robert Lusch, Dean of the University of Oklahoma School of Business, as a Brother.

Our participation in the Big Brother/Big Sister Inc., Annual Easter Egg Hunt provided for an afternoon of egg hunting and game playing with young people in this organization. In the spring, we toured Remington Park, the premier horse racing facility in Oklahoma City. All of these events confirmed our commitment to our community.

These events made for an exciting and busy year for Beta Epsilon Chapter, but we are more excited about the traditions and challenges as we continue to build one of the best chapters in the country.

-Jeff Rudluff

SOUTHWEST MISSOURI STATE, KAPPA OMICRON— Kappa Omicron Chapter at Southwest Missouri State University was awarded blocked seating for every home basketball game in a competition sponsored by the University Athletic Department.

The department challenged all campus organizations to show their spirit and support for the Southwest Missouri State Basketball Bears, and the one organization with the greatest spirit and participation in pre-season games



Brothers from Eta Psi Chapter participate in the Texas Department of Public Safety Litter Control Program.

would win blocked seating for all home games this season. The Deltasigs won the judges over through our enthusiastic and unified approach. We obtained the sponsorship of Domino's Pizza, who purchased sweat shirts for the chapter. The sweat shirts read "Delta Sigma Pi. These Bears Mean Business," and were worn by every Deltasig in attendance at the pre-season games. The Brothers cheered the Bears on to three pre-season victories, while at the same time earning a victory for the chapter. —Tony H. Gramelspacher

ST. LOUIS— This past year the St. Louis Alumni Chapter has continued to expand membership to over 80 Brothers, and offer diverse activities such as: weekly downtown lunches, monthly happy hours, parties, sporting events, professional events, community service projects, and fund raising activities. Over the summer, we were proud to host the 37th Grand Chapter Congress in St. Louis. We hope everyone enjoyed their stay in St. Louis. During the fall, we held our annual recruiting party and sponsored a professional speaker from the V.P. Fair Foundation to celebrate Founders' Day. For Christmas, we decorated the St. Louis Old Cathedral and Karen Barkey held her annual Christmas Party.

In March, Brothers from across the midwest traveled to St. Louis for the 5th Annual Undergrad Weekend. Brothers enjoyed a professional presentation sponsored by the Arch Mineral Corp and a tour of the Ford Motor Company Assembly Plant. In addition, Brothers were treated to a St. Louis Blues Hockey game, a volleyball tournament and a social event. During the summer, Brothers will be volunteering time to benefit the 1990 Children's Miracle Network Telethon and planning our 4th annual V.P. Fair fund raising project. Collegians from across the Midwestern Region will be coming to St. Louis to share in this fund raising activity for their respective chapters.

SOUTHWESTERN REGION

ANGELO STATE, ETA THETA- Brothers of the Eta Theta Chapter have enjoyed a fun and educational year. Along with the usual parties, lunches, and other social gatherings, we took a trip to Fort Worth in October to join other chapters in our region for a volleyball tournament hosted by the Delta Upsilon Chapter at Texas Christian University. Also, in addition to our annual alumni/collegiate football game in the fall, we hosted an alumni/ collegiate softball game and cookout at the lake in the spring. We hope to make the softball game an annual event because it gives us a chance to get together with our alumni and catch up on news in their lives. Our professional activities included tours, lectures, and a film. Fund raising projects included a car wash and flower deliveries for a local florist on Valentine's Day and Mother's Day. In the way of community service, we delivered food baskets to the elderly, walked blocks for the American Heart Association's Neighbor-to-Neighbor Campaign, delivered Easter Baskets to all business and computer science faculty members, and helped a local service organization move records they had salvaged after a fire destroyed their facilities.

In addition to the 11 new Brothers we initiated this year, we are honored to have another faculty initiate, Ms. Patty Taylor, and our first chapter Honorary initiate, Colonel Charlie Powell. We welcome all of them to our Brotherhood and are delighted to have them aboard.

Seven of our Brothers are graduating this May, and although we are sad to see them go, we are excited about the great things they have in store for themselves. Even though our chapter will be starting the new year small in number, we are large in spirit and proud to call each other Brother.

-Marcus Harvey

BAYLOR, BETA IOTA— Fun, Brotherhood, Professionalism, CEI points, and Profits are words that are indicative of a few of the incredible things Beta Iota Chapter has experienced this past school year.

In January, Jeff Schaffer came up with an innovative method of raising funds through a discount card that students can use at six different retailers in Waco. Each of the retailers paid a fee in exchange for having their company name and logo put on the back of the card along with specifics about the discount they are offering. After much deliberation, we decided to name our card the "Deltasig Gold Card." After printing 5,000 cards, we gave After printing 5,000 cards, we gave them all away in a single Saturday. Many students were amazed that all they had to do to receive great discounts was to flash the "Deltasig Gold Card" and their student I.D. to the merchant. Also, in January, the Beta Iota Chapter held its third-annual "Goin' West" dance. The band "Santa Fe" played country music while both students and Waco residents danced the night away. The event was deemed a success.

—Duane M. Davis

TEXAS CHRISTIAN, DELTA UPSI-LON— Coming in contact with the business world is an important part of being in Delta Sigma Pi. Whether you go on tours, attend recruiters' receptions, or invite speakers, you get a glimpse of the world of commerce.

This year has been a busy one for the Delta Upsilon Chapter at Texas Christian University! The chapter retreat was a success. Pledges and Brothers spent the evening discussing both positive and negative concerns and setting chapter goals, as well as just having some fun and getting better acquainted.

Following the remodeling of the business building, faculty, local alumni and Chapter Brothers gathered for a formal rededication of the Undergraduate Library in honor of Brother Ike Harrison, who was Dean of Texas Christian University's Business School from 1955 until his death in 1971. Approximately 140 Deltasigs from Victoria, Denton, San Angelo, Fort Worth, and Dallas competed in the First Annual Delta Sigma Pi Southern Regional Volleyball Tournament, hosted by our chapter.We opened our professional activities for the spring semester with a double event including speeches by and receptions for George W. Bush, Jr. and Clayton Williams, a Texas gubernatorial candidate and self-made millionaire.

Through tours, such as American Airlines, additional speakers and Business Week, this year proved we really do mean business.

-Thomas A. Rogers, Jr.

GULF WESTERN REGION

HOUSTON, ETA PSI— The 1989-90 academic year was a strong one for Eta Psi Chapter. With very active recruiting efforts including four rush parties, we now have approximately 30 new Brothers to aid us in our fraternal endeavors. Pledges found innovative fund raising projects throughout the year, ranging from a charity bingo game in the fall to a pledge auction in the spring.

The Eta Psi Chapter had quite a few interesting projects this year. Some highlights were a tour of the Transco Energy Tower, a guest speaker who discussed interviewing techniques, and an image consultant who talked about how to dress for success in today's fashion conscious world. One of the most interesting activities we participated in was an ecological support project called the Adopt A Highway Litter Control Program. Sponsored by the Texas Department of Public Safety, the Eta Psi Chapter periodically visited a two mile stretch of highway and cleaned up the area of all litter. Recently, we have ended the day with more than two truckloads of trash. An ongoing project, we look forward to continuing to keep our Texas highways clean.

In the Spring, the Eta Psi Chapter hosted the Tournament of Champions Softball Tournament for local chapters. In attendance, were two teams from North Texas State, North Texas State Alumni, Baylor University, Texas A&M, the colony at UH-Victoria, Houston Alumni, and the Eta Psi Chapter. North Texas State took the first place trophy. To finish the day, participants dined at a local restaurant and finally went to a dance hall. Overall, the Eta Psi Chapter is getting bigger and better as we celebrated our 20th Anniversary this year. We look forward to another strong year.

-Andrew J. Rodriguez

Taking Note

Donell Francis, Angelo State, has accepted a new position as Senior Accounting Associate with GTE Southwest in San Angelo, Texas.

Noel Martinez, Angelo State, has been promoted to Assistant Cashier/Credit Department Supervisor with Southwest Bank in San Angelo, Texas.

Jana M. Thackrey, Ball State, has been promoted to Data Processing Specialist III with State Farm Mutual Auto Insurance Company in Bloomington, Indiana.

Nancy J. Peterson, *Baylor*, has accepted a new position as a Programmer Trainee with American Airlines in Ft. Worth, Texas.

Angela M. Raguso, *Baylor*, has accepted a new position in the Accounting Department with Shell Petroleum in Houston, Texas.

Sarah Kaufman Buck, Bowling Green State, has been promoted to Commercial Lending Officer for National City Bank in Shaker Heights, Ohio.

Janet L. Philbin, Cal Poly-San Luis Obispo, has accepted a new position as Programmer with Kaiser Electronics, Inc., in San Jose, California.

Anthony J. Tilger, Colorado, was recently appointed to the Colorado House of Representatives.

Daryl T. Logullo, *Florida State*, has accepted a position as an Investment Analyst with the Institute of Wall Street Studies, Inc., in Boca Raton, Florida.

Roger A. Schirmbeck, *Houston*, has opened his office for the practice of law in Baytown, Texas.

NEUMANN PRESIDENT OF APPAREL COMPANY

David A. Neumann, Indiana-Bloomington, is the Owner and President of F. L. Malik, Inc., a women's apparel company in Dallas, Texas. Prior to joining F. L. Malik, Inc., Neumann was employed for five years by Fidelty Investments as a Vice President and General Manager. Previous to Fidelty, he was a Banking Officer for Interfirst Bank in Dallas. Neumann currently resides in Dallas, Texas, with his wife, Frances.

Ann E. Messimer, *Iowa*, has accepted a position as a Sales Representative with Scherrer Resources, Inc.-Software Systems in Philadelphia, Pennsylvania.

Mary T. Freeland, Louisiana State-Baton Rouge, has accepted a position as Trust Audit Officer with South Trust Corporation in Birmingham, Alabama.

Patricia A. Sturm, Marquette, will be attending the Marquette University MBA program.

Karen M. Kaniewski, *Marquette*, has accepted a position at Bank One Corporation as a Consumer Banking Associate.

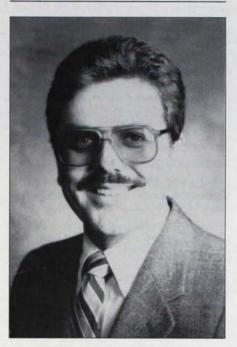
Gregory E. McGivney, Marquette, has accepted a position at Waste Management Inc., as an Internal Auditor.

Andrea L. Mutranowski, *Marquette*, has accepted a position at Conley, McDonald, Sprague, & Co., as a Staff Auditor.

Kristan M. Pokel, *Marquette*, has accepted a position at Hewitt Associates as a Compensation Benefits Associate.

Gregory L. Ryan, Marquette, has accepted a position at KPMG Peat Marwick as a Staff Auditor.

Michael J. Ryan, Marquette, has accepted a position at Arthur Andersen & Co., as a Staff Auditor.



KNOERZER NAMED GENERAL MANAGER

Geoffrey M. Knoerzer, Indiana Northwest, formally of Lindenhurst, Illinois, and the Calumet Region, has accepted a position as Director and General Manager of the Seattle, Washington, office of Cincinnati Bell Information Systems Inc.(CBIS). The office is located in Bellevue, Washington, a suburb of Seattle.

Knoerzer will oversee the West Coast office of the Mobile Division and will be responsible for the development, maintenance and support activities for CBIS paging clients. His past experience has been as a Vice President of Celltech, Inc., located in Houston, Texas, and as a Manager of Illinois Bell Telephone in the Billing Systems group.

Paul H. Stanton, Marquette, has accepted a position at Mobil Oil Corporation as a Stock Analyst.

Carl E. Bolte, Jr., *Missouri* has formed his new company, Bolte Appraisal Services located in Kansas City, Missouri. Bolte and his firm specializes in certified appraisals of all types of real estate.

James A. Dugoni, *Pacific*, is the Group Sales Coordinator for the Athletic Ticket Office at Stanford University. In addition to selling group tickets for Stanford football and basketball, he is responsible for the supervision and staffing of Stanford's various minor sports.

LEWIS ELECTED AACSB VICE PRESIDENT-PRESIDENT ELECT

Richard J. Lewis, *Miami-Ohio*, Dean of Michigan State University's College of Business and Graduate School of Business Administration, has been elected American Assembly of Collegiate Schools of Business (AACSB) vice president-president elect. During the upcoming academic year, he will serve as vice president, taking the helm as president in 1991.

Lewis has a lengthy record of service with AACSB. Currently, he chairs the Projects and Services Management Committee; the oversight group for nonaccreditation activities of the organization. He has been on the Board of Directors since 1986, and earlier in 1980-81. Lewis headed up the Strategic Issues Committee in 1987-88 and has been involved in the work of numerous committees of the Accreditation Council, serving on the Visitation and Initial Accreditation committees. He has also participated in work of the Long-Range Planning Committee and subcommittees concerned with membership issues and doctoral education.

HUFTON NAMED INTERIM ADMINISTRATOR

Wilfrid L. Hufton II, Michigan-Ann Arbor, has been appointed Interim Administrator of the Henry L. Day Memorial Hospital in Silverton, Idaho. He will be responsible for the day to day operation of the hospital, the Sports Conditioning and Rehabilitation Clinic and the Wallace Clinic in Wallace, Idaho. He will also assist the Trustees in the coordination of services with the West Shoshone Hospital District and other hospitals in the region.

A Michigan native, Hufton holds both a bachelor's degree in economics and a master's degree in hospital administration from the University of Michigan. He is a member of the American College of Healthcare Executives, a Life Member of the American Hospital Association and a Fellow of the British Institute of Management.

DENBIGH HONORS CLOSSON

Harry B. Closson, *Pennsylvania*, a Riverside Regional Medical Center Volunteer, has been awarded the Exchange Club of Denbigh's Book of Golden Deeds for 1989. The award is given by the Exchange Club to a person who has exhibited a great devotion to volunteer community service for 10 years or more.

Closson has been a volunteer with Riverside for 13 years, totaling 13,500 volunteer hours. Before his career as a volunteer, he was employed with C & O Railroad for 38 years before his retirement.

David A. Gingras, *Philadelphia Textiles*, is President of Endowment Funding, Inc., in Bala Cynwyd, Pennsylvania.

Taking Note



McHARGUE SELECTED LIFE UNDERWRITER OF THE YEAR

Wayne O. McHargue, Indiana State (1959), was selected 1990 Hoosier Life Underwriter of the Year by the 3,200-member Indiana State Association of Life Underwriters, Inc.

McHargue, who was charter Senior Warden of Delta Tau Chapter in1959 and later served as District Director of Delta Sigma Pi, holds two masters degrees and five professional designations in his field. He is a 25-year qualifier of the National Quality Award, and a Qualifying and Life Member of the prestigious Million Dollar Round Table. He has served four industry-related organizations as president, and is presently proceeding through the chairs to the presidency of two more.

At Indiana State, he served as President of Delta Tau Chapter, and was a member of Blue Key National Honor Fraternity and Who's Who in American Universities and Colleges. In 1988, he was initiated as an honorary member of Beta Gamma Sigma scholastic honorary.

James C. Bohls, St. Edward's, has accepted a position with the real estate firm of McCluskey-Jenkins Appraisal, Inc., in Austin, Texas.

Eduardo B. Lopez, *St. Edward's*, has accepted a position of Internal Auditor/Budget Analyst with the Rockford Park District in Rockford, Illinois.

Janie C. Maddox, Southern Mississippi, has accepted a position as a Programmer with American National Insurance Company in Galveston, Texas. Paul E. Pompeo, SUNY-Albany, has joined the law firm of McKenna, Conner & Cuneo in Washington, DC.

Charles R. Covert, Jr., *Texas-Austin*, has been selected as the Executive Vice President, CEO, of the National Apartment Association in Washington, DC.

Martin A. Lautner, Western Kentucky, has accepted a position as Assistant Executive Director-Finance at Humana Hospital-Medical City Dallas.

KENNELLY NAMED PRESIDENT

Roger H. Kennelly, Sr., *Pittsburgh*, has been named President of G&R Lending Services, Inc. The G&R Companies provide funding through their Savings & Loan clients for Commercial real estate loans (e.g., apartment/office buildings and shopping centers). In addition, funds are available for equipment leasing.

Roger joined G&R in December, 1988, after 22 years with Mellon Bank. He is a graduate of the University of Pittsburgh and is actively involved in the Rotary and Chamber of Commerce.

He and his wife Winnie live in Monroeville, Pennsylvania, with their two sons Roger Jr., and Todd.

Mergers

Mark W. Kitchens, Angelo State, on December 16, 1989, to Amy, at San Angelo, Texas.

Tracy L. Sivalls, Baylor, on December 30, 1989, to Kelley R. Smith, Baylor, at Odessa, Texas. Sarah Kauffman Buck, Bowling Green State, on August

5, 1989, to David R. Buck. Donald E. Woehrman, Central Missouri State, on September 9, 1989, to Susan Graham, Cen-

tral Missouri State, at Kansas City, Missouri. Craig R. Kinsey, Cincinnati,

on May 13, 1989, to Susan M. Allendorfer, Cincinati.

Steven D. Mullinger, Cincinnati, on September 9, 1989, to Gale Mudgett.

Philip D. Collins, Cincinnati, on November 11, 1989, to Lela Nemersheim.

Don S. Armstrong, Cincinnati, on April 29, 1989, to Elizabeth Hughes.

Nicholas T. Frankart,

Duquesne, on May 13, 1989, to Mary E. Gillespie, at Redondo Beach, California.

Julia K. Ditch, *Marquette*, on December 31, 1989, to Dale Curtis, at Palatine, Illinois.

Susan M. Musiedlak, Marquette, on March 3, 1990, to Mark C. Royal, at Irvine, California.

James A. Dugoni, *Pacific*, on February 3, 1990, to Lisa Rand, at Menlo Park, California.

Cherrone D. Jetton, Purdue, on May 6, 1989, to Anthony Mobley.

Julie M. Wink, Western Illinois, on March 31, 1990, to Ron Hagemann, at Crystal Lake, Illinois.

Nanette M. Delants, Western State, on October 27, 1989, to Duane L. Holt, at Denver, Colorado.

<u>Dividends</u>

To Brothers R. Dwain and Theresa Gilliam, Angelo State, on

February 17, 1990, a son, Paul Hunter.

Bits and Pieces

To Brother Kelly Jones George, Cincinnati, and Mark George, on May 17, 1989, a son, Eric James.

To Brother Kathy Kneedler Simmonds, Colorado, and Steve Simmonds, on April 3, 1989, a daughter, Kerry Ann.

To Brother and Mrs. Eric Opsal, Mankato State, on February 8, 1990, a daughter, Amy Jo.

To Brother Mary Nogueira Haim, Maryland, and David Haim, on August 10, 1989, a son, Ryan.

To Brother Daniel Lee Cox, McNeese State, and Veronica M. Cox, on March 6, 1990, a son, Nathaniel Lee.

To Brother Randall K. Templeton, Missouri-Columbia, and Kay Young Templeton, Houston, on March 6, 1990, a daughter, Lora Anne.

To Brother Meshelle A. Augustin Boruch, Nebraska-Lincoln, and George L. Boruch, on April 21, 1990, a daughter, Emily Katherine.

To Brother Steven R. Westerdahl, Northern Arizona, and Kathi Walsh Westerdahl, on August 1, 1989, a daughter, Kelli Ann.

To Brother Robert G. Johnson, *Penn State*, and Laura W. Johnson, on March 19, 1990, a son, Kevin Gibson.

To Brother **Brenda Roberts Bocek**, *Purdue*, and Andrejs Bocek, on February 26, 1990, a son, Michael Alexander.

To Brother Ellen Mitchell Sandler, San Diego, and Harold Sandler, on February 22, 1990, a son, Eric Morgan.

To Brother Kim Coker-Culpepper Dixon, Southern Mississippi, and Bob Dixon, on March 26, 1990, a son, Rhett Kennon.

To Brother Richard C. Gaschott, South Florida, and Susan J. Gaschott, on December 26, 1989, a son, Adam Joseph.

Memoriam

The fratemity, its officers, its staff and the editor of the magazine do not assume responsibility or liability for the accuracy of this column. Information in this column is printed as it is reported to The Central Office for record keeping purposes.

Talmadge R. Fulford, Florida Southern, 2-7-90

Josian B. Eldridge, North Carolina-Chapel Hill, 2-19-89

Ralph L. Sweet, Northwestern-Chicago, 4-9-90

Ernest Harry Prussner, Oklahoma

Michael Koribanics, Rutgers, 4-29-90

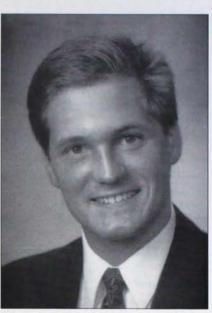
Glen W. Heywood, San Diego State, 12-27-89

John S. Herrick, Western Kentucky, 11-28-89

Headquarters Headlines

Joining the staff of The Central Office is **R. Scott Kortendick**. A native of Wisconsin, Scott is a Spring, 1986, initiate of Eta Rho chapter at the University of Wisconsin, La Crosse. He served his chapter as President, Senior Vice President, Vice President for Pledge Education, Ritual Chairman and Deltasig Correspondent. In addition, he attended the 36th Grand Chapter Congress in New Orleans, Louisiana, as an official delegate.

Scott received his bachelor of science degree in August of 1989, with a major in business administration and a minor in accounting. While in school, Scott was also a Resident Assistant, a member of the Association of Accountancy Students, and a member of Vanguards; a student group organized by the admissions office of the University of Wisconsin, La Crosse to familiarize incoming freshmen and their parents with the university. Scott will be spending the next two years traveling among the chapters providing counseling and advisory services.



R. Scott Kortendick



Robby L. Hultz

Rejoining the staff in the new position of Director of Administrative Services is **Robby L. Hultz**. A Chapter Consultant for Delta Sigma Pi from 1987 to 1989, Robby is a 1986 graduate of Northeast Missouri State University, where he was a member of the Iota Nu chapter. Robby also served Delta Sigma Pi as a District Director for Kappa Omicron chapter at Southwest Missouri State University.

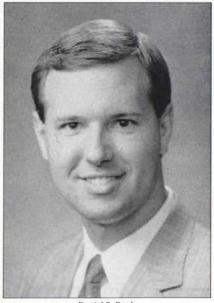
Robby is rejoining the staff of The Central Office after having served as the Director of Financial Aid for Phillips Junior College in Memphis, Tennessee. Robby's new duties will include: administrative staff supervision; physical plant management; purchasing management and inventory control, and accounting supervision.

A native of Madison, Missouri, Robby is returning to Oxford, Ohio, with his wife Beth (Gamma Zeta - Memphis State).

Daniel S. Doyle, who has been serving as Director of Development for Delta Sigma Pi and the Leadership Fund for the past two years, has been named to the restructured position of Director of Alumni Development and Managing Editor of The DELTASIG magazine.

In addition to his existing development and fund raising responsibilities, Dan will also serve as the chief alumni relations staff member for Delta Sigma Pi, coordinating alumni chapter activities and our new alumni benefit program. As Managing Editor, Dan will assume the responsibility of the day to day production of our quarterly membership publication, The DELTASIG.

A native of Santa Cruz, California, Dan is a resident of Cincinnati, Ohio.



Daniel S. Doyle

1990 Regional Conferences

REGION

Eastern Region

DATE

October 5th - 7th

November 16th - 18th

September 21st - 23rd

September 21st - 23rd

September 21st - 23rd

September 28th - 30th

October 26th - 28th

November 9th - 11th

September 14th - 16th

September 28th - 30th

November 2nd - 4th

October 19th - 21st

October 19th - 21st

September 28th -30th

September 28th - 30th

September 28th - 29th

October 26th - 28th

October 26th - 28th

HOTEL

Holiday Inn LeSeville

Hilton Inn

Portside Marriott

Portside Marriott

Portside Marriott

Radisson Hotel

Airport Marriott

Hilton Inn

Holiday Inn

Park Place Hotel

Park Place Hotel

Red Lion Hotel

Red Lion Hotel

Holiday Inn

Inland Empire Hilton

CITY

Montreal, Canada State College, PA Toledo, OH Toledo, OH Toledo, OH Lynchburg, VA Atlanta, GA Holiday Inn - Jonesboro Orlando, FL Memphis, TN Ramada Hotel - Union Lake Charles, LA Joliet, IL Kansas City, MO Kansas City, MO Austin, TX Austin, TX Holiday Inn - Midtown Albuquerque, NM Sunnyvale, CA San Bernardino, CA

Plan now to attend

For more information contact your Regional Director

Mideastern East Central Central Huron South Central Southeastern South Atlantic Southern **Gulf South Great Lakes** North Central Midwestern Southwestern **Gulf Western** Intermountain Western South Pacific