

The **Deltasig** of Delta Sigma Pi

The Journal of America's Foremost Business Fraternity

Summer 1996 - Volume 85, Number 4

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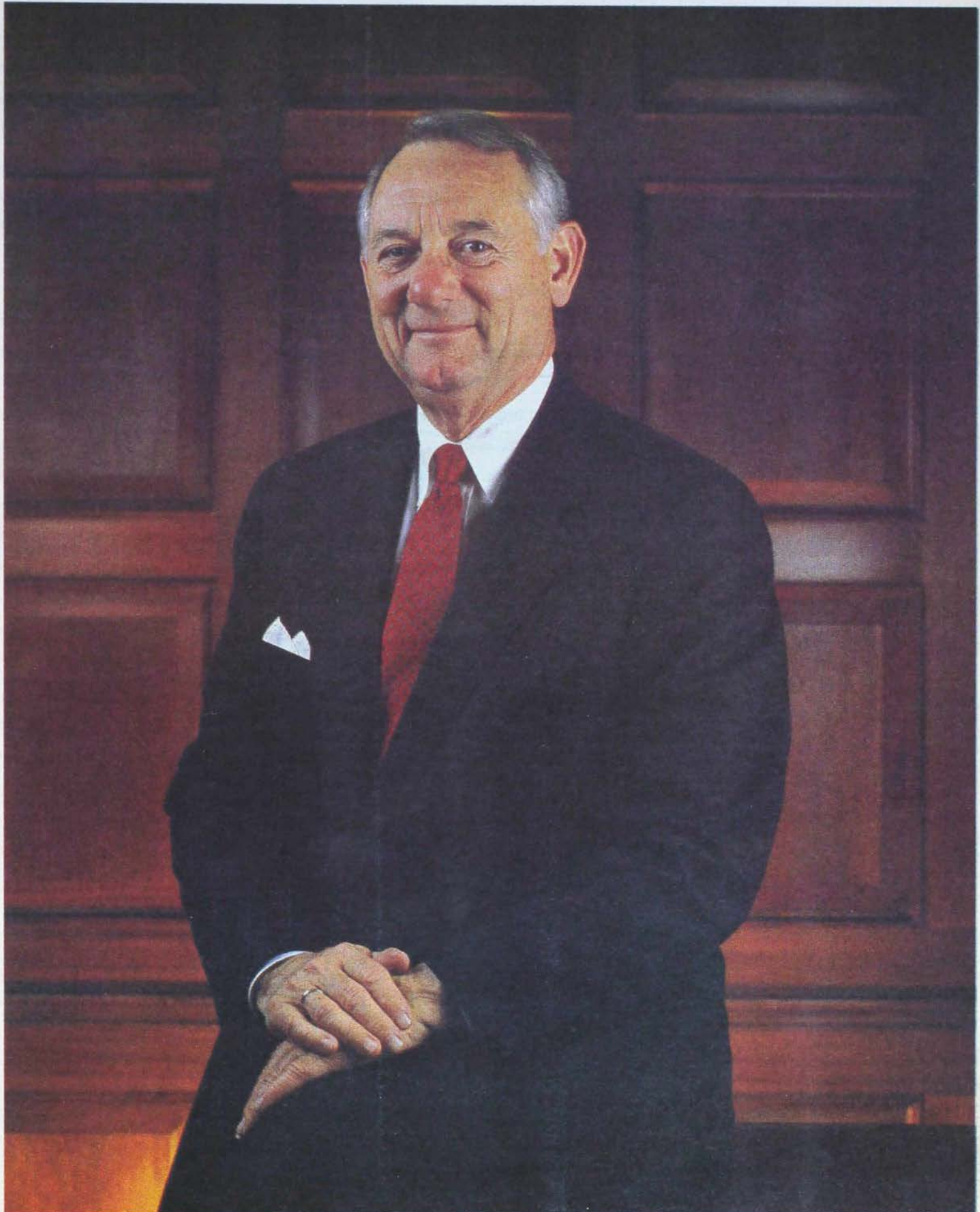


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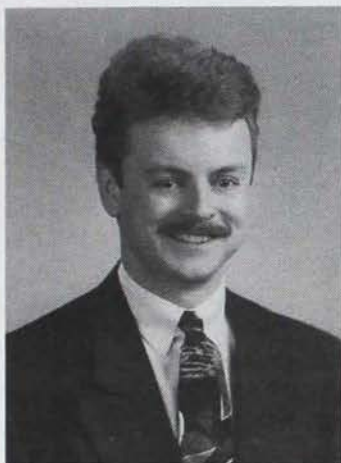
1995 Career Achievement Award:
Brother William J. Alley,
Retired Chairman and
CEO of *Fortune* 100's
American Brands, Inc.
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Focus ON THE FRATERNITY

In 1981 I had the pleasure of meeting our National Collegians of the Year (then Undergraduates of the Year) when I attended my first Grand Chapter Congress at Mackinac Island. I was immediately impressed with the qualities they so aptly demonstrated. These were intelligent, articulate, empathic and dedicated student leaders serving our Fraternity in a capacity every collegiate Brother should aspire to. That first meeting served to motivate me in my own collegiate endeavors.

Elsewhere in this issue you will meet our newest National and Regional Collegians of the Year. These dedicated men and women were selected because they represent the best of the best in our Fraternity. They embody the qualities and principles that Delta Sigma Pi strives to nurture and develop throughout the collegiate experience.



Randy L. Hultz

Each of the individuals you will meet is a recognized student leader on their respective campuses. Each has developed and enhanced skills and talents through active involvement in Delta Sigma Pi and other student organizations. Each has been involved in numerous projects for their school and community. All have maintained academic standards of excellence while pursuing these important developmental activities. All have brought positive recognition to themselves and their Fraternity.

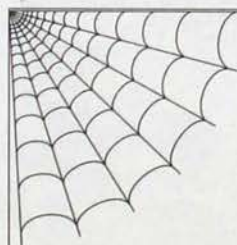
The other commonality within our Collegian of the Year group (that you will glean from their individual bios) is that each has taken full advantage of the opportunities offered by membership in a national organization. These individuals have not limited their fraternal experience to the local chapter. They have attended numerous interchapter activities and fraternal programs at the regional, provincial and national level. Many have represented their chapter at Grand Chapter Congress, Regional Conferences, Area Conferences, Officer Training Schools and the Delta Sigma Pi Leadership Academy.

Since 1983 I have had the privilege of working with Collegians of the Year on our national Board of Directors. As a national leader each has served with dignity and dedication. Each has brought a valuable perspective that is critical to the governance and management of Delta Sigma Pi. As individuals, and collectively, our Collegians of the Year represent what our Fraternity is all about - providing opportunities for dedicated individuals to better themselves and their community within the folds of a fraternal family.

Each of us should be proud of our Fraternity and its members. We are the foremost professional business fraternity in the world. Our collegiate members will be the future leaders of our communities and our world. The Collegians of the Year exemplify the vast pool of talent, skills and dedication within our collegiate ranks. Our future and our world will certainly be better because they dwell upon it.

A handwritten signature in blue ink that reads "Randy L. Hultz".

Randy L. Hultz, Grand President



Visit Our Web Site!

<http://ourworld.compuserve.com/homepages/deltasigmapi>

The official Delta Sigma Pi home page is full of fraternal facts and fun. We're now linked to over 60 individual chapter home pages and countless other Deltasig, business, merchandise, education and other Greek areas. Click on today. . . and contact the Central Office at 76327.1376@compuserve.com to establish **your** link!

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of Delta Sigma Pi

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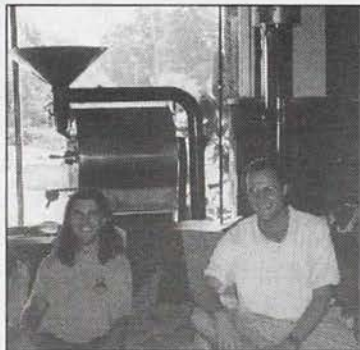
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1995 Career Achievement Award

William J. Alley Receives Delta Sigma Pi's Most Prestigious Professional Honor

Brother William J. "Bill" Alley was named Delta Sigma Pi's third Career Achievement Award winner March 9 in Stamford, Connecticut. As retired chairman and CEO of American Brands, a *Fortune* 100 company, he clearly "best demonstrates exceptional career achievement and contributions to the business community."

The Connecticut Alumni Chapter nominated Brother Alley for the honor, but it was Beta Epsilon Chapter at Oklahoma where he got his start in 1950. After earning business and law degrees there, he joined the Air Force, serving in Asia as a Staff Judge Advocate.

In 1957, Brother Alley joined Pioneer American Insurance Company. Within a decade he'd stepped away from the pack to become Senior Vice President of Marketing. In 1967 he moved to Franklin Life Insurance and again made his mark within a decade — becoming Franklin's tenth President and CEO in 1976. As CEO, he engineered the sale of Franklin to American Brands and joined their Board.

The familiar pattern continued and this dynamic Brother obtained the top spot at American Brands by 1987. He continued as chairman and CEO until retiring at the end of 1994. Alley continues as Director with the company and also serves on many other Boards of top companies, as well.

By any measure, American Brands prospered and flourished under Bill Alley's leadership. The market capitalization increased by \$2.3 billion. The stock split 2 for 1 and the dividend doubled, which was twice the increase for S&P stocks.

Brother Alley also articulated a strategy that redefined American Brands. He transformed the company from a diffuse conglomerate to a focused consumer products powerhouse. He invested nearly \$5 billion in targeted acquisitions and racked up \$3.5 billion in proceeds selling nonstrategic businesses.

Today, American Brands has 18 world class brands, each one having annual sales in excess of \$100 million. Familiar names include Titleist, Jim Beam, Master Lock, Foot Joy, Cobra Golf, International Tobacco (Benson & Hedges), ACCO, Day-Timer, Moen faucets and DeKuyper cordials.

A people-oriented executive who emphasizes teamwork, Brother Alley believes that: "A company is successful if the employees want it to be successful and if they are willing to work together for the achievement of a common goal. In addition to receiving proper compensation, employees are more productive if they feel wanted, needed and appreciated."

Alley himself was greatly appreciated by American Brands stockholders when he saved the ship in 1988. He orchestrated what became known as the first successful "PAC-MAN Defense" when a junk bond-backed raider tried to break up the company.

By the time this prestigious Deltasig retired as CEO, *Fortune* had named American Brands as the most admired company in its category for two successive years. Simply put, Brother Alley hit the ball out of the park!

If the story ended with his business record of accomplishment, he would still richly

deserve the Fraternity honor — but there's another dimension to Bill Alley.

One that, as Bob Rukeyser, Senior Vice President of Corporate Affairs for American Brands and a long-time friend and associate of Alley's, says, "lifts him from the rare category of superb executive into a still rarer, and finer, category — and that is superb human being."

Rukeyser and Brother Rick Cosier, Dean of Oklahoma's School of Business, honored Brother Alley with excellent remarks at the award banquet. Cosier commented on the honoree's contributions to the University and his strong commitment to education. Rukeyser related many of the achievements outlined above and also referred to Alley's exceptional sense of caring about people — and his corresponding ability to get people to give their best.

"From CEO's and statesmen to doormen and elevator operators, Bill demonstrates day in and day out, that he genuinely cares. He remembers that people cared and helped him along the way and he is deeply committed to doing the same for others."

Vice President of Alumni Benefits and Services Catherine Merdian made the award presentation to Brother Alley and his wife Debbie. Executive Director Bill Schilling gave Fraternal greetings and read congratulatory letters from former awardees and other distinguished alumni. Numerous area Brothers attended the event, including Northern Provincial Vice President Nick Steinkrauss and New England Regional Director Lisa Allen. Special guests were Gary Lombardo, Dean of Business at Roger Williams University and Brother David Melchar, Associate Dean at Roger Williams.

Delta Sigma Pi is proud to have such a distinguished leader in our Brotherhood and doubly proud to add the name of William J. Alley to the distinguished list of Career Achievement Award winners. ▲

Editor's note: The Fraternity thanks Robert J. Rukeyser, Senior Vice President-Corporate Affairs, American Brands and Brother Richard A. Cosier, Dean, College of Business Administration, University of Oklahoma for their personal contributions to the evening honoring Brother Alley. This article was based on their remarks at the Career Achievement Banquet.



Brother Bill Alley served as Chairman and CEO of American Brands, Inc. from 1987-1994. As leader of this *Fortune* 100 firm, he developed many innovative and successful management strategies. Vice President for Alumni Benefits and Services Catherine Merdian presented Brother Alley the 1995 Career Achievement Award at a banquet in Stamford, Connecticut.

Don't Just Reminisce, Relive!

It's Easier Than You Think: Be Part of A Local Alumni Chapter

by Catherine Merdian, Vice President for Alumni Benefits and Services

In almost every issue of *The DELTASIG*, we publish a list of alumni chapter contacts (see page 13). Some of these are for presidents of franchised chapters, while others are for Brothers who have expressed an interest in getting a chapter started. If you don't live in one of these areas, you may think that you are out of luck. That is simply not true! In addition to the 178 active collegiate chapters that are always looking to expand their ranks, our 50 alumni chapters could use your help too. Here's how:

Why an Alumni Chapter?

"I was a Deltasig." If you have ever caught yourself speaking these words, you are in need of an alumni chapter. As we all learn through our pledgship, membership in Delta Sigma Pi does not expire when we receive our diploma. It is designed to last a lifetime, providing you with friendships with both old and young members, each of whom shares a common experience. You ARE a Deltasig! In fact, we pledge to support the Fraternity throughout the rest of our lives. Why? To benefit the Fraternity as well as ourselves.

Although each alumni chapter has specific objectives on how to serve its members, the primary objective is to increase the participation and interest level among area alumni by building communication links and hosting social gatherings for members and their families. The spirit of why we selected Delta Sigma Pi is something that still binds us together, regardless of how long ago that may have been.

Three Easy Steps:

Form an Interest Group

All it takes is the initiative of one person to get an alumni chapter started. Begin by establishing a volunteer group - several Brothers who are willing to help in your efforts. It could be as simple as recruiting two Brothers, who in turn, recruit two more. Once a core interest group of five to ten Brothers is established, additional alumni names can be obtained by more organized methods.

If your alumni chapter is located near an undergraduate chapter, make plans to attend its alumni gatherings like homecoming and Founders' Day. These events will allow the members of the interest group to meet informally with other alumni. You should also try to obtain the names of other Brothers who may be interested in becoming involved.

Your core group could also meet with existing alumni that are directly involved with chapter operations. Your Regional Director, local District Director(s), and alumni advisors may help you gain the interest and support of influential local alumni.

Establishing the First Meeting

Once the core group is established and has begun making contacts with other local alumni, it is time to organize your first "official" meeting. First, determine the general location of the meeting. Then contact the Central Office with a list of the zip codes that are within a reasonable distance. They can provide you with a listing of alumni in that area, or mailing labels if you prefer.

At this point the core group should organize a calendar and plan several events well in advance. As we all know, alumni have many time constraints between family, work and other organizations. Consequently, it becomes more important to plan events early to give alumni enough advance notice. Some organizations conduct an initial mailing with a survey asking for best days and times, ideas, offering some suggestions and planning the first meeting based on that response. Other groups plan an initial meeting, but ask for feedback, especially from those who will not be able to attend. Make sure to plan events for alumni of all ages and include spouses and children in some activities.

Recruiting New Members

Your core group has made a tremendous effort by now. You have contacted the Central Office, completed a mass mailing, and organized the first meeting. Keep in mind that, generally, three to eight percent of those targeted by the mailing will be

able to attend, so you will need to take further measures to attract more alumni.

In addition to phone calls made by those in the core group, ask other members to call too. Pass around the mailing list during the meeting to allow members a chance to recognize any names of Brothers who did not attend. Also ask them if they know of people who are not on the list but could be added.

Invite the undergraduate members, especially seniors, from local chapters to at least one meeting during the academic year. Many alumni groups find this to be an effective recruiting tool because the seniors see the experience as an informal networking pool and a continuation of their undergraduate enthusiasm with the Fraternity. Additionally, select several members to make formal presentations to local collegiate chapters to share their experiences about the alumni chapter. Encourage seniors who are not staying in the local area to contact Brothers in their desired destination.

Note: Although recruiting new members is important, it must not become the top priority of the association. You have accomplished a great deal in drawing alumni to attend the first meeting, and you want to make sure that they return. Remember to have fun — the objective of the organization is to provide members an opportunity for continued involvement with the Fraternity after graduation. The growth of the alumni chapter can be expected to be slow. Have patience!

Be a Founder!

If you are interested in starting an alumni chapter in your area, contact Heather Bailey at the Central Office (513-523-1907 ext 230). Be a founder. Your future friends are waiting!

Delta Sigma Pi . . . not four years, but for life! ▲

Editors Note: Many thanks to Jason Pearce, Editor of the Cross & Crescent of Lambda Chi Alpha, for providing the inspiration for and contributions to this article.

START AN ALUMNI CHAPTER TODAY!

1. **First, organize a core group of interested Brothers. Then call the Central Office and order a printout of alumni in your area.**
2. **Next, select a meeting time and location.**
3. **Order labels from the Central Office and send out a mailing announcing the first meeting.**
4. **At the meeting, decide what frequency the group will be able to gather. If you need assistance in formulating an agenda or getting organized at the first meeting, give the Central Office a call. FYI - our Bylaws require at least 10 alumni Brothers to establish a chartered chapter. Set a precise time and location for future meetings, i.e. Bob's Barbecue at noon on the last Friday of each month.**
5. **Make sure the chapter has at least one business meeting per year (required by our Bylaws). Annual election of officers (President, Vice President, Treasurer, and Secretary) is also required. Local bylaws for the chapter should be approved at this time.**
6. **Mail your list of officers, membership roster, bylaws, and fees to the Central Office. There is a one-time charter fee of \$25 for new chapters and an annual franchise renewal fee of \$25.**
7. **Work with your local District Director and Regional Director to continue recruiting members, scheduling and participating in Fraternity events, and providing support for the local collegiate chapters.**

Delta Sigma Pi Adds Chapter #243

Welcome Lynchburg College!

Delta Sigma Pi chartered Nu Chi Chapter at Lynchburg College in Virginia on April 20, 1996. The Chapter became the seventh in the State of Virginia and the 243rd for Delta Sigma Pi.

The group began as Delta Beta Mu Colony in February 1995 following presentations by Administrative Services Director Judith Jaspers (then a Chapter Consultant) and Paige Turnes Franklin, 1994 Collegian of the Year. Initial efforts were led by MBA students and faculty—including Accounting Professor Brother Gerald Rosson, who was previously initiated at James Madison University by the Iota Kappa Chapter. Officers were elected among a group of students and activity plans similar to a chapter were underway.

The college offered much support to the Colony and covered the charter fee, which allowed the students to put greater emphasis on other programs. The professional calendars included topics like Entrepreneurship, Economic Development, Leadership, Risk Management, Investment Opportunities, Sports Marketing, Women in Business, and Team Spirit in the Workforce. They also hosted a Military Leadership Panel and several tours. Service projects included Special Olympics, High School Business Days, hosting various receptions on campus and ushering for a lecture series. They also hosted a picnic for ESPN Founder Bill Rasmussen and sponsored a Benefit Golf Tournament for Big Brothers/Big Sisters of Central Virginia.

Two colony members visited the Central Office in Oxford, Ohio, and also attended Grand Chapter Congress in Orlando, where they gained much information on Fraternity operations. Delta Beta Mu earned nearly 60,000 points in the Colony Efficiency Index and 83% of its members had grade points above the business school average.

Twenty students and the Dean, Dr. Stewart Husted, became the charter members of Nu Chi Chapter. Following a pledging process,



Nu Chi Chapter members gather following their installation banquet at the Lynchburg Hilton.

monitored by Brother Kristine Palmer of Longwood College, the initiation took place in April at Lynchburg's Hopwood Hall. The Chapters assisting with initiation were Eta Omega, Virginia Commonwealth University; Iota Kappa, James Madison University; and Kappa Nu, Longwood College. Grand President Randy L. Hultz served as Headmaster for the ceremony.

Other assistance was provided by Bob Tate of Alpha Upsilon at Miami of Ohio, 1994 Collegian of the Year Paige Turnes Franklin, District Director Robert Gentry, Mideastern Regional Director Doug Wilson, Golden Council members Richard Featherston and Joan Maag, Richmond alumni, and Director of Chapter Services Dale Clark. An installation banquet for members and guests was held at the Lynchburg Hilton. The invocation was delivered by Reverend Johnny Loughridge of Blacksburg, Virginia, whose daughter Heather was a charter initiate.

Following the meal, a program of speakers and presentations was emceed by Dale Clark. Greetings and college history were given by Thomas Murray and Marie Winks, both Associate Professors in the School of Business and Economics. The featured speaker was Brother Scott Johnston, an alumnus of Lynchburg College and also



Nu Chi Chapter received their charter as the 243rd Chapter of Delta Sigma Pi. Gathering for the presentation were (left) District Director Robert Gentry, Grand President Randy L. Hultz, Nu Chi Founding Chapter President Kevin Adamson, 1994 Collegian of the Year Paige Turnes Franklin and Nu Chi Chapter Faculty Advisor Gerald Rosson.



Chapter President Kevin Adamson, center, is congratulated by his parents who traveled from LaGrange, Georgia, to attend the installation.

a Deltasig alumnus from Gamma Sigma at the University of Maryland. He focused on the value of a partnership between a professional fraternity and the academic curriculum and the benefits received through membership. A history of Colony activities was presented by Timothy Phelan.

As Randy Hultz called the roll of new initiates, Dale Clark presented each with their certificate of membership. Brother Hultz offered them challenges for success, declared them to be Nu Chi Chapter, and presented the charter to President Kevin Adamson. An official gavel was then presented to Chancellor Wanda Beverly. The program concluded with a presentation of congratulation letters and greeting cards from chapters and other Brothers around the country.

Throughout the evening, recognition was given to all the guests for their support of the Colony. A gift was presented to District Director Robert Gentry and appreciation was expressed to the nine faculty members in attendance as well as the parents and spouses of the new members. Special introductions were made for two long-time members who were present. They were John R. Thomasson, a 1930 initiate at the University of Virginia and James A. Griffin (and Mrs. Griffin), a 1939 initiate at Miami University. Both are residents of Lynchburg.

The team of officers for Nu Chi Chapter for the 1996-97 year are: Ian Davis, President; Robert Souza, Senior Vice President; Timothy Phelan, Vice President for Pledge Education; Heather Loughridge, Vice President for Professional Activities; Anita Lewis, Vice President for Chapter Operations; Sharon Haskins, Secretary; Nathan Taylor, Treasurer; Wanda Beverly, Chancellor; James Griffin, Historian; and Gerald Rosson, Faculty Advisor. Heather and Timothy will represent the Chapter at the 1996 Summer Leadership Academy in Oxford. The Chapter plans to send a large delegation to Regional Conference this October in Charlotte, North Carolina.

Lynchburg College in Virginia was founded in 1903 and is accredited by the Southern Association of Colleges and Schools. The School of Business and Economics is in the pre-candidacy stage of accreditation with AACSB. They offer degrees in Accounting, Business Administration, Business Economics, Finance, International Business, Management, Marketing, Master of Accountancy, and the Master of Business Administration. They also offer a joint degree in Foreign Languages and Business Management. The campus includes 214 acres of land with the Blue Ridge Mountains forming the western skyline. Over 1,500 students are enrolled at Lynchburg College in Virginia and Nu Chi Chapter hosts a group of promising business leaders. Welcome to the Deltasig family! ▲



The buildings of Lynchburg College are predominantly of colonial design surrounded by a forest of oak, hickory, poplar, pine and dogwood. Virginia's Blue Ridge Mountains form the western skyline of the 214 acre campus. Hopwood Hall (shown) houses classrooms and computer labs for the School of Business and Economics.

Chapters SPEAK

AKRON, THETA KAPPA

April was an exciting month for Theta Kappa. On April 6, we spent several hours cleaning a mile of roadside on I-76 near Akron. Over 40 Collegiate and Alumni Brothers traveled to Jekyll Island for Spring Fling. When we returned from Georgia, we celebrated Founders' Day and assisted Habitat for Humanity by building a house in Akron.

Also during the semester, Beta Pi Alumnus Tim Augustine spoke about his book "How Hard Are You Knocking?" The pledge class interacted with alumni through an Alumni Big Brother program started by VPPE Becky Moskovitz. We visited St. Louis and toured the Rock and Roll Hall of Fame Museum in Cleveland.

If you plan to visit Akron, and would like to know the Chapter's scheduled events, call our hotline at (330) 972-6879.

-Cyndi Weaver

BELLARMINE, KAPPA PSI

Kappa Psi experienced yet another exciting year. Fourteen new Brothers joined our roster and this growth in size has yielded an increase in enthusiasm. The Chapter was also honored to induct four Faculty Brothers and the Business School Dean.

Among our most notable events were trips to Cedar Ridge Park, the Greek Week Boxer Bash, Adopt-a-Highway cleanups, stockbroker presentation, Maker's Mark Tour, and Family Day cookout.



Members of East Tennessee get together after their Chapter meeting.

BOWLING GREEN, THETA PI

The Chapter was busy during the spring semester hosting professional, social, and special activities. Our professional activities calendar included speakers from the BGSU Alumni Center, BGSU Co-op Office, Akron Beacon Journal, and Trinova Corporation. We traveled to the Central Office in Oxford for a tour.

Theta Pi enjoyed several social events including a Midnight Masquerade formal, and a trip to Kings Island Amusement Park in Cincinnati with the Epsilon Tau Chapter. In April, we ventured 16 hours by car to attend Spring Fling at Jekyll Island, Georgia.

We hosted a Faculty Breakfast for the College of Business Faculty, and our annual Teeter-Totter-A-Thon to raise money for the American Diabetes Association.

CAL-STATE LONG BEACH LAMBDA PHI

Two events during the spring semester were a huge success. On Sunday, April 14, Brothers volunteered in the grandstands at the Long Beach Grand Prix. Everyone had a grand time! The Chapter also sponsored a campuswide Nordstrom's Dress for Success Seminar.

Members and students learned to improve their self image, select appropriate dress for casual dress days, and purchase the best wardrobe.

We also attended the San Luis Obispo Provincial Party, the AMA Volleyball Tournament, and the San Diego Lobster

Run. We hosted our Spring Formal and spent time with the Orange County Alumni Chapter at the Renaissance Fair

Chapter charter date was February 29, 1964, a leap year, they only have a birthday every four years. Chapter



Brothers from Drake promote Delta Sigma Pi at the Grand Canyon.

in San Bernardino.

Many thanks to Tony Soto who did an outstanding job forging a line of communication with alumni via letter, e-mail, and newsletters. We achieved our goal of strong alumni support and want to extend our thanks to those alumni who attended our Chapter events and meetings.

CAL-STATE NORTHRIDGE, IOTA UPSILON

The Iota Upsilon community service program provided many opportunities for campus and regional service. We participated with the Starlite Foundation, Holly Grove Orphanage, and the American Diabetes Association. The Chapter also volunteered at the L.A. Marathon, Walk Muscular Sclerosis, and Campus Pride Day.

Brother Tracy Tran chaired the American Red Cross campus blood drive. Local businesses donated snacks, and an award was given to the Greek organization with the most donors. It just so happens, that Delta Sigma Pi won! In recognition of our efforts throughout the school year, we were awarded the Most Outstanding Community Service Award by the University.

CHRISTIAN BROTHERS EPSILON PSI

The Chapter celebrated its 32nd year with an 8th birthday party. Since the

Advisor Dr. Brittingham, was initiated as one of the founding Junior Faculty members of the Chapter and still serves as Chapter Advisor.

DRAKE, ALPHA IOTA

Diversity, multiculturalism in the workplace, and social responsibilities of business were the topics of our professional speakers. We sponsored an eventful year which included a tour at The Principal Financial Group. We showed our support for the community by baking and delivering cookies to local police and fire stations.

Brothers helped sponsor a four-way exchange with three other professional fraternities on campus. The event allowed us to meet and interact with members from the other organizations.

During spring break, Brothers traveled from Iowa to Phoenix to visit with Brothers from Gamma Omega Chapter.

- Mandy Westphal

GEORGIA STATE, KAPPA

In March, Kappa celebrated its 75th anniversary with a formal renaissance ball at the Mariott Hotel.

Over the summer, Kappa members will be holding a retreat to plan for the fall. As an alumni member if you have any ideas on recruiting, fund raising, etc. please call or write us at 2482 Overlook Way, Atlanta, Georgia, 30345, (404) 321-1230. If you live in the Atlanta area,

we would like to have you attend our recruiting events.

-Jeff Corrigan

ILLINOIS STATE, IOTA CHI

The highlight of the spring semester was the success of our raffle organized by Brother Jennifer Howard. The raffle included over 50 prizes donated from local businesses and professional sports teams. The chapter raised over \$1000 and honored Jennifer as the Brother of the Semester. Teamwork and community support were key to the events' overwhelming success. Iota Chi had the privilege of initiating the new Illinois State University President, David Strand, as an honorary member. We look forward to working with him on future projects.

IOWA, EPSILON

Last October, Brothers came from far and wide to celebrate the Diamond Anniversary of the Epsilon Chapter. The celebration was two days of tradition, memories, and brotherhood and was represented with Brothers from 1949 to present. We were pleased to have Honorary Brother John Buchanan speak about technology and its future, and Provincial Vice President Norm Kromberg address the future of the Fraternity and Chapter. We eagerly await the next 75 years!

KENNESAW, NU PI

On February 17, we participated as volunteer assistants in the Special Olympics Bowling Tournament. The event, sponsored by the Atlanta Alumni Chapter, provided us the opportunity to perfect our scoring talents and help those bowlers who needed a little extra help.

On a more professional note, we toured DuPont and Chateau Elan, and participated in a Network Marketing Workshop and interviewing presentation. We attended the Business After Hours night on March 31 and heard from speakers representing Equifax, Ferguson Enterprises, PNC Mortgage Corporation, and Canada Life.

Just for fun, the chapter hosted a Battle of the Sexes Pictionary Game Night, a picnic at Kennesaw Mountain, and an evening with the Atlanta Braves.

- Rene' Warren

LONGWOOD, KAPPA NU

Kappa Nu celebrated its fifteenth Birthday this past spring. Alumni gathered in Richmond on April 13 at the 1996 Rose Ball to share stories and reminisce. Everyone that attended had a great time.

During the spring semester, we toured our local radio station, WFLO. We also hosted Nikki Fallis from the Longwood Career Center and James Yarbrough from the Longwood Admissions Office. Farmville is clean once again thanks to the Adopt-a-Highway program.

Brothers gathered several times during the semester to pick up trash from the roads leading into Farmville.

MINNESOTA, ALPHA EPSILON

Alpha Epsilon played host to 366 Deltasigs from the North Central Region and beyond for the 1996 Volleyball/Basketball Tournament. The weekend was a terrific success, even though it was -40 degrees. Brothers were placed in 28 volleyball teams and 14 basketball teams. The Epsilon Iota Alumni team won the volleyball tournament, and the Kappa Upsilon team won in basketball.

The banquet allowed the opportunity for Past Grand President Bill Tatum, Grand President Randy Hultz, Provincial Vice President Norm Kromberg, and

Regional Director Marc Bowman to speak and thank the region for their continued support and brotherhood. Special thanks to Brother Lisa Judd who organized the event.

MISSISSIPPI, ALPHA PHI

It has been a very successful and fun year for the Brothers at the University of Mississippi. We have worked very hard to obtain the goals we set early in the year. Our greatest success story lies in our membership recruiting and education. We are excited that we grew by 26 Brothers this year, along with two very supportive faculty initiates and one honorary initiate. Our professional activities and fund raisers were a huge success and proved to be very beneficial to our chapter. This was due in part to the planning and hard work of our officers and the support of our entire group.

I feel that our greatest accomplishment this year was the fact that as we grew larger, we also grew closer as a group, as a family. We all have a better understanding of true brotherhood.

The year was a lot of fun for our Chapter. We attended O.T.I.S. in New Orleans and had several chapter interaction projects with our neighbors in Memphis. We would like to say thank

you to Gamma Zeta at the University of Memphis for helping us celebrate our Chapter birthday and their initiation. We had a wonderful time at the Red Rose Ball.

-William Cook

MISSOURI - KANSAS CITY NU XI

Nu Xi Chapter is proud to report that international students have taken an active role in the Chapter. With the continuing globalization of world markets, it is increasingly important for students of business to gain insight into other cultures. Subsequently, we have incorporated presentations by our international Brothers and pledges into our business meetings.

Each and every one has done an outstanding job of broadening our horizons with presentations about their native country. Our Chapter now has members from Colombia, England, Indonesia, Singapore, Malaysia, and Germany.

NEBRASKA - OMAHA GAMMA ETA

The first Nebraska joint Rose Formal was held on March 30, 1996 in Omaha. The event was hosted by Gamma Eta Chapter and Brothers from Alpha Delta at Nebraska - Lincoln, Eta Pi at Wayne State College, and the Greater Lincoln/Nebraska Alumni Chapter gathered to socialize and make new friends. Norm Kromberg, Provincial Vice President, and Marc Bowman, Regional Director, spoke about the importance of chapter interaction and Brotherhood.

-Summer Sklenar

NEW ORLEANS, EPSILON NU

Chapter members joined hands with Junior Achievement of Greater New Orleans to educate 150 third through sixth grade students at Louis Armstrong Elementary School. The program was financed by Shell Oil, Inc. Over the course of the five week program, Brothers helped students conduct business operations while planning a city, learning about state sales tax and marketing, and examining economic systems throughout the world.



Members of Nebraska-Omaha enjoy the fabulous dance at the first Nebraska joint Rose Formal held in Omaha. All of the Brothers enjoyed interacting with other Nebraska chapters.



Members of Northeast Missouri State prepare to leave on one of their professional events. They conducted a wide array of professional and service events this year, including running the concession stand at sports events, which gave members a chance to plan inventory, write purchase orders and schedule workers.

NORTH FLORIDA, KAPPA PI

Kappa Pi continued its commitment to the community by adopting 152 children from the Jacksonville Community for the "SHOTS BY TWO" program. This event is a community wide effort to achieve a 90% immunization rate for two year old children by the year 2000. Kappa Pi Brothers call and send cards to parents when their child is due for an immunization. The Chapter will work with the same children until February 1997.

We held a pool party and cook out in early May, and traveled south to the Spring 1996 Joint Initiation and Regional Conference in Orlando. The Chapter worked with national officers to host a Tri-Regional Officer Workshop for chapter officers in the Atlantic Coast, South Atlantic, and Southeastern Regions in June.

NORTHEAST MISSOURI STATE IOTA NU

Throughout the year, Brothers attended a wide array of professional and service events. Brothers toured the KRXL/KIRX radio station and Florsheim Shoe Factory, and learned about hospital administration and business practices, the advantages and disadvantages of self-employment, and

the keys to professional dress.

Community service is a significant part of Iota Nu Chapter, and this year has been no different. We helped with the Highway Clean-up, Pet the Puppies, Bingo and Christmas caroling at Twin Pines, March of Dimes Walk America, Heartland Food Drive, and the Mary Immaculate Church Fund Raiser.

We ran the concession stand at home football, basketball, and soccer games. This business opportunity decreases the cost of dues and allows members to plan inventory, write purchase orders, and schedule workers.

NORTHERN COLORADO NU PHI

Our first semester as a chapter was rewarding and exciting. We worked with the Greeley community to sponsor and help at several events. For example, we assisted at the Special Olympics Basketball Tournament, collected and assembled shoe boxes filled with school supplies for children in Bosnia, delivered Easter baskets to hospitalized children, and cleaned the highway with the Marketing Club.

We hosted many social events including weekly softball games, bowling, horseback riding, roller skating, movie night, and a barbecue.

We are looking forward to many more activities in the years to come.

NORTH TEXAS, DELTA EPSILON

Fifty-one pledges were initiated into our brotherhood at the first ever Southwestern Regional Initiation. Brothers from North Texas, Texas-Arlington, Southern Methodist, and Oklahoma State came together on Saturday, April 13. The ceremony took place in Dallas Hall on the campus of Southern Methodist University and was hosted by the University of North Texas. More than 150 Brothers celebrated this occasion under the supervision of Regional Director Todd Granberry. Mid-American Provincial Vice President Norm Kromberg was also in attendance.

The celebration took place at the Radisson Central located in Dallas. Brothers were entertained by a DJ, and everyone had a great time. Special thanks goes out to all members of the initiation teams from all of the chapters.

—Jeff Hermes

SHEPHERD, EPSILON KAPPA

Epsilon Kappa Chapter celebrated our 35th Anniversary in February. Alumni Brothers planned a banquet in Frederick, Maryland to celebrate the event. Epsilon Kappa Brothers came from as far away as Georgia to attend this momentous occasion. The Chapter's second initiate, Charlie Printz, was also in attendance to

share memories about the Fraternity.

Dinner, dancing, and karaoke were all part of this wonderful evening of Brotherhood.

ST. CLOUD, THETA TAU

We had fun FUNdraising throughout the year. We worked at a concession stand, helped at the SCSU book exchange, held a raffle for grocers, signed people up for NTC long distance, and continued with our successful aluminum can recycling project.

Professional tours at 3M, Energy Solutions International, and Hutchinson Technology, Inc. brought us useful information on manufacturing and technology. We also learned how to better manage stress and locate a career in the insurance industry.

TEXAS A & M, LAMBDA NU

On March 30, the Chapter took part in BIG EVENT, one of the largest collegiate community service projects known. One day every spring, Lambda Nu Brothers and members from other campus organizations help families in the Bryan/College Station community fix up their homes and lawns. This year, Deltasig's painted, hauled dirt, performed yard work, and planted a garden for three families. BIG EVENT is a way for Aggies and Delta Sigma Pi to give back to the community.



Mississippi initiated one honorary and two faculty initiates. Pictured are (left) Chapter Advisor Dr. Frank Wiebe, Faculty initiates Dr. Mark Wilder and Dr. Morris Stocks, Distict Director Jennifer Brooks, and Mid-South Regional Director David Brooks.

WAYNE STATE, ETA PI

Early in the spring semester, Deltasig's helped Wayne State College with their annual Phonathon to raise funds for scholarships. We sold our famous energy packets and washed cars in the late spring. A fundraising drive took place to raise money for the Delta Sigma Pi/Willard Wallenhaupt Scholarship which is awarded to two students of business.

Our professional program included speakers talking about the insurance industry, workers compensation, entrepreneurship, and casino management. We toured the Best Buy headquarters, and Northwest Airlines while in Minneapolis for the volleyball/basketball tournament.

SOUND BITES

Beta Lambda Chapter at Auburn hosted a spring picnic with Deltasig's from the Atlanta Alumni Chapter and Eta Kappa Chapter (Troy State) in Chewacla State Park.

Mu Phi Chapter at Saginaw Valley State hosted the Second Annual Executive and Celebrity Golf Tournament on May 18 at the Swan Valley Golf Course.

ATLANTA ALUMNI CHAPTER

In honor of our 60th year and the 75th Anniversary of Kappa Chapter, the Atlanta Alumni Chapter held an anniversary celebration March 22-24 in Atlanta. The Renaissance Ball allowed Brothers to gather and reminisce about the memorabilia which depicted the past six decades.

We were honored to have Brother Howard Walters speak about his 12 day safari through Tanzania and Kenya, Africa. Brother Walters brought his slides and stories and everyone who attended learned a lot about the sights and sounds of Africa.

In February, we volunteered for the sixth straight year at the Georgia Special Olympics.

We celebrated St. Patrick's Day at the Macaroni Grill, and continue to sponsor social events and dinner meetings on the third Tuesday of each month.

Have a question about the Atlanta Alumni Chapter? Need to know where the next event is? Then call the AAC Voice Mailbox at (404) 608-2449.

BALTIMORE ALUMNI CHAPTER

Alumni enjoyed corned beef and cabbage at the annual "Golden Oldies" dinner dance to honor St. Patrick's Day. We also toured the Clipper City Brewing Company. The Johns Hopkins Club sponsored a "Spring Is In" buffet and many attended and enjoyed the delicious food and spring celebration.

Wednesday and Thursday Monthly Luncheons were held throughout the year at various locations. Brothers and their families and friends have supported the luncheons and the speakers who addressed topics facing us today.

If you are in the area and want to join us, please contact us at the Baltimore Alumni Club, c/o Johns Hopkins University, 6740 Alexander Bell Drive, Columbia, MD 21046.

DENVER ALUMNI CHAPTER

The Chapter has had the pleasure of interacting with two Senators regarding issues of concern. Senator Tom Blickensderfer, Vice President of Appropriations and member of the Joint Budget Committee, attended our March 7, 1996 meeting to discuss the state budget and budgeting process. Senator Mike Coffman attended our February meeting and discussed a bill he was sponsoring on welfare reform.

Please contact Chapter President Frank Zieg at (303) 796-1213 for more information on the Denver Alumni Chapter.

LONDON ALUMNI CHAPTER

Delta Sigma Pi has had an alumni presence in London, England for over two years and Brothers from around the world have benefited from the opportunity to meet each other while working or visiting in the area. Being in a foreign country can be a daunting experience, but the Brotherhood we share goes a long way towards making us feel at home.

If you are going to be in London soon, we would like to hear from you. For more information, contact Ashok Arora at 44-181-746-1298.



Brothers at Texas A&M participated in a community service project with other campus organizations to help families in Bryan/College Station fix up their homes and lawns.

NC PIEDMONT ALUMNI CHAPTER

The Piedmont Alumni Chapter celebrated its one year anniversary with a barn party (the weather ruined our planned hay ride and cookout). During the year we held a pool party, pot luck dinner, cook out, and Christmas dinner. We collected school supplies for underprivileged kids, and cans of food for the Triad Health Project.

Professionally, we benefited from a business card index and "The Alumni Connection" to serve as a directory of alumni chapter members. During the South Central Regional Conference we led a panel discussion and group activity and distributed the index.

Our second year is well under way and we would like you to join us. Call Cathy Rosenberg at (910) 767-0585 for information on upcoming events. We would love to hear from you.

ZIA ALUMNI CHAPTER

The sale of the Entertainer '96 coupon books was a successful fund raiser once again. We sold approximately 50 books for a profit of \$350. Many thanks to Bill Leninger and Michael Metcalf for their dedicated efforts! The fund raiser helped the Zia

Alumni fund expenses, newsletters and mailings, and the Alumni Reunion for the New Mexico locals on June 14.

We bowled for the Muscular Dystrophy Association with Gamma Iota Chapter and Pledge Class in March. Everyone had a great time and the proceeds went directly to MDA. We continue to hold our breakfast meetings, so come and join us. Contact President Michael Metcalf for an update at (505) 238-4563. ▲



Brothers from Wayne State walked in the Detroit Thanksgiving Parade as "Cows Jumping over the Moon." From left, R. Thompson, Jennifer Mitchener and Cher Muzyk.



“The Coffeehouse of the Future” is Now

Miami Brother starts Universal Grounds . . . from Entrepreneur to Cyberpreneur

by Scott Harrington, Miami-Ohio

As a 1995 graduate of the Alpha Upsilon Chapter at Miami University, Brother Scott Harrington, 23, and partner Bryan Biller, 22, provide an example of how to go into business for yourself. Harrington says, “Everyone has an idea that they think will work. The only way to get started is to dive in head first. Once you take that step, you really learn how to turn your ideas into a viable business. I hate to think how many great ideas were lost because they were ‘put off until tomorrow.’ Moreover, once you become an entrepreneur the ideas will never stop.”

Brother Harrington is the co-owner and CFO of Universal Grounds, Inc., a mail-order catalog selling gourmet coffees located in Greensboro, North Carolina. Along with partner, Bryan Biller, he has also begun Enlightenment: Internet Business Communications, a consulting business that helps corporations develop their web presence and effectively market over the Internet.

Long before school was over, we were certain that the risky road of entrepreneurship was where we were heading. The idea of Universal Grounds started as part of the entrepreneurial business program at Miami University. Immediately we treated the idea as a viable business opportunity, and we knew it could work. Time wise, we were very fortunate because at graduation we had a completed business plan and were able to secure seed investment within only one month.

Between June and December '95, we experienced all the thrills and pitfalls of running a business. From the legal, accounting and tax issues to the marketing successes and the pride involved in creating happy and loyal customers. Overall the holiday catalog was a success for us in many ways, but what the experience taught us was the ultimate reward. The real world experience not only clarified all of the theoretical concepts taught in college, but it is the application of these concepts that truly allow you to begin to learn and grow.

During January, we spent time to reflect upon our status as a mail-order coffee company and to set our goals for 1996. In mail-order there are three main costs: paper, printing and postage. In the last year all three of these were rising and looked as they would continue to do so in the future. With these costs bearing down on us, we decided it was time to reevaluate the paper catalog.

For 1996, we decided to place our focus on what we believe to be the future of the mail-order catalog industry, the internet and electronic commerce. Once again, we were fortunate because we were well versed in the Internet because of our constant access to it while in school. We proposed to develop a CD-Rom catalog and an interactive Internet site that would encompass the “Coffeehouse of the Future” (<http://www.spyder.net/coffeehouse>). We realized that after packaging and mailing our CD-Rom that we were still enduring the high and rising costs of the print industry, therefore we went forward with the internet idea.

We decided to design our virtual coffeehouse as a service to the world wide web community. We found that a local coffeehouse really was a microcosm of the internet. In effect, they both provide an arena for people to gather. Which in turn, allows a forum for people to speak, listen, discuss, gather information, and of course to laugh, smile, and enjoy themselves. We set out to provide a virtual replica of your local coffee house.

The coffeehouse of the future was in our original business plan under long term goals and now, one year later, it has been born. The “Coffeehouse of the Future” premiered at CoffeeFest '96 in Atlanta on June 7th.

At the same time we began work on Universal Ground's Internet site, we started to talk up the Internet to our business associates; telling them how it could help their business in over a dozen ways. Almost immediately, this consulting turned into a great business opportunity. Through further research we found that there was a lack of solid marketing and general business support in the Internet industry. This was most apparent in the web sites of large corporations. Here were businesses that had mastered their industries, products, and marketing concepts for decades, and it was

very apparent that their knowledge of how to utilize the Internet as an effective marketing and customer service tool was limited. We felt that by working with a company – from setting their budget and their goals, through the design stage and most importantly working with them to constantly improve their site – that we could provide a valuable service.

We formed a strategic alliance with an outstanding design firm to increase our credibility and to assure consistent lines of communication on the technical side. Our company's goal is to successfully bridge the communications gaps that often exist between a business and technical computer programmers, resulting in web sites that lack business practicality.

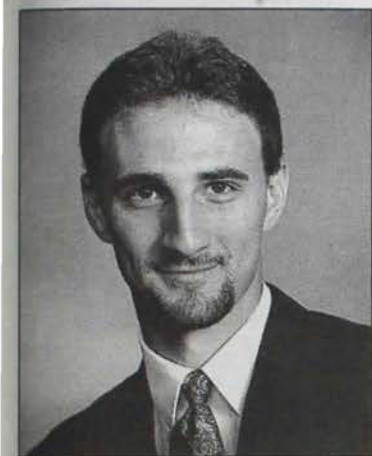
Currently our day-to-day operations include spending about 50% of our time on the “Coffeehouse of the Future” – updating, changing, adding new technology, and keeping the site fresh. The other 50% is spent helping other businesses successfully develop and implement their Internet strategy. ▲



Scott Harrington (Miami-Ohio), right, and partner Bryan Biller developed Universal Grounds fresh-roasted coffee company as a class project. The mail-order coffee and gift basket business led to creation of “The Coffeehouse of the Future” on the Internet and a related web presence consulting business.

FYI FRATERNITY NEWS

NEW CENTRAL OFFICE STAFF



Scott R. Brubaker
Colorado -Colorado Springs

Serving as a traveling Chapter Consultant is Scott R. Brubaker. Scott is a spring, 1996 graduate of the University of Colorado-Colorado Springs and holds a Bachelor of Science degree with a major in Organizational Management and a minor in Human Resources. He served as the Student Dean of Business, was President of the Society of Human Resources and worked as an Advisor for the College of Business.

Scott was initiated as a charter member of Mu Chi Chapter in January of 1993. He served the Chapter as Interim President, Senior Vice President, Vice President for Pledge Education, Chancellor, Ritual Chair, and as a member of various committees. Scott received the Chapter's Outstanding Lifetime Service Award, was the Chapter's first Collegiate Century Member, and was the last charter member to graduate.



Ann M. Daentl
Winona State (Minnesota)

Ann M. Daentl joins the staff in the newly created position of Operations Consultant. Ann is a spring, 1996 graduate of Winona State University in Winona, Minnesota, and holds a Bachelor of Science degree in Marketing with a minor in Mathematics. She was initiated into Kappa Upsilon in the spring of 1994 and served the Chapter as Secretary, Vice President of Chapter Operations, Alumni Correspondent, Newsletter Editor and as delegate to the 40th Grand Chapter Congress in Orlando.

In addition to her activities with Delta Sigma Pi, she was a founding member of the WSU Pep Band and has been a WSU calculus and economics tutor. Her honors include Winona State Dean's List and All American Scholar 1996.

Operations Consultant Daentl will be available to aid chapters (without traveling) and oversee Central Office computer operations.



Kevin Zachman
Grand Valley State (Michigan)

Also joining the staff of the Central Office as a traveling Chapter Consultant is Kevin Zachman. Kevin graduated in the spring of 1996 from Grand Valley State near Grand Rapids, Michigan and earned a Bachelor of Arts in Business Administration. He was initiated into Lambda Xi in the fall of 1993 and served the Chapter as Chancellor, Historian, and Vice President for Financial Development. Kevin was also active in the music department as a member of the Symphonic Wind Ensemble, Concert Band, Marching Band, and Pep Band playing the trombone. His honors include Grand Valley Presidential Scholarship, the L.V. Eberhard Business Scholarship, and President of the Delta Mu Delta Honor Society at Grand Valley.

ALUMNI CHAPTER LOCATIONS & CONTACT PERSONS

(As of June 20, 1996)

CHAPTER	CONTACT	PHONE NUMBER
Akron-Canton, OH	Scott Salamon	(216) 296-4467
Albuquerque-Zia, NM	Michael Metcalf	(505) 294-6783
Alcatraz, CA	Brian Richison	(415) 333-4095
Atlanta, GA	Velvet Simmons	(770) 424-4831
Austin, TX *	Christa Kleinhans	(512) 833-7702
Baltimore, MD	Jeanne Stinchcomb	(410) 799-1448
Boston, MA	Keith Merritt	(508) 321-2603
Central Florida	Jeffrey Dong	(407) 841-9257
Charlotte, NC *	Alex and Kara Macsuga	(704) 643-2266
Chicago, IL	Jeff "Zeke" Zych	(847) 913-1009
Cincinnati, OH *	Gina Pettit	(513) 489-5146
Cleveland, OH	Michael Losneck	(216) 676-4066
Colorado Springs, CO *	Shari Oswald	(719) 535-8065
Columbia, SC *	Buck Fulmer	(803) 254-6844
Columbus, OH	Cynthia Knell	(800) 468-0834x345
Connecticut	Jennifer Rutkowski	(203) 537-4577
Dallas Area, TX	Kelli Smith	(817) 649-7951
Denver, CO	Frank Zieg	(303) 796-1213
East Lansing, MI *	Ronald Stanton	(517) 793-9860
East Tennessee	Judi Vogt	(615) 546-6130
Erie, PA *	Clifford Graves	(814) 452-0195
Ft. Wayne, IN *	Scott & Kathy Dinius	(219) 744-1537
Hawaii	Wilbert Low	(808) 969-6652
Houston, TX	James Webb	(713) 980-7776
Indianapolis, IN	Joseph Sutherland	(317) 388-1996
Jackson, MS *	Will Cook	(601) 623-7207
Kansas City, MO	Michele Martin	(816) 781-2192
Lafayette, LA *	Kevin Ward	(318) 232-4827
Lincoln/Greater Nebraska	Norm Kromberg	(402) 493-4982
London, England *	Ashok Arora	44-181-746-1298
Long Island, NY	Donna Smith Bertolasi	(516) 841-1650
Los Angeles, CA	Kimberly Perrin	(818) 330-1147
Louisville, KY *	Paul Harrison	(812) 285-9133
Mankato, MN*	Brian Thompson	(612) 368-4776
Memphis, TN	Alisa Oswald	(901) 821-0132
Miami, FL *	John Cuomo	(407) 451-3854
Mid-Iowa	Shannon Meyer	(515) 279-5465
Milwaukee, WI	Robert Niemon	(414) 438-1488
Nashville, TN *	David McCay	(615) 264-5874
New Orleans, LA *	Gabriel Diaz	(504) 833-7187
Northern Virginia	Scott Johnston	(703) 536-3688
North Florida	Jennifer Natherson	(904) 221-2426
Orange County, CA	Irene Demopoulos	(714) 281-3939
Pensacola, FL *	Bill Mallett	(904) 941-1740
Phoenix, AZ	Steven Groenier	(602) 345-8379
Philadelphia, PA *	Alison Solowjow	(215) 232-4745
Piedmont, NC	Cathy Rosenberg	(910) 767-0585
Pittsburgh, PA	Aaron Madden	(412) 795-2915
Richmond, VA	Todd Poe	(804) 270-2353
Rochester, NY *	Edward Cain	(716) 263-4822
Sacramento Valley, CA	Darrel Auble	(916) 332-8378
St. Louis, MO	Clifford Reilly	(314) 279-1319
San Diego, CA	Lisa Ferrer	(619) 505-0513
Seattle, WA *	Shannon Glassman	(206) 460-5705
Shepherdstown, WV	Sandy Dubay	(304) 876-1508
South Florida	Kristen Thomas	(407) 338-5582
Tampa Bay, FL	Heather Richards	(813) 645-6323
Topeka, KS *	Dave Dittmer	(913) 246-3514
Twin Cities, MN	Trent Spurgeon	(612) 454-8054
Victoria, TX *	Lea Murphy	(512) 575-4734
Western New York	Dara Moore	(716) 825-2918
West Hollywood, CA	Michelle Thornton	(714) 979-8636

* Expansion Location



“Gateway” to Brotherhood

Introducing the St. Louis Alumni Chapter

by Karen Murray, *Missouri-St. Louis*

The St. Louis Alumni Chapter of Delta Sigma Pi is completing its 19th year of fraternal service. The Chapter is over fifty members strong and consists of graduates from universities throughout the midwest and as far away as Florida, New York, and California. The 1995-96 year began with a “BANG”! St. Louis alumni, as well as seven collegiate chapters and two other alumni chapters, participated in Fair St. Louis.

Fair St. Louis is a long-standing tradition that attracts native St. Louisans and tourists to the city's riverfront to celebrate the country's birthday.

For ten years, the Alumni Chapter has organized a booth to sell beverages and food to Fair goers. This single event is consistently the Chapter's most lucrative fund raiser. It is also an opportunity for other Brothers to visit St. Louis, enjoy the fair, and volunteer their services at the booth to raise funds for their respective chapters.

The 1995 Fourth of July celebration opened with an elaborate parade and closed with a fireworks finale. In between, there were three days of fun, hard work, new friendships, and a little rain. However, the poor weather conditions did not dampen the spirits of the Brothers who attended.

The St. Louis Chapter's social agenda included a monthly happy hour and at least one other event per month. The alumni Brothers barely had time to dry off from the rainy Fair St. Louis before they were wet again at the Chapter's annual float trip in July. Other events during the past year have included a Cardinal baseball game, the annual alumni BBQ, and a Haunted House outing (several Brothers dis-

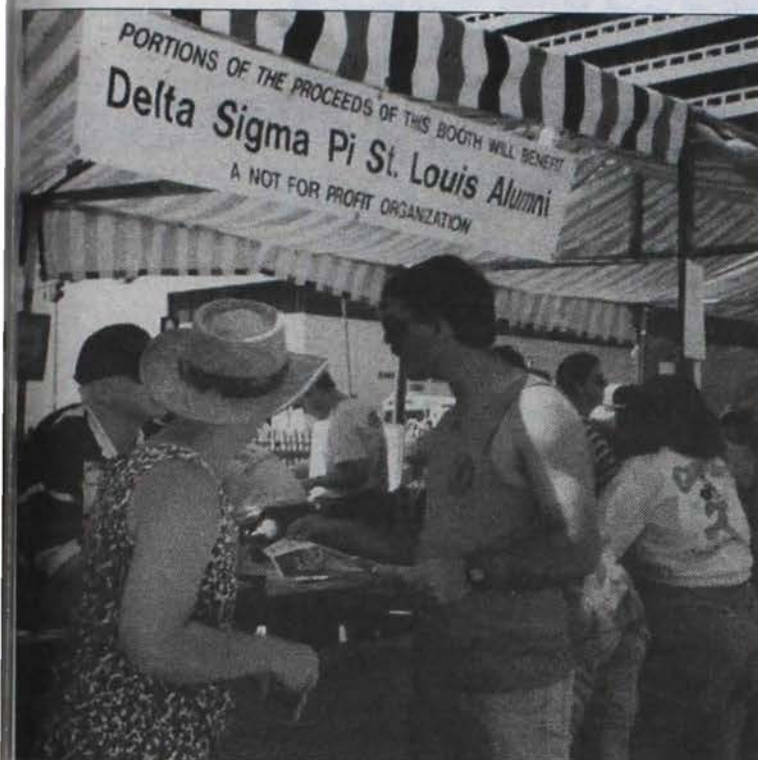


Alumni Brothers enjoyed a beautiful afternoon at the annual Alumni BBQ last summer. The Chapter has been fortunate this year to have several “dividends” arrive and the Annual BBQ is an opportunity for the Chapter to include family members in an event.

covered that you are never too “mature” to have the wits scared out of you)! The Chapter celebrated the Fraternity's 88th anniversary with a night out of dining and dancing at the Founders' Day Banquet in November.

The Alumni Chapter Holiday Party in December was an opportunity for Brothers to pool their resources and take part in another St. Louis tradition. The Alumni Chapter was able to adopt a family in an effort to bring financial relief to a single mother and a bit of holiday cheer to her three young children. Brothers proudly donated clothing, food, toys, and \$100 to the family.

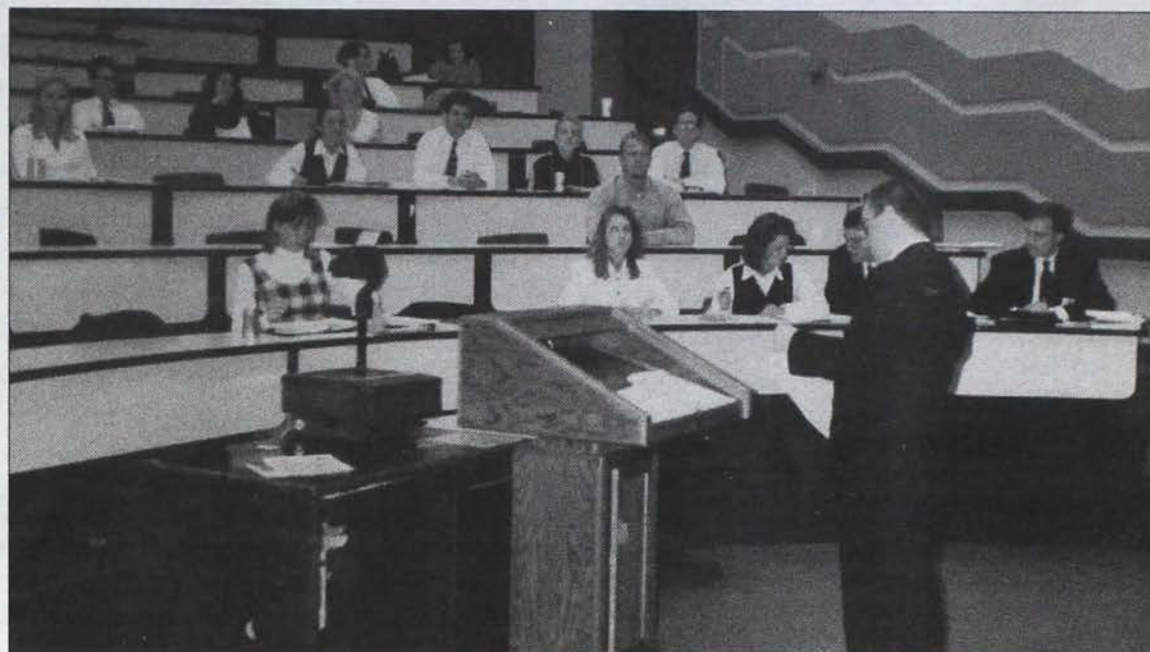
The cornerstone of the Chapter's professional program is Undergrad Weekend. Each year, the first weekend of March is awaited with excited anticipation by alumni Brothers and collegiate chapters alike. The Alumni Chapter enjoys sponsoring a weekend long program of professional and social events that allows alumni Brothers to interact with collegiate chapters from all over the midwest. The 1996 event was attended by approximately 200 undergraduate Brothers, representing 11 chapters. The Alumni Chapter was honored to have several members of the Board of Directors in attendance (including Grand



Brothers from 11 collegiate chapters and 3 alumni chapters enjoyed Fair St. Louis in 1995. The Alumni Chapter is looking forward to a successful Fair in 1996.

Members of the Alumni Chapter's Executive Committee make trips to collegiate chapters each semester. During the Fall '95 semester, President Cliff Reilly and Vice President of Membership Don Fitzgerald visited five chapters in the Midwestern Region. Thus far during the Spring '96 term, Cliff has personally attended meetings at three different chapters. These visits allow the Alumni Chapter to remind collegiate Brothers that Fraternity life after graduation is a reality!

With an expanding membership and an aggressive plan for growth during the 1996-97 year, St. Louis Alumni Chapter is excited about upcoming opportunities for Brotherhood. Plans are being made for the '96 Fair St. Louis and the Chapter is looking forward to sending a large delegation to the Midwestern Regional Conference in October. ▲



President Cliff Reilly has made many visits to local collegiate chapters during the '95-'96 year. These visits allow the St. Louis Alumni Chapter to continue to meet new collegiate Brothers and remind them that DeltaSigma Pi membership is for life.

President Randy Hultz).

The professional element of the 1996 Undergraduate Weekend included three tours. Brothers had the opportunity to tour the headquarters of May Company, a national retail industry powerhouse. With the recent acquisition of the Rams football team in 1995, St. Louis completed construction on a new dome to house its sporting and other events. Brothers toured the TWA Dome and got a rare behind the scenes look at the dome's facilities. In keeping with Undergrad Weekend custom, over 60 Brothers visited the Anheuser-Busch Brewery located in downtown St. Louis. In past years, this tour has proven to be not only educational, but also a lot of fun.

Social events during Undergrad Weekend left Brothers with fond memories and new friendships. The annual volleyball tournament lasted the better part of Saturday afternoon. After hours of good natured competition, the Lambda Omicron Chapter from Western Illinois, was victorious. The weekend was brought to a close with a rousing rendition of "The Rose of Deltasig" sung by hundreds of Brothers at the Undergrad Weekend party. Alumni Brothers and guests enjoyed the customary brunch the following morning.

The St. Louis Alumni Chapter's emphasis on collegiate chapter interaction reaches beyond annual events, such as Undergrad Weekend and Fair St. Louis. A mentor program has been initiated with Alpha Chi Chapter at Washington University. Through this program, alumni Brothers provide guidance and support to Alpha Chi's officers and committee chairpersons.

Also, the Alumni Chapter attends as many local chapter events as possible. Several brothers were able to attend the Quad Initiation and Rose Formal for Alpha Chi, Eta Nu, Iota Nu, and Iota Sigma Chapters in April '96.



Brothers attending the 1996 Undergraduate Weekend were able to tour the new St. Louis TWA Dome. The Dome is home to the St. Louis Rams football team.

Mr. & Mrs. Sidney A. Sparks 1996 Collegian of the Year

The Mr. and Mrs. Sidney A. Sparks Collegian of the Year award recognizes the most outstanding collegiate member of the Fraternity, as evidenced by scholarship, extracurricular activities, Fraternity service, and demonstration of responsibility of conduct according to the highest standards of business ethics and integrities.



Michael Douglas Mitchell, a graduate of Washington University and an alumnus of Alpha Chi Chapter, has been chosen the 1996 Sidney A. Sparks Collegian of the Year. With a triple major in Finance, Management, and Psychology, Mike maintained a 3.78 cumulative grade point average during his four years at Washington University and was honored on the Dean's List six semesters. Mike was initiated in the Alpha Chi Chapter on December 4, 1993 and served as President, Senior Vice President, Vice President for Pledge Education, Vice President for Professional Activities, and Chancellor. As an officer he standardized the Chapter's voting procedures, instituted some new forms of publicity, including Deltasig screen-savers in the business school computer lab, and implemented an Alumni Mentor Program with the St. Louis Alumni Chapter. He established the Chapter Spirit and Motivation Committee and was a member of the Ritual Team, Awards and Recognition Committee, and the Banquet Committee. Mike was an alternate delegate to the 40th Grand Chapter Congress in Orlando and took part in the 1995 Fall Officer Training School in Indianapolis and the 1994 Midwestern Regional Conference.

He is proud to have had the opportunity since becoming a Deltasig pledge to assist such charitable organizations as Special Olympics, United Way, Habitat for Humanity, Adequate Housing for America, and the local Clayton Community Center.

In addition to his dedication and involvement with the Alpha Chi Chapter, Mike served two years on the Undergraduate Business School Council for the John M. Olin School of Business. He skated with the intercollegiate Washington Ice Hockey Club and served as the club's President in 1994. Mike is a Golden Key National Honor Society member and a Washington University Merit Scholarship recipient. His hobbies include hockey, golf, reading, and travel.

While attending Washington University, Mike was employed as a Teaching Assistant for Introductory Statistics and Macroeconomics courses, a Portfolio Reviewer for A.G. Edwards & Sons, Inc., and an Irrigation Technician for Colonial Nursery Corp. in Blue Springs, Missouri. In June, Mike began his career with Anderson Consulting in St. Louis as a Process Analyst.

As the 1996 Collegian of the Year, Brother Mitchell begins a two-year term of service on the Board of Directors and Executive Committee of Delta Sigma Pi. His responsibility will be to remain accessible to collegiate Brothers and actively communicate with collegiate chapters, such that the collegiate viewpoint will be adequately represented in Executive Committee discussions. He will also receive a scholarship for graduate study which was made possible through the generosity of Brother and Mrs. Sidney A. Sparks.

"My Fraternal spirit has guided me during my five consecutive terms on Alpha Chi Chapter's Executive Committee, and placed me on the Ritual Team for the past three initiations. My love of Deltasig has led me to a Midwestern Regional Conference, a quad initiation at Baker University, a Grand Chapter Congress, and an Officer Training School within a year. Each day, I strive to advance the welfare and progress of Delta Sigma Pi, and I plan to continue in that tradition long after graduation. As 1996 Collegian of the Year, I will attempt to instill my spirit into the leaders of Deltasig chapters across the country by visiting as many meetings, events, and conferences as possible. I will try to accurately reflect the collegiate viewpoint to the Board of Directors."

— Michael D. Mitchell

The Influence of Interchapter Activities

by Michael D. Mitchell, 1996 Collegian of the Year

There is no greater organization on this earth than Delta Sigma Pi, America's foremost business fraternity. I say this because our Fraternity offers a comprehensive array of benefits which can't be found anywhere else.

Collegiate Deltasigs have the opportunity to take leadership positions, to learn about "real world" business practices, to serve their communities and universities, to excel scholastically, and to experience a Brotherhood unlike any other. Upon becoming alumni Brothers, members can maintain professional networks and old friendships. And while these attributes alone are quite impressive, I believe that the most outstanding feature of Delta Sigma Pi is the Fraternity's powerful regional and national presence. It wasn't until I attended my first interchapter event, the 1994 Midwestern Regional Conference, that I realized the true reach and magnitude of Delta Sigma Pi... and my life hasn't been the same since.

Why are interchapter events important?

Before attending the above-mentioned conference, my concept of Delta Sigma Pi included two mutually exclusive categories: 1) my home chapter and 2) a bunch of information in the pledge manual. Some readers may relate to this phenomenon. However, I soon understood that the unique benefits offered by interchapter activities are what make our Fraternity truly great.

Interchapter events facilitate the exchange of information and ideas among all our Brothers. It always fascinates me how each chapter has a slightly different approach to solving the common challenges that every other chapter has faced at one time or another. Your chapter, no matter how strong, can learn something from a nearby chapter. The exchange of knowledge among chapters is both educational and exciting, and it particularly benefits chapter offices and chairpersons.

These activities can also provide the opportunity to network with Deltasig alumni. This is especially true of national events like the Grand Chapter Congress. Believe me, it is a proud experience when you meet a Brother who you previously knew only through their name in the pledge manual. I know that it may seem intimidating for some collegiates to approach alumni, but remember, they're Brothers too!

Finally, and most importantly, interchapter events are a lot of fun! Whether it was a joint-chapter initiation, a small gathering at a club, or Grand Chapter Congress, some of my most enjoyable and memorable experiences as a Brother took place at multi-chapter events. The really great thing is meeting Brothers from around your Region and around the country that you can keep in touch with... I have Deltasig mail buddies on all four corners of the U.S. because of my attendance at interchapter activities.

How can we improve our interchapter relations?

Effective interchapter relations are as easy as 1-2-3... well, okay, as easy as 1-2-3-4. Here are four steps that may help your chapter to plan its next interchapter activity:

1. Choose a fun idea that your chapter and another chapter would enjoy. These events can be as simple as a dinner or softball game, or as complex as a joint initiation. It's important to consider the chapter budget, existing calendar of activities, and academic schedules before planning an event. Above all else, be sure to choose an activity that will foster interaction among the Brothers from both chapters...a movie night may not be the best idea in this regard.

2. If your chapter takes the initiative to choose an event and invite a nearby chapter, it follows that your chapter should also take the initiative to do most of the planning (if it goes well, your guests will most likely do the inviting next year). This planning can easily be handled by the appropriate chapter committee. The most important detail here is finding a mutually agreeable date and time for the activity.

3. During or just after the planning stage, each chapter must appoint a contact person who will stay abreast of any glitches or unforeseen difficulties and inform their chapters. Nothing is more frustrating than making four or five phone calls to get the answer to one simple question.

4. Most importantly, sell the event to your chapter Brothers! If the proper promotions are carried out, your chapter members will be sure to make your activity a

priority. When the event has passed, be sure to follow up with the other chapter to obtain feedback.

National Deltasig event

The best interchapter events are national conferences and workshops, since the biggest planning involved is the completion of registration forms! Events such as Officer Training School, National Officer Workshop, Regional/Area Conferences and Grand Chapter Congress offer outstanding educational seminars about all aspects of Fraternity operations, as well as the opportunity to meet fellow Deltasigs from across the country...even members of the Central Office staff and the Board of Directors. The enthusiasm and Brotherhood that radiates from these gatherings will make you incredibly proud to be a Deltasig. I would like to strongly recommend that each of you make every attempt to attend the nearest Regional Conference in the fall and the 41st Grand Chapter Congress (August 20-23, 1997) in New Orleans. I guarantee that you will have an unforgettable time!

In partial fulfillment of my duties as your newest Collegian of the Year, I plan to attend Regional Conferences in Kansas City (MO), Charlotte (NC), Kings Island (OH) and San Bernadino (CA), in the fall. My main responsibility is to represent the collegiate viewpoint to the Board of Directors accurately and promptly. So if you have something you'd like to discuss with me, please look for me at one of these events! You can also write me (702 Westgate Avenue, #1N, St. Louis, MO 63130) or call me (314-863-3698) with any concerns. I look forward to hearing from you, and/or meeting you in person at a 1996 Regional Conference near you! ▲

1996 Regional Conferences

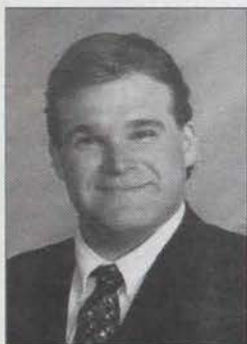
Oct. 4-6	Desert Mountain Region New Mexico State University Las Cruces, NM	Oct. 25-27	Southeastern and South Central Regions Marriott Executive Park Charlotte, NC
Oct. 4-6	Midwestern Region The Adam's Mark Hotel Kansas City, MO	Nov. 1-3	Tri Regional (East Central, Central & Huron) The Holiday Inn Kings Island, OH
Oct. 11-13	Great Lakes Region Ramada Woodfield Hotel Palatine, IL	Nov. 8-10	Gulf Western Region Quality Inn South Austin, TX
Oct. 11-13	Gulf South and Mid-South Regions Radisson Admiral Semmes Mobile, AL	Nov. 8-10	Pacific Coast and South Pacific Regions San Bernardino Hilton San Bernadino, CA
Oct. 11-13	Rocky Mountain Region Hampton Inn Silverthorne, CO	Nov. 8-10	Founders' Day Regional (Eastern, Mideastern & Allegheny) Holiday Inn West Mechanicsburg, PA
Oct. 18-20	Western Region Ramada Inn Davis, CA	Nov. 15-17	Southwestern Region Radisson Hotel Denton, TX
Oct. 25-27	North Central Region Best Western Ramkota Inn Sioux Falls, SD	Nov. 22-24	South Atlantic and Atlantic Coast Regions The Tampa Airport Hilton Tampa, FL
Oct. 25-27	New England Region Holiday Inn Hyannis, MA		

The Clyde Kitchens/Thoben Elrod 1996 Regional Collegians of the Year

Twenty-two scholarships were awarded this year on the basis of fraternal involvement, campus and community service, and demonstrated scholastic achievement. These winners were selected from the nominees submitted by chapters in the Region. Each Brother selected receives a scholarship in the amount of \$250 made possible by an endowment from the Kitchens/Elrod Foundation.

The Clyde Kitchens Foundation was established by Brother Thoben Elrod in 1975, "to perpetuate the memory of Clyde Kitchens and to enable future generations to carry forward his interest in Delta Sigma Pi." The name was later changed to reflect the leadership provided by Brother Elrod. The Foundation's funds were the result of proceeds from an endeavor by Kappa Chapter Brothers and other business students at Georgia Tech in the 1930's. These students formed an investment club which purchased stock and real estate that led to the formation of a lodge which was used by the Chapter for many years. The sale of this property in the 1970's has provided funding for a variety of other invaluable programs.

Brother Clyde Kitchens was initiated into Kappa Chapter at Georgia State in 1929 and served as Chapter Advisor. He passed away in 1969. Brother Thoben Elrod is an initiate of Pi Chapter at the University of Georgia where he served as Chancellor. He also served as a national officer and is a member of the Golden Council. He currently lives in Lake Panasoffke, Florida.



Jason P. Campagna, Our Lady of Holy Cross — Gulf South Region
A Business Administration major with a 3.17 G.P.A., Jason has served Nu Omicron Chapter as President and Vice President for Pledge Education. An entrepreneur of Sports Card/Sports Memorabilia Business in Chalmette, Louisiana, his interests and hobbies are varied — from his love of collecting, to fishing and writing poetry. His most important interest, however, is in advancing his education, which includes an MBA and JD. His honors include the National Dean's List and President's List.



Sharalee E. Conway, Western State — Rocky Mountain Region
A Business Administration and Accounting major with emphasis in Marketing, Sharalee has a 3.9 G.P.A. She has served Zeta Kappa Chapter as Vice President for Pledge Education, Senior Vice President and Treasurer. Extracurricular activities also include student liaison, and Colorado Society of CPA's. Honors and awards include Outstanding Greek Leader and winner of scholarships from the Delta Sigma Pi Leadership Foundation, the Colorado Society of CPA's, Fiscal Managers Association and the Western State College Presidential Scholarship.



James F. Deaton II, Oklahoma — Southwestern Region
James is working on a combined Bachelor/Master of Accounting (a five year intensive program) and has a 3.94 G.P.A. He has served Beta Epsilon Chapter as President and Secretary. Honors include Beta Gamma Sigma, OU Scholars Program, University of Oklahoma Award of Excellence, Golden Key Honor Society, Alpha Lambda Delta, and numerous scholarships. His professional experience consists of Okemah National Bank Intern, School of Accounting Graduate Research Assistant, and Honors Program Reading and Research.



Julie F. Dudek, California State-Long Beach — South Pacific Region
A double major in Business Administration Finance and Accounting, Julie served Lambda Phi Chapter as President, Vice President for Chapter Operations, and Chancellor. While serving as Vice President for Chapter Operations the Chapter was on the Honor Roll with 100,000 points for the first time in its history. Honors include winner of one of the Delta Sigma Pi Leadership Foundation Scholarships, the President's Award from the College of Business, Dean's List, and Exemplary Customer Service Award from World Savings and Loan.



Philip E. Goble, Illinois State — Central Region
An Accounting major with a 3.57 G.P.A., Philip served Iota Chi Chapter as President. His activities and honors include the Dean's List, winner of the Provost's Scholarship and a member of Beta Gamma Sigma Honor Society. His community involvement includes working with Habitat for Humanity, American Red Cross, American Cancer Society and St. Jude's Midwest Affiliate. To further his professional goals he has performed an internship at John Deere's Engine Works plant in Waterloo, Iowa.



Paul W. Guffey, Wayne State -Detroit — Huron Region
A Management major with a 3.27 G.P.A., Paul served Gamma Theta Chapter as Senior Vice President. His activities and honors include the position of Vice President of Communication for the School of Business Administration Student Senate, a member of Golden Key National Honor Society, winner of Bruce E. Mellican Memorial Scholarship and winner of a scholarship from the school of business for his hard work and diligence in Career Day 1995. He enjoys playing hockey, softball and golf when time permits.



Paul W. Hermann, New Mexico State — Desert Mountain Region
Paul's major is Finance and International Business with a minor in Accounting with a 3.94 G.P.A. He has served Epsilon Upsilon Chapter as President and Secretary. He was a Rotary International exchange student and spent a year in Denmark. He is involved in the New Mexico State International Business Association and plays intramural soccer and volleyball. He has also demonstrated pursuit of professional development through courses and work experience.



Leigh Ann Hogan, Troy State — Southeastern Region
A General Business major with a 3.65 G.P.A., Leigh Ann served Eta Kappa Chapter as Treasurer. She is also Vice President for Beta Upsilon Sigma Business Honor Society. She has financed 90% of her education and works 35 to 40 hours a week so she has a limited time schedule for extracurricular activities. Her hobbies and interests include singing, aerobics, dancing and photography.



Annjanette S. Isorda, California-Riverside — Pacific Coast Region
A Business Administration major with a 3.70 G.P.A., Annjanette served Lambda Chi Chapter as President for two terms and Vice President for Pledge Education. She is one of the founders of the UCR Chapter of Students Against Drunk Drivers. In 1993 and 1994 she received the Scholastic Achievement Awards from the College of Humanities and Social Sciences for her outstanding G.P.A. In 1995 she was an intern at State Farm as a Claims Adjuster. After graduating she will start an accounting internship with Disney in the Consumer Products division.



Jill S. Lesman, Dayton — East Central Region
A Marketing major with a 3.96 G.P.A. Jill has served Epsilon Tau Chapter as President and Vice President for Chapter Operations. Activities and honors include being a member of the Dean's Leadership Committee, Marketing award of Excellence from the University, Dean's list every semester, Beta Gamma Sigma National Scholastic Honor Society, and member of Golden Key Honor Society and winner of several scholarships. Her interests include drawing, golf, reading and hiking.



Jeffrey Alan Mundy, South Florida — South Atlantic Region
With a double major in Finance and German, Jeffrey has a 3.69 G.P.A. He has served Theta Phi Chapter as President for two terms and Vice President for Professional Activities. He was an Undergraduate Teaching Assistant for Dr. Terry Sincich's Statistics II course for four semesters, two as head assistant. He has served as Historian for Golden Key National Honor Society, is a member of Phi Kappa Phi National Honor Society and reactivated the German Club on campus into one of the largest of the language clubs.



Richard A. Roberson, North Florida — Atlantic Coast Region
Richard is a Business Administration major with a 3.97 G.P.A. and has served Kappa Pi Chapter as President and Secretary. He serves as Treasurer of Alpha Sigma Pi Accounting Club, Vice President/Treasurer of Business Association Council, and been elected to the honor society of Phi Kappa Phi. He was awarded the Florida Institute of Certified Public Accountants Scholarship, as well as the University of North Florida-Special Presidential Scholar award and Golden Osprey Award for outstanding service and volunteerism.



Ann M. Romano, Clemson — South Central Region
Ann is an Accounting major with a 3.45 G.P.A. and has served Kappa Tau Chapter as President and Vice President for Chapter Operations. She is a member of the Golden Key National Honor Society and Beta Alpha Psi National Honors Accounting Fraternity and winner of the Abney Foundation Scholarship. She has been very involved in campus and service activities including intramural sports, Clemson Women in Finance and a Counselor with Ministry to Handicapped Children. She will begin her career with Deloitte & Touche.



Holly A. Shoden, St. Thomas — North Central Region
Holly is a Business Operations Management major with a minor in Psychology and has a 3.8 G.P.A. She is one of the founding members of Nu Tau Chapter and has served as President for three semesters and Vice President for Professional Activities for two semesters. She is a member of Delta Epsilon Sigma scholastic honor society and has developed her professional objectives by holding a two year internship at 3M. Honors have included St. Thomas Tommy-of-the Year Candidate and 3M Voyageur Award winner.



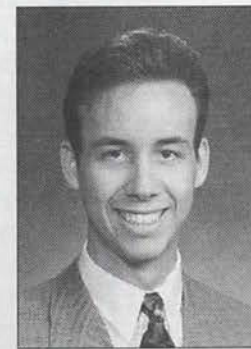
Michelle R. Skinner, Texas A&M — Gulf Western Region
A Marketing and English major with a minor in Spanish, Michelle has a 3.98 G.P.A.. She served Lambda Nu Chapter as Vice President for Pledge Education. Honors and awards include College of Business Administration Fellows, Southwestern Bell Foundation Scholarship, Dean's Honor Roll, Phi Kappa Phi Honor Society and May Company Marketing Scholarship. The summer of 1995 she worked in the International Programs department of Codetel, a subsidiary of GTE in the Dominican Republic, learning international marketing and business.



Terri L. Wagner, SUNY-Buffalo — Allegheny Region
A graduate student pursuing an MBA with specialization in international business with a 3.5 G.P.A., Terri has a Business degree in Human Resource Management. She has served Alpha Kappa Chapter as President and Vice President for Chapter Operations. She is affiliated with Golden Key National Honor Society, the Society for Human Resources Managers and volunteers for numerous charities in the Buffalo area.



Jennifer Lane Wallace, Alabama — Mid-South Region
An Accounting major with a 3.20 G.P.A., "Lanie" has served Alpha Sigma Chapter as President and Secretary. She is a member of Sigma Tau Delta English Honorary, Kappa Kappa Gamma Sorority and Alabama Triangle Association. She has been an instructor at Alabama Gymnastics Academy and recently received national certification as a gymnastics official. She began her career with an accounting internship with Williams, Taylor, and Acton in Birmingham.



Timothy M. Wylie, California-Davis — Western Region
A Managerial Economics major with a 3.71 G.P.A., Timothy was one of the founding members of Nu Rho Chapter and later served as President. He has also received the Tandy Corporation-Scholars' Award, DeLoach Undergraduate Award from the Department of Agricultural Economics, The Leaders' Award from Century Three, and is a Lifetime member of the California Scholarship Federation. He is also a member of the Kappa Omicron Nu National Honor Society and the Association of College Honor Societies.

Carl N. Engle, Jr., Pennsylvania — Eastern Region

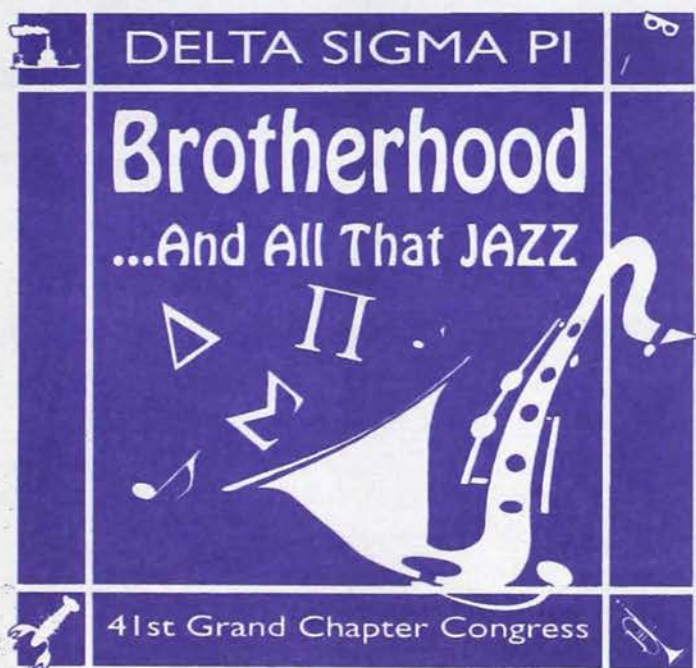
An Economics major in the Wharton School of Business with dual concentration in Finance and Operations and Information Management, with a 3.74 G.P.A., Carl has served Beta Nu Chapter as Vice President for Pledge Education, Treasurer and Chancellor. Activities and honors include Dean's List, Delta Sigma Pi Undergraduate Scholarship, a member of the Board of Directors of the University of Pennsylvania Student Federal Credit Union, Presidents Award, and a member of the Accounting Society.

Russell C. Friedberg, SUNY-Albany — New England Region

A Business Administration major with a minor in History and enrolled in a five year MBA/BS program to be completed in four years, Russell has a 3.76 G.P.A. He served Zeta Psi Chapter as Treasurer, Vice President for Pledge Education and Chancellor. Other activities and honors include Beta Gamma Sigma Honor Society, Dean's List, Paramount Star Award and he has been very active in Junior Achievement. Russell has also been a member of the championship Intramural softball team for multiple seasons.

Christine P. Gray, Marquette — Great Lakes Region

Christine is an Accounting major with a minor in Spanish and has a 3.4 G.P.A. She has served Delta Chapter as Secretary and Treasurer. She is a member of Sigma Delta Pi Spanish Honor Society, winner of the Marquette Alumni Club Scholarship and the Greater Milwaukee Scholarship, the Dean's List and is a member of the Marquette Orchestra, playing both the viola and the saxophone. She will begin her career with the KPMG Peat Marwick Milwaukee office where she will be a member of their audit staff primarily specializing in financial service companies.



Delta Sigma Pi
41st Grand Chapter Congress
August 20-23, 1997
New Orleans Hyatt Regency

1996 Chapter Collegians of the Year

- Alabama - Jennifer Lane Wallace
- Angelo State - Lisa Mosely
- Arizona - Anthony Barbieri
- Baker - Ellen Jones
- Bellarmine - Jennifer Kimpflein
- Bowling Green State - Jennifer Severt
- Cal Poly-San Luis Obispo - Stacey Wilson
- Cal State-Long Beach - Julie Dudek
- California State-Chico - Julie Morrison
- California-Davis - Timothy Wylie
- California-Riverside - Annjanette Isorda
- Central Florida - Mary A. Nagy
- Central Missouri State - Joseph Johnson
- Clemson - Ann Michelle Romano
- Dayton - Jill Leesman
- Drake - Margaret Cubria
- Eastern Illinois - Peggy Klusterman
- Evansville - David Johnson
- Florida - David M. Carmany
- Florida Atlantic - Kristen Thomas
- Georgia Southern - Toshi Vontrice Lake
- Georgia State - Nicolas Mario Guerrero
- Illinois State - Philip Goble
- Indiana-Bloomington - Mary E. Maxfield
- Iowa - April Sifford
- Iowa State - Amy Wuestenberg
- Kansas - Brooke Bagley
- Kent State - Maria Pacur
- Lewis - Denise Pavlich
- Longwood - Theresa E. Barron
- Louisiana State - Dana Namer
- Louisiana Tech - Leigh K. McCready
- Loyola-New Orleans - Jennifer L. Chaix
- Loyola-Chicago - Steven Daniel Krall
- Marquette - Christine Gray
- Memphis - Glenn Austin Russell
- Miami-Ohio - Scott Bilsky
- Minnesota - Mathew Carrier
- Mississippi - William L. Cook, Jr.
- Missouri-Columbia - Gerald Hodson
- Missouri-Kansas City - Shasonta Powers
- Missouri-St. Louis - Jennifer Gutmann
- Nebraska-Lincoln - Lynelle Strong
- New Mexico - Francisquitta Gabaldon
- New Mexico State - Paul Hemann
- North Florida - Rick Roberson
- North Texas - Amy Burns
- Northeast Missouri State - Amy Drag
- Northern Illinois - Brian J. Jackson
- Ohio State - Randy Heldman
- Oklahoma - James Deaton II
- Oklahoma State - Sara Heath
- Our Lady of Holy Cross - Jason P. Campagna
- Pacific - Bryan Merica
- Pennsylvania - Carl Engle
- Philadelphia Textiles - Kimberly Yost
- Purdue - Kyle Baker
- Rider University - Nicole Mennel
- Roger Williams - Jennifer Gray
- San Francisco State - Rachel Iwamasa
- Savannah State - Lynnae Floyd
- South Dakota - Alysia Hensley
- South Florida - Jeffrey Mundy
- Southwestern Louisiana - Kevin B. Ward
- Southwest Missouri State - Andrew Glass
- St. Cloud State - Brenda Kritzberger
- St. Thomas - Holly Shoden
- SUNY-Albany - Russell Friedberg
- SUNY-Binghamton - Brian Kraut
- SUNY-Buffalo - Terri Wagner
- Texas A&M - Michelle Skinner
- Troy State - Leigh Ann Hogan
- Valparaiso - Michael C. Rodeck
- Virginia Commonwealth - Jeffrey H. Link
- Virginia Tech - Suzanne B. Klauser
- Washburn - Jeff Koch
- Washington-St. Louis - Michael Mitchell
- Wayne State-Detroit - Paul W. Guffey
- Wayne State-Nebraska - Mark Keerbs
- West Virginia - Stephanie Smith
- Western Illinois - James Riffice
- Western Kentucky - Melissa A. Stephens
- Western State - Sharalee E. Conway
- Winona - David Stay
- Wisconsin-LaCrosse - David Boyum
- Xavier - David Kopser

Bits & PIECES

Mergers

Steven Nadelbach, *Adelphi*, on October 22, 1995, to Sharon Rosenbaum, at West Hempstead, New York.

Adrienne Tovar, *Adelphi*, on April 27, 1996, to Jason Baker.

Kimberly S. Piercy, *Akron*, on February 16, 1996, to Del A. Hensley.

Les Tomlin, *Angelo State*, on December 29, 1995, to **Amanda McMurray**, *Angelo State*, at San Angelo, Texas.

Poe Brandon, *Angelo State*, on March 22, 1996, to Brandy Lewis, at Lubbock, Texas.

Elizabeth Chiu, *Arizona State*, on December 30, 1995, to Kevin Ford, at Scottsdale.

Aaron B. Holladay, *Alabama*, on September 23, 1995, to Carrie Woods, at Birmingham.

Rand Morimoto, *California-Berkeley*, to Kimber Edwards, at Napa, California.

Teri J. Pierce, *California State - Chico*, on March 16, 1996, to Paul Cook, at Napa.

Joanne Izard, *Central Missouri State*, on September 16, 1995, to Ed Kite, at Overland Park, Kansas.

Regina Chappell, *Colorado State-Colorado Springs*, on September 23, 1995, to John J. Kucharski, at Colorado Springs.

Beth A. Pappadopoulas, *Connecticut*, on November 11, 1995, to Steven G. Abate, at New London, Connecticut.

Grace Walters, *Evansville*, on April 27, 1996, to Timothy Hamilton, in St. Louis.

B. Todd Whisenant, *Alabama*, on October 21, 1995, to **Leslie M. Powell**, *Florida Southern*, at Winter Haven, Florida.

Gina M. Austman, *Illinois State*, on November 25, 1995, to Gary W. Hecht, at Forrest, Illinois.

Melanie McGivney, *Illinois State*, on May 4, 1996, to Chad Charnas, at Warren, Illinois.

Kimberly K. Crabill, *Indiana-Purdue at Ft. Wayne*,

on May 14, 1994, to Rob L. Craighead, at Fort Wayne.

Amy C. Hall, *Louisiana State*, on July 15, 1995, to Russell Workman, at Little Rock.

Eva Cranor, *Maryland*, on September 23, 1995, to Ora Oliver Bartrum, Jr., at Cambridge, Maryland.

Marc H. Cohen, *Miami-Florida*, on January 7, 1996, to Lydia Barza, at Palm Beach.

Carri A. Johnson, *Minnesota*, on February 3, 1996, to Kevin D. McGauley.

Roger D. Peterson, *Mississippi College*, on January 13, 1996, to Michele Crowe Owens, at Marietta, Georgia.

Donna J. Smith, *New Mexico State*, on February 17, 1996, to Jason Duff, at Las Cruces.

Caroline Newman, *North Carolina-Chapel Hill*, on May 18, 1996, to Kevin Brian Odom.

Lorraine C. McAllister, *North Texas*, on March 2, 1996, to Anthony Carter, at Dallas.

Jay Powell, *North Texas*, on February 24, 1996, to Rhonda McKenzie.

Janie Patrice Borelli, *Oklahoma State*, on June 24, 1995, to Chad Eric Goodman, at Oklahoma City.

Jane M. Birkofer, *Pittsburgh*, on May 4, 1996, to Kirk W. Christensen, at Sedona, Arizona.

Tonja L. Letsak, *Rider*, on March 11, 1995, to Donald Smith.

Jeannie Kohler, *San Diego State*, on February 17, 1996, to Steve Porter, at Los Gatos, California.

Mark Fernandez, *South Carolina*, on February 18, 1995, to **Shawn Michele Kudrick**, *South Carolina*, at Greenville.

Richard J. Parnitzke, *SUNY-Buffalo*, on May 11, 1996, to Carol Diane Gordon, at Hamburg, New York.

Angela Twardy, *Valparaiso*, on April 27, 1996, to Carley Burton.

Kenneth Lawrence Farer, *Washington-St. Louis*, to Sharryn Joy Bamberger.

Dividends

To Brother **Lori LaSalle-Carrick**, *Adelphi*, and Jim Carrick, on March 8, 1996, their second child, a son, Tyler John.

To Brother **Jeffrey Rosenthal**, *Adelphi*, and Brother **Karen Sherman Rosenthal**, *Ohio*, on August 14, 1995, a daughter, Sharon Elissa.

To Brother **Elizabeth (Hornbrook) Wood**, *Arizona State*, and David Wood, on January 25, 1995, a daughter, Ashley Annaliese. She joins her brother Taylor, age 3 1/2.

To Brother **Elizabeth (Beth) Keith**, *Bowling Green State*, and Michael Keith, on April 9, 1996, a son, Andrew Michael.

To Brother **Arthur J. Hess**, *Cal Poly-Pomona*, and Donna Hess, on December 10, 1995, a daughter, Alyssa Stefannie.

To Brother **Jamie Saccullo**, *Florida Atlantic*, and Lenore Saccullo, on September 11, 1995, a daughter, Julie Patrice.

To Brother **Elise (Blum) Adams**, *Georgetown*, and Thomas Gerard Adams, on September 6, 1995, a son, Thomas Karl.

To Brother **Robert Vacko**, and Brother **Laura Pirtle Vacko**, both of *Illinois*, on February 3, 1996, a daughter, Kylie Elizabeth. The family lives in Atlanta.

To Brother **Lisa Baucom Marshall**, *James Madison* and Byron Marshall, on May 10, 1995, a daughter, Katelyn Christine.

To Brother **Kathy Fischer Bradbury**, *Loyola-New Orleans*, and George Bradbury, on November 11, 1995, a daughter, Sarah Elizabeth.

To Brother **Brian R. Lee**, *Mankato State*, and Enadina Marie Lee, on January 24, 1996, a son, Abraham Andrew.

To Brother **Therese Ashley-Wesley**, *Marquette*, and Robert Wesley, on October 21, 1995, a daughter, Elizabeth Therese.

To Brother **Eva (Cranor) Bartrum**, *Maryland*, and Ora O. Bartum Jr., on February 5, 1996, a son, Jesse William.

To Brother **Laura Landry**, *McNeese State*, and Richard Landry, on August 18, 1995, a daughter, Danielle Angelique.

To Brother **Steven Rasche**, *Missouri-Columbia*, and Tammy Rasche, on April 14, 1996, a son, Robert Michael.

To Brother **Lambda Stephens**, *Missouri-St. Louis*, and Paul Stephens, a daughter, Sydney Jeanene.

To Brother **Nannette (Wallace) Gorman**, *North Carolina-Chapel Hill*, and Tom Gorman, on March 19, 1996, a son, Brendan James. He joins big brother Patrick, age 2 1/2.

To Brother **Vonda (Wood) Greenwalt**, *Northeast Missouri State*, and Bryan Greenwalt, on January 10, 1996, a son, Wyatt Tyler.

To Brother **Douglas Hellrigel**, *Rider*, and Catherine Hellrigel, on February 10, 1996, a daughter, Brianna Eileen.

To Brother **Tonja (Letsak) Smith**, *Rider*, and Donald P. Smith, on September 5, 1995, a daughter, Julie Winona.

To Brother **Lara L. Pendleton**, *San Francisco*, and Michael Pendleton, on August 17, 1995, a daughter, Megan Nicole.

To Brother **Robert Tavarez**, *San Jose State*, and Kelly Tavarez, on March 18, 1995, a son Grant Hamilton.

To Brother **Todd McDowell**, *Southwest Missouri State*, and Sabine McDowell, on November 15, 1995, a son, Andrew Todd.

To Brother **Valerie (Schuster) Weinstein**, *SUNY-Albany*, and Andy Weinstein, on January 11, 1996, a daughter, Bari Samantha.

To Brother **Craig R. Goldberg**, *Tampa*, and Ileen Goldberg, on January 5, 1996, their second son, Eric Michael.

To Brother **Nancy Bancho Kenny**, *West Liberty State*, and Jeff Kenny, on February 21, 1996, a son, Stephen Edward.

In Memoriam

The Fraternity, its officers, 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.

Angelo State

Gary L. Wallace - 3/96

Baker

Jennifer A. Lewis - 11/95

California-Berkeley

Willis A. Blanchard - 9/95

Case Western Reserve

Russell J. Halkerston - 12/95

Cincinnati

Orville T. Anderson - 2/96

Denver

Louis R. Tezak - 9/95

Georgia

Julius K. Strain - 4/95

Charles E. Lane - 1/96

Georgia State

J.T. Wilson - 4/96

Johns Hopkins

J. Sinclair Marks - 5/95

Loyola-Marymount

Edmund Gerald Brown - 2/96

Gerald F. Humphrey - 9/95

Marquette

Adolph N. Ansay - 9/95

Alfred G. Rasor - 1/96

Maryland

Stephen V. Caruso - 6/95

Menlow

John D. Russell - 4/96

North Carolina-Chapel Hill

George R. McKee, Jr. - 1/95

Rider

Lester Francis Haines - 3/96

Rutgers

Roy M. Syme - 5/96

Southern Mississippi

Ronald Alan Coley - 2/95

John R. Reedy - 11/95

Bryce D. Jordan - 7/95

Wayne State

Gerald R. Brown - 12/95

Wisconsin-Madison

Charles E. Ashton - 6/95

Alumni NOTES

Jeffrey I. Rosenthal, CPA, CFP, *Adelphi*, has been named partner with Anchin Block & Anchin LLP, a leading New York middle market accounting firm.

Scott M. Backus, *Akron*, is a Financial Analyst with Spector & Saulino, Certified Public Accountants in Akron, Ohio. He specializes in mergers and acquisitions and business valuations. Scott is also a member of both the American Institute of CPA's and the Ohio Society of CPA's.

Debra A. Gebelle, *Akron*, is an InterExec Coordinator for Management Recruiters International Inc's corporate headquarters in Cleveland, Ohio. InterExec is a division of MRI.

Jeffrey M. Rhines, *Akron*, is an Assistant Director, State and Local Taxes with Flagstar Corporation in Spartanburg, South Carolina. He is relocating to South Carolina with his wife **Carol Ann (Zeh)**, *Bowling Green State*, and two

children, Zachary and Justin.

B. Todd Whisenant, *Alabama*, a Golden Council member, is Credit Administrator with General Motors Acceptance Corporation (GMAC) in the newly created Orlando field service office. He oversees over 3,500 retail accounts.

Christina Meffert, *Angelo State*, is an Accountant with Mouser and Young CPA's in Abilene, Texas.

David Cogan, *Arizona*, is a K-12 Education Specialist with IBM in Phoenix. He is in his third year of graduate school and recently engaged.

Ralph C. Hook, Jr., *Arizona State*, Golden Council member and emeritus professor of Marketing at the University of Hawaii at Manoa, College of Business Administration, was recently elected the 1996 National President of Mu Kappa Tau (MKT). Mu Kappa Tau is a national honor society composed of marketing students who have demon-

strated academic excellence, and faculty and business professionals dedicated to the profession of marketing.

Hook was a founding member of Mu Kappa Tau and also served as National Secretary-Treasurer and Vice President. He has served as both president and faculty advisor at the University of Hawaii Chapter of MKT, which he founded.

Gabrielle A. (Crippes) Thorp, *Arizona State*, was recently promoted to the Rank of Major in the Arizona Air National Guard (161st Air Refueling Wing). She is an instructor pilot in the KC-135E.

Edward J. Winans, *Chicago*, is retired from the University of Missouri-Kansas City, Department of Financial Services and lives in Overland Park, Kansas, with his wife Maxine. Edward was initiated into Alpha Psi Chapter in 1939 and was a delegate to the 13th Grand Chapter Congress in Philadelphia.

Regina (Chappell) Kucharski, *Colorado State-Colorado Springs*, is a Financial Researcher with Standard and Poor's Compustat, a division of McGraw Hill Companies in Colorado Springs.

Dr. Jeffrey G. Woods, *Eastern Illinois*, currently an Assistant Professor in the Division of Business and Economics at Concord College, Athens, West Virginia, received the Sam M. Walton Free Enterprise Fellowship Award at the Students in Free Enterprise (SIFE) regional exposition in Richmond, Virginia.

George W. Garlinger, Jr., *Eastern New Mexico*, is the Director of Finance with the Regional Housing Authority of Region VI New Mexico. George, his wife Pam, and son Eric, are currently living in Roswell, New Mexico.

William G. Buck, *Florida Southern*, has been appointed by Governor George Allen of Virginia to serve as one of nine Commissioners on the Virginia Baseball Stadium Authority. The VBSA will select a site and a financing package to bring league baseball to Northern Virginia.

Leslie Powell Whisenant, *Florida Southern*, is currently working on her Masters of Science in Taxation at the University of Central Florida. She is interning with Coopers & Lybrand L.L.P. during Spring 1996.

Daryl T. Logullo, *Florida State*, is Chief Financial Officer for Noble Investment Company in Boca Raton, Florida. He also serves as a Trustee for the Delta Sigma Pi Leadership Foundation.

James F. Geer, *Georgia Southern*, has been named Controller, Manufacturing for Coca-Cola U.S.A. In this position, he will lead the finance and administrative

teams at 11 production locations throughout the United States and has responsibility for all accounting planning and analysis activities for the Division Cost of Goods and Transportation.

James R. Westlake, *Georgia State*, Golden Council member, has retired from 25 years in private sector insurance, real estate, investment business and 25 years Federal Government Public Administration at US Department of Commerce. Now Board Chairman of Atlanta School of Biblical Studies, he and his wife Joyce celebrated their 50th wedding anniversary in May.

Steven J. "Doc" Hirsh, *Illinois*, is a Surety Claims Counsel-Construction with C.N.A. Insurance Company. He and his wife Sandy live in Lincolnwood, Illinois.

Kimberly K. (Crabill) Craighhead, is an Agency Manager, with National Auto Insurance in Anderson, Indiana. Mid-American Provincial Vice President **Norman Kromberg**, *Nebraska-Lincoln*, is Process Compliance Analyst with First Data Resources in Omaha.

Matt Gaskins, *Louisiana State*, is a Financial Analyst Intern with Dell Computer in Austin, Texas, while he completes the MBA Program at the University of Texas-Austin.

Frank Oliveri, *Loyola-Chicago*, started Oliveri Liquidation Service. The company deals in buying and selling closeout and distressed merchandise of all types.

Aymeric Lecanu-Fayet, *Loyola-Marymount*, is Associate Product Manager with Guidant's Advanced Cardiovascular Systems unit, responsible for angioplasty products in emerging international markets. In September, he will attend Stanford for his MBA.

Send us your news & photos

Made partner? Hung your own shingle? Promoted? Retired? Honors? Awards? Weddings? Babies? Tidbits of interest? Tell Us!!



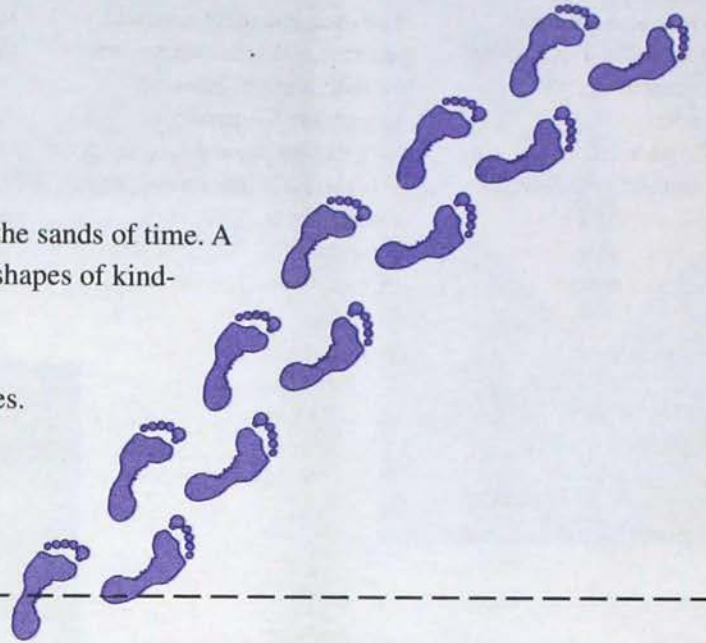
Name: _____ Chapter: _____

Delta Sigma Pi • 330 South Campus Avenue • P.O. Box 230 • Oxford, OH 45056-0230

FAX: 513-523-7292 • email: 76327.1376 @compuserve.com



Delta Sigma Pi Leadership Foundation



What Will You Leave Behind?

Footprints. Everyone leaves footprints. Our prints are made by the impression of our lives on the sands of time. A person is remembered for the weight of his or her character. For marks of accomplishment. For shapes of kindness. For length of compassion. For width of personal warmth. For generosity. For values.

When we leave positive impressions behind, we enhance the lives of our friends and loved ones. We leave footprints to follow.

Thoughtful estate planning is one way to make our print in the sand, to help others recall our values, to make a mark that lasts forever.

"The Delta Sigma Pi Leadership Foundation Living Legacy Society was created to honor Brothers and friends who have made planned gift provisions to benefit our Fraternity."

The Delta Sigma Pi Leadership Foundation was established to support the educational and scholarship programs of our Fraternity. While the day-to-day operations of the Fraternity are totally financed through current income from members, the educational and scholastic objectives of Delta Sigma Pi need significant funds if future generations are to have opportunities uniquely experienced within our Fraternity.

Our members have excellent classroom learning opportunities available to them as provided by their school or university. The traditional classroom, however, does not focus on professional development, practical leadership experiences and the positive civic and commercial values shared within a chapter of Delta Sigma Pi.

The Board of Trustees of the Delta Sigma Pi Leadership Foundation has carefully considered the things that we must do if our Fraternity is to continue its tradition of excellence and achievement within the business community. In this regard, the *Living Legacy Society*, a planned giving program for our Brotherhood, was created to recognize those who invest in the future of Delta Sigma Pi.

Make your last gift last forever. Join the Living Legacy Society.

LIVING LEGACY SOCIETY

For more information, please return this form or contact Foundation Executive Vice President Heather Bailey.

Delta Sigma Pi Leadership Foundation
P.O. Box 230
Oxford, Ohio 45056-0230
(513) 523-1907, ext 230
FAX 513-523-7292
email: 76327.1376 @compuserve.com

- I have already provided for the Leadership Foundation in my estate plans.
- I am considering including the Leadership Foundation in my estate plans. Please send me more information.
- I would like to talk with someone about a planned gift to the Leadership Foundation. Please give me a call.

Name: _____

Address: _____

City: _____

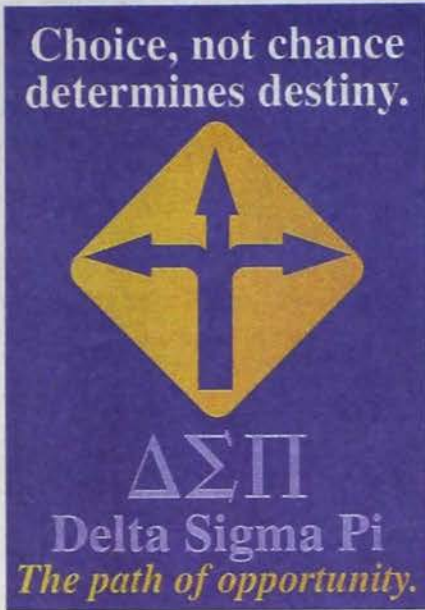
State: _____ Zip: _____

Telephone: _____

Chapter/University: _____

NEW!

Recruiting Posters



11-19 Choice Not Chance Poster (1995)

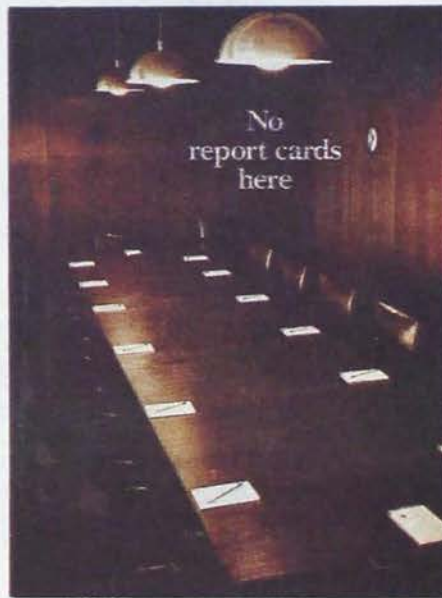


11-20 How High Can You Fly Poster (1995)



Delta Sigma Pi The Professional Fraternity for men and women pursuing business careers.

11-17 Your Future Campus Poster (1995)



Delta Sigma Pi
The Professional Fraternity for men and women pursuing business careers.

11-16 No Report Cards Here Poster (1995)



11-18 Puts You Ahead in Business Poster (1995)

11-16	No Report Cards Here Poster	\$.75 ea. x	_____	= \$
11-17	Your Future Campus Poster	\$.75 ea. x	_____	= \$
11-18	Puts You Ahead in Business Poster	\$.75 ea. x	_____	= \$
11-19	Choice Not Chance Poster	\$.75 ea. x	_____	= \$
11-20	How High Can You Fly Poster	\$.75 ea. x	_____	= \$
11-25	Any 10 posters for \$6.00 (specify which)	\$6.00/10. x	_____	= \$
TOTAL ORDER				\$
Ohio Orders - 5.5% Sales Tax				\$
Shipping, Handling, Insurance (All Orders)				\$ 3.50
TOTAL REMITTANCE				\$

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Signature _____

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