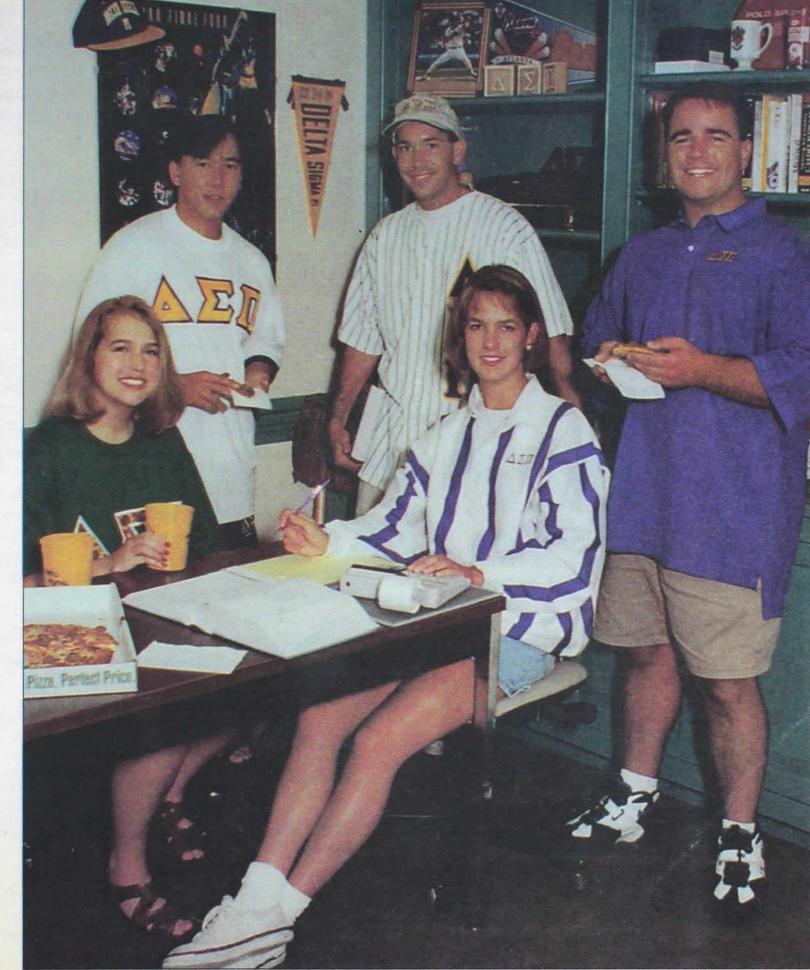


The Journal of America's Foremost Business Fraternity

Fall 1996 - Volume 86, Number 1



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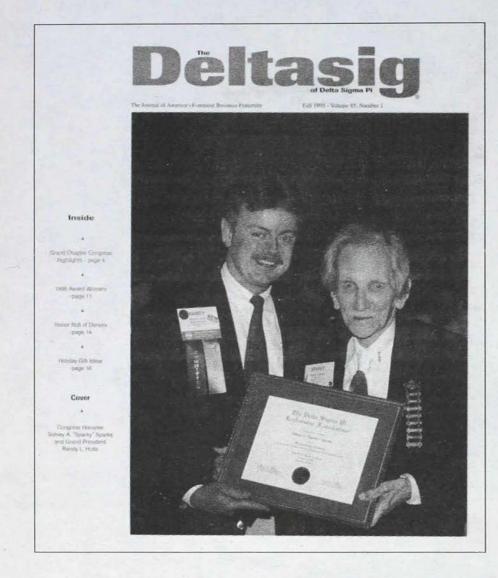
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# FOCUS ON THE FRATERNITY

A short time ago I learned that Brother Sidney A. Sparks had passed away. Brother Sparks, or "Sparky" as he was better known to most of us, was the embodiment of the concepts of fraternity and brotherhood. Sparky's legacy to our Fraternity is unsurpassed.



I first met Sparky and his wife Buttercup many years ago at one of the numerous Grand Chapter Congress's they attended. I still fondly remember that sparkling gold cummerbund he wore with his tuxedo at the Congress Banquet. As the years passed, I was to learn that the warmth and generosity of Sparky's heart and soul made that cummerbund seem dim in comparison.

Sparky was an initiate of Beta Kappa Chapter at the University of Texas-Austin. Following graduation, he spent over 30 years as a CPA at his private firm, Sidney A. Sparks, CPA in Alice, Texas. He played a vital role in this small community, developing interests in the local automobile and oil drilling industries.

Throughout the years, Sparky and Buttercup have continued to provide support for our Fraternity. In addition to their regular attendance at Grand Chapter Congress they have shown a dedicated interest in the scholarship needs of our members. In 1981, funds were provided to endow the Mr. and Mrs. Sidney A. Sparks Collegian of the Year Program. The Collegian of the Year recognizes the most outstanding collegiate member of our Fraternity. Through the Sparks' generosity, scholarship funds have been made available to assist those students in pursuing graduate studies. Just last August, an additional gift was made to increase the amount of this annual scholarship and Buttercup recently made another contribution in Sparky's memory.

Delta Sigma Pi held our first Outstanding Alumni Luncheon at the Grand Chapter Congress in Orlando last year. I was privileged to recognize Sparky for his dedicated support and generosity. It was an opportunity for the Fraternity to say thank you and one that those of us in attendance will never forget. The photo of the two of us that day (featured on the cover of the Fall DELTASIG) is one of my most prized possessions.

Sparky Sparks served as an active role model of the ideal member throughout his lifetime. His legacy of active dedication and generosity serve as a shining example for each of us as we work to fulfill the ideals of Delta Sigma Pi. Our Fraternity and our world are indeed better because he dwelt among us.

Fraternally,

Rady & Aluly

Randy L. Hultz Grand President

Brother Sidney A. "Sparky "Sparks passed away on August 16, 1996, as a result of chronic obstructive pulmonary disease. He is survived by his wife and our friend, Ruth ("Buttercup"), 4 sons and daughters-in-law, 10 grandchildren, and 7 great grandchildren. On behalf of the Brothers of the International Fraternity of Delta Sigma Pi, our condolences to the Sparks family and our sincere gratitude for the invaluable support of Brotherhood which Sparky provided. In his memory, gifts may be made to the Delta Sigma Pi Leadership Foundation.



### Features

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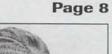


Brother Jim Jacobs, son of Founder Harold Valentine Jacobs, made a historical visit to Oxford – 30 years after his Father's visit. Angel Gierisch is proud of Grandpa's contributions to the Fraternity!



ELTA SIGMA

Having a Mid-Career Crisis? Some advice from an expert may help you move forward.



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H.G. "Gig" Wright, truly "Mr. Deltasig," is remembered by his successor Jim Thomson – a major contributor to Delta Sigma Pi in his own right.

The Leadership Foundation's 1996 Leadership Academy was an educational and motivational extravaganza for Brothers from

55 chapters.

#### Page 18

1996 Leadership Foundation Honor Roll of Donors.



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The Deltasig of Delta Sigma Pi is published four times annually by the International Fraternity of Delta Sigma Pi in the Fall, Winter, Spring and Summer. Periodicals possage paid at Oxford, Ohio 45056, and at additional mailing offices. USPS 152-940. C Copyright 1996 by The International Fraternity of Delta Sigma Pi, Inc.

The Deltasig of Delta Sigma Pi is distributed quarterly to all collegiate members, recent graduates, life members, faculty and honorary initiates, national officers. Golden Council members, current Foundation donors, and other Fraternity leaders. The publication is also provided to numerous schools of business and Greek organization headquarters.

Postmaster, send address changes to: Managing Editor Delta Sigma Pi 330 South Campus Avenue P.O. Box 230 Oxford, OH 45056-0230

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# Letters what's on your mind?

#### **Golden Helmet Memories**

When the recent roster of 50 year members was published, my name was omitted, at which time I wrote your office noting the fact. I recently located the proof of my contention that I became a member in 1932. As you will note from the certificate I became a member January 31, 1932.

My initiation into Tau Delta Kappa was a bittersweet experience, one that will never be forgotten as long as I live. At the time the Beta Nu charter of this Fraternity was drawn up I was working in New England and was not included, but was aware of the merger.

My lifetime is running out, I am going on 87 years of age. Became a Master Mason at age 83, a 32° Scottish Rite and Shriner at age 84 and remarried in 1994.

Retired from the railroad twenty years ago after 37 years. Was active in Labor Legislation for 40 years. Have awards from the Exchange Club of Golden Deeds, the Mayor of Newport News, VA and from Riverside Regional Medical Center for over 18,000 voluntary service hours. Harry B. Closson, Pennsylvania '32 Hampton, Virginia

#### Langer Still Walking

I want to thank you for the nice writeup in "The DELTASIG." My delay in doing so is because I wanted to be able to provide a meaningful update on "The Walking Deltasig."

I have passed the 3,000 mile mark. My next goal is the 4,000 mile mark (hopefully in October or sooner).

If any Brother got some help from reading the story, I will feel pleased to have been of some help to them. Ed Langer, Pittsburgh '58 Plant City, Florida

#### **Blissful Brothers**

We are about to get married, and we are attending our "engaged encounter" weekend. We were asked to write a letter to someone who has influenced our lives. We thought of our founding fathers. If Deltasig wouldn't have been founded we would have never met!

We wanted to thank the founders for founding Delta Sigma Pi. Because of Deltasig we met, we became friends, we fell in love. Now we are going to share

two life commitments. One to ourselves and one to Delta Sigma Pi. Anthony Hall & Indra Peralta both North Florida '93 Jacksonville, Florida

#### Leadership Academy

Thank you for your letter concerning our recent experience at the Summer Leadership Academy. It was refreshing for me to encounter such a lively, energetic, and intelligent group of participants who shared my values and life philosophy. I'd come to think I was all alone, or at least sinking fast, in expounding a conservative approach to lasting family values and work ethics. At least I now think we have some hope for the future.

Norman R. Harbaugh, Georgia State '75 Atlanta, Georgia

Just wanted to let you know how great a time I had at the 1996 Leadership Academy. The seminars were great, very educational and informative and so many of the speakers showed that they

were just as excited to be there as we were. Everything went very smoothly, the food and lodging proved to be excellent, and just the chance to meet everyone from different areas and brainstorm was wonderful. I hope to come back as an alum, and thanks again. McKristie R. Brown, Iowa State '95 Ames, Iowa

I just wanted to thank you for making the Leadership Academy possible and my sincere appreciation for the travel scholarship granted to me so that I could attend. It was an excellent experience that I would not give up for the world. Vicki King, Western State '95 Gunnison, Colorado

I want to thank everyone who was involved in the '96 Leadership Academy. I was an excellent learning experience and a great deal of fun. This is a perfect example of what makes Delta Sigma Pi a superior organization!

Troy A. Neil, Wisconsin-LaCrosse'94 LaCrosse, Wisconsin

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### **Jim Jacobs visits the Central Office**

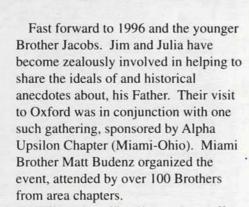
## **History Remade In Oxford**

A historical reenactment of sorts occurred when Brother James D. "Jim" Jacobs and his wife Julia visited the Central Office recently. Jim's Father, Delta Sigma Pi Founder Harold Valentine Jacobs, visited Oxford exactly 30 years earlier in 1966.

At 79 years of age, Brother Jacobs was the only Founder to have visited the Oxford Central Office. He tied the visit into a trip to present legendary Kentucky basketball coach Adolph Rupp the 1966 "Deltasig of the Year" award. Then Executive Director Charles Farrar and then Field Secretary Ben Wolfenberger escorted Jacobs. "The Central Office, particularly the Founders' Room, the furnishings and contents sincerely express the deep feeling the members have for the ideals of the Fraternity and their respect for the four men who created it," were his sentiments.



Brother James D. and Julia Jacobs pose by the portrait of his Father and Delta Sigma Pi Founder (in bow tie) Harold Valentine Jacobs in the Central Office Founders' Room.



While at the office Jim made an effort to recreate some of the photos of his Father taken 30 years earlier. Executive Director Bill Schilling and Director of Administrative Services Judith Jaspers played the roles of Wolfenberger and Farrar.

Brother Jacobs was an Arts and Sciences undergraduate at New York University and thus not eligible for Deltasig membership. As he says, "to honor my Father, I was inducted as an Honorary Brother (SUNY-Albany) in 1971, with my Father on the Ritual team." Jim's interest in the Fraternity blossomed after his Mother Rose (the "Rose of Delta Sigma Pi" by-the-way!)

passed away and his Dad moved closer to Jim's home in Monticello, New York. "It was during our nightly visits that I began to hear from him about 'the early days' and how and why Delta Sigma Pi was started." Founder Jacobs died in 1972 and son Jim began his "fireside visits" to chapters soon after. He and Julia are now above 20 such visits and counting! The Jacob's shared their message with many Brothers by attending three Regional Conferences this Fall: Rocky Mountain, Western and Tri-Regional. Jim also gave a memorable presentation at the Orlando Congress, during which he kept talking in total darkness when the hotel power failed! A video tape of that presentation is available from the Central Office.

Delta Sigma Pi is lucky to have such a unique combination in Jim Jacobs - the interest, perspective, time, desire and talent - to provide insight into our very beginnings. Thank you Jim and Julia!



Founder Harold Valentine Jacobs signs the Central Office register in 1966, just as his son, James D. Jacobs does in 1996. Harold was the only one of our four Founders to have visited the Central Office. Jim was in Oxford to present his historical remembrances to Miami and neighboring chapters.





Above (from left): Then Field Secretary Ben Wolfenberger, Founder Harold Jacobs and then Executive Director Charles Farrar pose by the 10 year-old Central Office in 1966. At left, Director of Administrative Services Judith Jaspers, Jim Jacobs and Executive Director Bill Schilling pose in 1996 by the 40 year-old building.

# Chapters SPEAK

#### **Central Florida Alumni Chapter**



As summer draws to a close the Chapter can look forward to cooler weather and back upon a time filled with fun events and great new members. We trekked to the amusement park Busch Gardens to tame the mighty roller coasters "Kumba" and "Montu." In July many of us enjoyed a world of Brotherhood while at the spectacle of the Centennial Olympics in Atlanta. Our annual Independence Day celebration was well attended by Brothers and guests who enjoyed the great spirit of Brotherhood and patriotism. Of course, being in Cen-

tral Florida, several of us, on several occasions traveled to the Walt Disney World Resort, experiencing the enchantment of the Magic Kingdom, seeing visions of the future at Epcot and globe trotting around the World Showcase.

We also welcomed several new members, some recently graduated, others with more experience. Some from our backyards here in Florida, others from places such as our nation's heartland in the midwest. We welcome all Brothers and can be reached through our President, or through our email address: dspcfac@aok.com.

-Jeff Dong



San Diego State Brothers met former Presidential Candidate Steve Forbes during the Republican National Convention.

#### San Diego State- Iota Pi

Our Chapter had an exciting start for the fall semester. We kicked off before the semester began by helping out in the community during the 1996 National Republican Convention held in San Diego. Brothers were able to take part in all the action and excitement by contributing their time and effort in assisting Steve Forbes, honorary chairperson for Americans for Hope, Growth, and Opportunity. Their hard work, doing everything from stuffing portfolios to loading boxes, paid off generously in the end. Deltasigs were invited to The Forbes Forum where they were able to meet Steve Forbes and hear prominent citizens and corporate chairpersons speak. In addition, we were also invited to a "Presidential Celebration Exhibit" reception and were presented with esteemed letters of recommendation for our hard work.

#### San Francisco State-Delta Omicron



Chapter members proudly show off their letters after a Chapter business meeting.



Brother Sandra Bollozos with renowned actor/comedian, Robin Williams, after they crossed the finish line together.

The Chapter participated in San Francisco's 10th Annual AIDS WALK in July. Brothers worked in shifts helping set up registration booths, serving food to walkers, checking them in and distributing team T-shirts, and clean-up. Several Brothers actually walked the route.

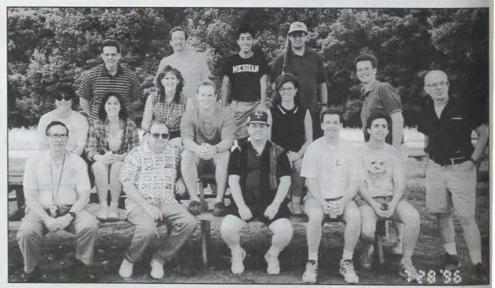
The annual event benefits the San Francisco Aids Foundation and about 31 other Bay Area AIDS organizations. The funds will provide ser-

vices such as referral, support groups, transportation and specialized social services to people with AIDS or HIV+ and their families.

It was a good day. We had fun, met new friends, savored good food, enjoyed memorable photo opportunities and made a difference in our community.

In August, Brothers who helped in this event were thanked in an AIDS WALK Volunteers' Appreciation party at Hamburger Mary's in the city's downtown district.





Members of the Chicago Alumni Chapter gather for fun and Brotherhood at their annual picnic

#### MIAMI-OHIO CLEANS UP CENTRAL OFFICE





A group of enthusiastic, dedicated Alpha Upsilon Brothers spent a spring Saturday "making a difference" to the Central Office building and grounds. Armed with rakes, shovels, paint brushes, "Olde English", "Pledge" (and a few pledges) – they really made South Campus shine! Pizza and pride were the rewards gained for a hard day's work.

#### **Milwaukee Alumni Chapter**

Our Chapter strives to have two professional meetings/speakers per year. Examples include: internetting; a sports/card night with local celebrity; annual Founders' Day celebration and an annual meeting of the membership. We also have a monthly luncheon meeting, with spouses invited, a summer get-together and our most popular gathering, a Christmas Party. We have a professional speaker and a very elaborate luncheon menu at a Country Club.

One is impressed with the manner in which the Brotherhood is so richly embraced, cultivated and cherished by those who pledged as 17 year-olds or 27-yearold war veterans.

Two newsletters are also sent out during the year with extra emphasis this year on whereabouts of semi-lost Brothers. Mail to our new address: P.O. Box 13381, Wauwatosa, WI 53213-0381.

#### 17 CHAPTERS REPRESENT THE TOP 10% IN BUSINESS OPERATIONS

Of 173 active chapters nationwide, 17 achieved the highest operational standards established by the Fraternity. The required operations of a chapter include categories of membership, finances, management, scholarship, professional events and participation in Fraternity educational conferences.

Chapters who demonstrated excellence in these areas documented their information in the Chapter Efficiency Index and were awarded points for their achievements. These 17 chapters with the highest value all receive Honor Roll status in the Fraternity and set the standard for business leadership on their respective campuses.

The chapters and their institutions are listed here, one of which will be named the National Outstanding Chapter for 1996 during Fall Regional Conferences. Congratulations to each!

Bowling Green State	— Theta Pi
Cal Poly-San Luis Obispo	
Clemson	— Карра Таи
Eastern Illinois	— Epsilon Omega
George Mason	— Mu Tau
Illinois State	— Iota Chi
James Madison	— Iota Kappa
Longwood	— Kappa Nu
Miami-Ohio	- Alpha Upsilon
Minnesota-Minneapolis	- Alpha Epsilon
Mississippi	— Alpha Phi
St. Thomas	
San Diego	— Lambda Phi
South Florida	— Theta Phi
Texas A&M-College Station	
Wayne State-Nebraska	— Eta Pi
Winona State	— Kappa Upsilon

#### Western New York Alumni Chapter

The Alumni Chapter, in combination with Alpha Kappa Chapter, honored alumni Brothers for their support and dedication to the Fraternity. The April event, in Buffalo, was in honor of both National Alumni Appreciation Day and the first anniversary of the Western New York Alumni Chapter. It was attended by 112 collegiate and alumni Brothers. Brother Thomas Passek, SUNY-Buffalo '71, was presented the Order of the Silver Helmet. The Order of the Golden Helmet was presented to Brother Warren Cutting, a charter member of SUNY-Buffalo '23, who has been a contributing member of the Western New York and Buffalo Alumni Chapters for many years.



From left: Northern Provincial Vice President Richard A. Steinkrauss, Thomas Passek, Warren Cutting and Golden Council member Richard J. Parnitzke after the presentation honoring Brother Passek for 25 years and Brother Cutting for 50 years of service to the Fraternity.

## Henry Gilbert (Gig) Wright – "Mr. Deltasig"

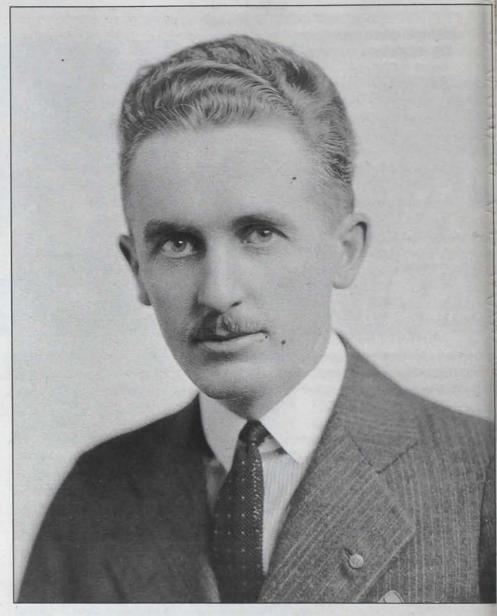
by James D. Thomson, Northwestern, Former Executive Director (1955-1964)

firmly believe Delta Sigma Pi exists today as a result of Gig Wright's expertise, dedication and devotion to it over his active career of 35 years (1920-1955). My 14 years of association and close work with Gig at the Central Office qualify me as an authority on him. Now all I have to do is tell the story of "Mr. Deltasig" in a convincing manner!

My introduction to Gig came about when I first visited the Central Office in 1939. At that time I was a pledge of Beta Chapter established on Northwestern's Chicago campus. At once I was awed by this dapper man with a well-trimmed mustache and most stylish clothes. His smile and warm greeting were disarming. I was still a bit frightened at meeting the already legendary figure.

The two-room office on the 14th floor of the Adams/Franklin Building in downtown Chicago was very neat. It mimicked Gig's appearance and that of his attractive secretary, June Slocum. The teak-wood furniture had a look of elegance. Later, I learned this was part of a lot purchased to furnish the administrative offices and club rooms of Northwestern's new Commerce Building. This purchase for Delta Sigma Pi, at greatly discounted prices, was certainly evidence of Gig's standing at Northwestern, and was a steal for the Fraternity.

It was obvious that Gig was in command of the Central Office and accustomed to filling every request with dispatch. There was definitely an aura of efficiency there and I came away with a good feeling about the hub of Delta Sigma Pi's operations. This visit accelerated my desire to attain membership and further expand my association with Brother Wright. As time went on and I became acquainted with more alumni and faculty, I observed the respect they had for Gig. Next, I was exposed to the publications of the Fraternity that were disseminated by the Central Office. It was understood that these were all products of Gig's: The DELTASIG, the "Ritual", "Chapter Efficiency Contest" (as it was called



then), the Chapter Accounting System, the color coded membership forms, and all essential publications. Having held almost every position on the staff of my high school's newspaper and yearbook over several years, I could relate to the quality of the printing and design. Of course, they were in the style popular 50 years ago. There was nothing missing, however. Each facet of the Fraternity was covered and all items related to the others making a complete package. A large number have survived time and have been changed little.

Gig created sets of regalia for the use of chapters that made the Ritual presentation more impressive. He also developed the Delta Sigma Pi Scholarship Key program that was well received by all universities where chapters were established. Soon, he was so well known by the deans that he was invited to attend the annual meeting of the American Association of Collegiate Schools of Business (AACSB).

The need for data on the size and scope of schools of business was recognized by Gig. He obtained approval from the officers of the AACSB to solicit data from their members and publish the Biennial Survey of Collegiate Schools of Business. This was very popular and useful both in the academic and business worlds.

Delta Sigma Pi was rapidly becoming what Gig had envisioned when he established the Central Office in 1924. It is important to know that Gig gave up a very lucrative wholesale coal business to devote full time to the establishment of the Central Office of Delta Sigma Pi. This attests to his love of the Fraternity. Not everyone would abandon an endeavor that was providing a good living for something as uncertain as Delta Sigma Pi was at that time!

Brother Wright not only was responsible for the establishment of the Central Office, the creation of most of the Fraternity's publications and procedures, but he was also deeply involved in its expansion. In the years before World War II he chartered 59 chapters, raising the Fraternity to a total of 62.

A very busy man, yes, but not too busy to negotiate the purchase of two chapter houses for Beta Chapter in the center of Chicago's famous Gold Coast. These proved to be the heart of Beta Chapter. The last one was also a haven for Deltasigs from all over the country who arrived in Chicago needing a temporary home.

Also among this Deltasig dynamo's activities was his association with the administration of Northwestern's School of Commerce on the Chicago campus. He was instrumental in the establishment of the Commerce Club there. For his part in this he was honored later in life.

Everything appeared roseate for Delta Sigma Pi. Gig had developed a solid, respected Fraternity with bright prospects for the future. Then World War II hit and the chapter roll dropped from near 50 to 11. Naturally at the same time the income from chapter dues and initiation fees all but disappeared. A number of options were considered and it was decided to keep the Central Office open and do what was feasible to maintain contact with the members in service and keep alive the remaining chapters.

To do this, plans were made to use the monies of the National Endowment Fund until they ran out. You can imagine Gig's grief at seeing his life's work and love just about gone. It would have been simple for him to close the book on Delta Sigma Pi at this time and find another position (which would not have been difficult for a man with his experience and friends). Looming ahead was the prospect of having to rebuild the Fraternity after the War. This was not a pleasant thought for a man his age.

Gig shut his eyes to what was ahead and let his love for the Fraternity prevail, His smarts came forth again as he scrounged around for an answer. Among his Masonic friends he found two optical groups, one a state association, and the other a number of independent optical wholesalers that wished to have a society. In each case they bought most of Gig's time and in addition shared the expense of maintaining the Fraternity's Central Office. They also paid for the use of the Fraternity's equipment that was mostly idle at that time. Thanks to Gig the Central Office remained intact and the National Endowment Fund monies that were to be used to carry on the activities of Delta Sigma Pi were never expended.

At War's end Gig realized he could not physically handle the extensive travel required to reactivate the chapters and also tackle the task of revising and replenishing all the manuals and supplies. There was also a great opportunity for expansion of chapters at this time as the influx of returning GIs swelled the ranks of the schools of business throughout the country. Contacts were a must to take advantage of this, but this also meant more travel.

Again he came up with an intelligent plan that was marked by his devotion to Delta Sigma Pi. He decided to continue to serve the optical groups and the Fraternity on the same basis that prevailed during the War. His salary from the Fraternity remained a token amount which made possible the hiring of a full time assistant (me) to take on the reconstruction and expansion of the Fraternity.

I was greatly flattered to be chosen and later learned that several alumni had influenced Gig on my behalf. I found the job to be very challenging and fascinating, but extremely time consuming (much to the unhappiness of my wife and children who did not see me very often in the first few years). Gig's contacts and expertise were invaluable during the post-War period. To me it was like having two additional hands and an extra head loaded with knowledge!

It was Brother Wright's intention to bow out of the picture after three years if I made the grade. Although the record shows that I did pass muster, he found that his love for Delta Sigma Pi was so great he couldn't bear to leave it. So he stayed on for 10 years overseeing the operations of the Fraternity and taking bows at Fraternity functions, but continually diminishing his responsibility.

It was during these last 10 years when I came to know him very well. He was a perfectionist, very intelligent, a great diplomat, a master at analyzing people, always doing kind generous things when you least expected them, and steadfast in the pursuit of his goals. His desire to be the focal point of a group irked some people, but usually a similar number were amused by his antics.

Henry Gilbert (Gig) Wright truly deserves the title Mr. Deltasig. The Fraternity exists today, even though it has changed dramatically since his time, because of his devotion to it. True, the four Founders started something, but the historical records show that they had very little to do with its growth, internal development, sophistication and the elevation of its esteem.

This all began when Gig became Grand President in 1920. By 1924, when he was Grand Secretary-Treasurer, the Central Office was established and 29 new chapters were chartered making a total of 32 with the first three. It never quit growing-thanks to the foundation Gig Wright provided. ▲



James D. Thomson joined the Delta Sigma Pi Central Office staff on April 15, 1946 as Assistant Grand Secretary Treasurer. His role was that of an understudy to Brother Gig Wright, who anticipated retiring once a replacement was found and trained.

The summer months of 1946 were spent revising all of the publications made obsolete by the war years, and editing the first post war issue of The DELTASIG. Nineteen more years of this magazine were edited by Jim and the magazine had the first four color cover of any publication in the fraternity world.

The Fall of 1946 brought the years of travel resulting in 69 new chapters and the reactivation of 35 more (to add to the 11 existing during the War), making a total of 126 achieved by Brother Thomson.

During Jim's tenure the Central Office building was conceived, a location found, the architectural plans drawn, finances obtained and the construction completedall through Jim's efforts and guidance.

Brother Thomson played a key role in the Professional Interfraternity Conference of which he served as secretary for 10 years. He was also the treasurer for several years of the Interfraternity Research and Advisory Council, the top organization of the fraternity and sorority world. He served as Deltasig's Executive Director from 1955-1964.



## 1996 LEADERSHIP ACADEMY

"It was a terrific four days of Brotherhood and learning," summarized Ivan Wanot of James Madison. "I was given a deeper sense of the commitment that is what Delta Sigma Pi is all about," said McKristie Brown, Iowa State. Delta Sigma Pi Leadership Foundation's 1996 Leadership Academy was all that and more. Ninety-five stu-

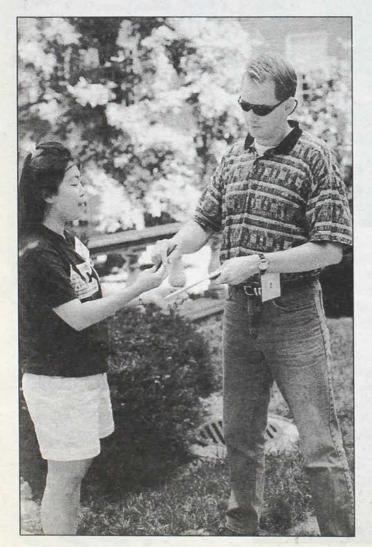
dents from 55 chapters converged upon Oxford, Ohio "for an excellent experience that I would not give up for the world." Miami University was host for the July 25-28 event.

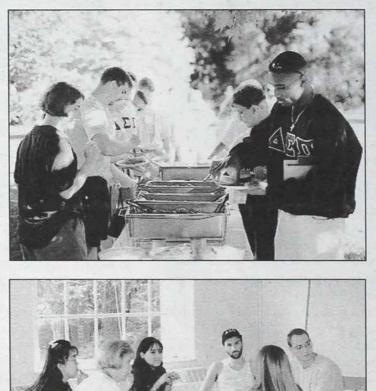
Participants were treated to three days of intensive leadership, institutional and personal development workshops led by a variety of successful business executives. Treated is an apt description as many attendees earned scholarships from generous Leadership Foundation donors. Corporate donors provided funding, as well. Special thanks to all donors and particularly to Northwestern Mutual Life, MBNA America, Star Bank, and the W. K. Kellogg Foundation.

Program highlights included an opening picnic and tours of the Central Office, as well as sessions by Brother Karen Hendricks, Chairman of Baldwin Piano and Organ Company, and Brother Harry Gamble, Director of Football Operations and Club Relations for the National Football League. Mr. Charles Costello of C.W. Costello & Associates, an information systems consulting firm, shared his insight on growing a business, followed by a financial planning session by Star Bank executives Roger Hamilton and Joe Belew. Brothers Norman Harbaugh, Joe Mayne, Catherine Merdian, and Walter Schratz lent their knowledge on time management, Generation Xcellence, the leadership challenge and leadership styles. Students gained etiquette expertise at a group dinner led by noted author Ann Marie Sabbath. The Academy culminated with a commencement address and presentation of diplomas by Grand President Randy L. Hultz.

While designed as a leadership experience and not to specifically address Fraternityrelated issues, opportunities abounded to exchange Deltasig ideas, successes and failures. For example, practically everyone attended an optional evening discussion on the new Chapter Efficiency Index. "A lot of good ideas were picked up to bring back to our Chapter," recalls Jonn Perez, Cal State-Fullerton.

The Leadership Academy is offered in non-Congress years and the third event is already being planned for July 1998. Brothers intrigued by the fellowship, fun and learning provided by the Academy should make plans to attend Grand Chapter Congress, August 20-23, this summer in New Orleans. Congress is an even better place to learn a lot about yourself and Brotherhood!





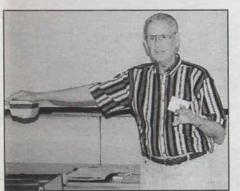
Editor's note: See the "Letters" section of this issue for more Leadership Academy comments.

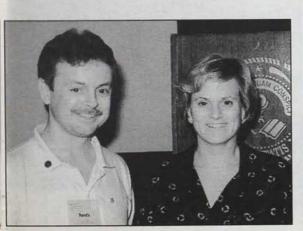








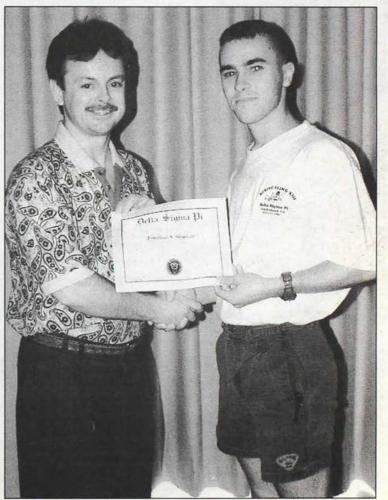












## n Ways to Save Money on Your Next Vacation

by Charles McCool, Southern California

Here are some simple and effective strategies that smart Deltasig travelers use every day to save money.

#### **Plan Early**

Most airlines, hotels, and rental car companies offer discounted rates to people buying tickets or making reservations in advance. If the price drops before you travel, you or your travel agent can usually rebook at the lower rate or get a rebate for the difference.

#### **Be Flexible**

Choices exist for every part of a trip and budget travelers will trade convenience for savings. Flying to or from a different airport, leaving a day later, or staying at another hotel can save you money. For example, by taking a shuttle to a sister airport or by flying on a low-cost airline, like Southwest or Carnival Airlines, you may save several hundred dollars on your airfare.

Better prices are available when traveling off-peak and including a weekend in your travel plans. Airfares are generally lower between noon Monday and noon Thursday. Rental car rates are lowest from noon Thursday to noon Monday, or when renting for an entire week. Hotels lower their prices on the weekend.

Substantial discounts are available at off-season destinations, such as the Caribbean in summer and Europe in winter. By traveling during slow tourism periods, you will get excellent rates and miss the crowds.

#### Take Advantage of Free (or Almost Free) Information

Most tourist offices have a toll-free phone number. Call them to request specific information, like lists of local restaurants, campgrounds, and events, along with a detailed area map. Call 1-800-555-1212 (toll-free information) to get your destination's toll-free phone number.

Also, ask them to send their newspaper, or check your library, newsstand, or bookstore for it. The weekend preview and Sunday editions list restaurants, events, and discounts, such as 2-for-1 dining coupons and hotel specials.

There are guidebooks for every destination. Try to borrow one from the library or a friend. The best lodging and dining recommendations may come from friends that have recently been to your vacation destination. Many tourist offices and travel companies have Internet home pages. On-line services, such as America Online and CompuServe, contain considerable information, plus you can read through electronic bulletin boards or post your own message. Other computer services, like Easy Sabre, and ExpressNet, allow users to research airfare, hotel, and rental car rates.

Most travel companies have toll-free phone numbers. While speaking with a reservation agent, simply ask them, "How can I get a better rate?"

#### **Use Travel Professionals**

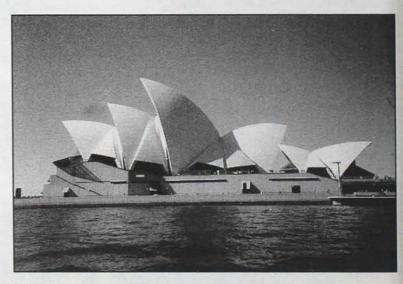
Good travel agents know the best ways to save money. They can arrange package deals, for instance, that cost less than the airfare alone. You make one reservation and payment for airfare, lodging, and transportation.

A travel agent's service is free, since they work on commissions, but some charge fees for certain transactions. Some travel agents specialize, such as cruise consultants or destination specialists. Your travel agent should have a basic credential from the ASTA (American Society of Travel Agents).

Consolidators are travel wholesalers, buying blocks of seats or rooms. Their prices are more than the lowest fare but have fewer restrictions. Try a consolidator when you cannot get the lowest fare. UniTravel (800-325-2222) and Travac (800-TRAV-800) are two of the largest and most reliable.

Cruise discounters, such as Cruises of Distinction (800-634-3445) sometimes offer better prices than travel agencies. Discount travel agencies rebate part of the commission to the traveler.

Try last minute discount clubs, including Last Minute Travel (800-LAST-MIN) and Fly ASAP (800-FLY-ASAP) when you must travel right away. Coupon brokers, such as Coupon Connection offer lower prices on first class airfares.



Sydney Opera House, Australia



Neuschwanstein Castle, Germany

#### **Join Travel Programs**

Frequent traveler programs for airlines, rental car companies, hotel chains, restaurants, and credit cards are free to join. You should join even if you travel infrequently, since their newsletters contain discounts not available to non-members.

Automobile clubs, such as Mobile and the American Automobile Association (AAA), provide free maps, guidebooks, and trip planning services. They also offer discounts on hotels, rental cars, airfares, rail passes, and attractions.

Half-price discount clubs, such as Quest International, offer discounts on dining, airfares, rental cars, and attractions, along with hotel rates. Quest has an incredible offer especially for Deltasigs. Save as much as 50% on hotel rates, 25% off hotel dining and up to \$200 on airfare. A Quest Membership normally sells for \$99, but through a special agreement with Destinations, Inc.(group distributors for Quest), you'll get in at a fraction of the retail cost. Just \$29.95! Questions? Want to Join? Call toll free 800-STAY-4-50 and mention access number 1612.

#### **Travel Smart**

At your destination, buy a newspaper, collect guides and brochures, and stop at the tourist office to get discounts on dining, lodging, and attractions. Also, visit the airport information center if you need to reserve a hotel room or arrange for transportation.

Always use credit cards to pay for travel. You earn points for future travel and protect yourself in case the vendor goes bankrupt. Using your ATM card abroad provides good foreign currency conversion rates and reduces exchange fees.

Keep all paperwork until the appropriate points and discounts appear on your frequent flyer statements and credit card bills.

#### **Try Something New**

Use public transportation on your vacation. Stay at a bed & breakfast, campground, or hostel, instead of a hotel. Fly as a courier for half-price or less. Spend your next vacation visiting places within a day's drive of your home.

Earn free or discounted airfares by using your favorite airline's Visa or MasterCard. American Express and Diner's Club allow you to transfer points to various frequent flyer programs.

#### **Check Out These Discounts**

Consider buying a pass for places you visit more than once. Disney's parks, the National Park Service, and attractions such as Mount Vernon sell annual passes.

To encouarge tourism, some countries offer passes to foreign visitors. A Eurail pass entitles the vistor to unlimited train travel during a specified period, such as a month. Large countries, like Brazil, and groups of countries, like the Caribbean and South Pacific, sell air passes.

London, Sydney, and other cities sell tranportation passes. They are valid on all types of city transportation and offer an inexpensive, unique, and reliable way to see the cities.

If you have a couple of months and want to visit several foreign cities, a round-the-world (RTW) airfare may be your ticket. RTW fares start at \$999 and allow several stops in one continuous direction, usually west. A typical trip might start and end in Los Angeles or Chicago with stops in Hong Kong, New Delhi, Athens, London, and New York. RTW fares are valid for one year from the date of purchase.

#### Look at the Big Picture

After selecting a destination and obtaining a great airfare, you should no forget your other expenses. Since airfare represents only 25% of the typic travel budget, other expenses will take a big bite out of your pocket. Cont your lodging, dining, transportation and entertainment costs by using resources mentioned in this article.

#### **Be Persistent**

Call toll-free numbers more than once. Another agent may find a better rate. Also, call the hotel or local airline office directly in addition to calling their national reservation phone number. After making a reservation or buying a ticket, check back occasionally to see if there is a better rate.

Ask reservation agents at least two times, "Are you sure that is the lowest rate?" Ask for the lowest rate and how can you get it. Mention any discounts that you can use, such as AAA or AARP.

Be pleasant, flexible, and above all, informed.

By using any or all of these travel tips, for personal or professional travel, Deltasig Brothers can save funds better spent in other areas. Happy traveling!



Charles McCool, vacationing in Hawaii, is an alumnus of Phi Chapter, Southern California. He is a travel consultant and freelance writer living in Reston, Virginia, with his wife Julie.

# **COY** COMMENTS

## **REFLECTIONS ON "FRATERNITY"**

by L. Paige Turnes Franklin, Collegian of the Year (1994-95)



I remember a time when I was a Delta Sigma Pi pledge absorbing every bit of knowledge I could muster about this wonderful organization in which everyone was a "Brother". I remember just how it was described to me and what the Brothers told me about their experiences within Delta Sigma Pi.

As only natural, I was curious as to what I would gain from the fraternal experiences once I became a Brother. I cannot count the times that I heard the phrases "increased time management skills", "better communication skills", "opportunities to network with professionals", and the like; such benefits were repeatedly named since these were the more tangible or quantifiable benefits.

Similar to a sales business, these Brothers had to market their product and provide me, the consumer, with examples of identifiable benefits to be received in return for a fee – here, my effort as a Delta Sigma Pi pledge for 6-8 weeks. Those obvious benefits usually serve as enough that an earnest person would be sold on the organization and put forth the effort of pledging.

Since becoming a Brother, I now know there are many other advantages that need to be shared with potentials and pledges. In my opinion, the one major advantage that goes unspoken is that every member is given the freedom to be him or herself; every individual has some unique and positive characteristics or qualities to contribute to the group.

In teamwork, the positive characteristics of some team members will compensate for those other team members who may lack the same and vice versa. Individuality is something to be appreciated within Delta Sigma Pi since many people feel there is a need for conformity in other general fraternal organizations.

Another important benefit within Delta Sigma Pi is that of having a "family" away from home. Some of our closest confidants and friends are our Brothers. Whether we need a shoulder to lean on or someone with which to share a smile. Brothers are those family members that we rely upon. Most often, we share more with our Deltasig family than we do with our own family. I find that no matter what group of Brothers I visit, I always feel at ease; they may be strangers in the sense of never having officially met, yet I know that they too are family.

Leadership skills are inevitably a benefit gained through Delta Sigma Pi. Whether it be serving as a committee chairperson, coordinating an event or some aspect thereof, or serving on the chapter's executive committee, there are leadership skills to be learned or improved. Fraternity service on the chapter level will be the very basis for those leadership positions within the corporate world and the national level of Delta Sigma Pi.

Likewise, teamwork is a lesson to be learned through Delta Sigma Pi. Being a team member is definitely a learned skill, not innate. Everyone's opinion is important and should be shared so that others may open their minds. Subordinating one's opinion or position for the good of the team/group is key and yet, human nature normally dictates a person to look out for their well being only. An effective team player learns that while individuality is important, working, towards a common goal as one unit is where strength lies. As I have seen quoted, "Teamwork is the fuel that allows common people to obtain uncommon results."

Of course, there are many other benefits and advantages to being a Deltasig Brother that have not been enumerated above. These are just a few that stand out in my mind and should be expressed to those Deltasig potentials and pledges. Keep them interested and let them know that the pledge period will be worth every minute and much more. Teach them that Delta Sigma Pi is a reputable organization which upholds high standards of business ethics and integrity which will allow them individuality, enhanced personal and professional growth, and a fraternal spirit that will last a lifetime!

On a final note, during my two years serving on the national level Executive Committee and Board of Directors as Collegian of the Year, I have met many "family" members and shared in many fraternal experiences. I have grown as a person, a professional, and as a leader. I now appreciate my fraternal involvement even more than I ever thought possible. I treasure these past two years in which I have seen this Fraternity grow in numbers and my Brothers become more effective team players making decisions that will positively affect the future of this great organization despite any personal opinions.

I will always look back to my term as Collegian of the Year with a smile as I think of the places I have visited, the Brothers I have met, and the lifelong fraternal spirit that I have witnessed! Good luck to each and every chapter, may your every endeavor prove successful and your fraternal spirit soar!



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## **Recovering From Mid-Career Crisis**

by L. Patrick Scheetz

An irresistible force is making life much more exciting for many Deltasigs today. Change has always been an integral part of our lives, but never in the history of mankind has change in corporate structure, personnel assignments, job responsibilities, and technological advancement contributed to a more unstable job market for new college graduates and experienced workers. This variety of events has precipitated a career crisis for many individuals.

As corporations continue to downsize and technology displaces more workers, some individuals are forced to consider new careers. Others discover a need for fulfillment in their careers, and they want to identify new career paths as a way to their objectives. Keeping communication antennas tuned to any anticipated changes in an organization and successfully analyzing current employment trends will allow one to make career transitions at an optimal time. When everyone else is leaving an organization may be too late to jump ship.

When analyzing their own organizations, employees must ask themselves whether they are in a growing or shrinking industry, whether technology is rapidly replacing their jobs, and whether their skills are becoming obsolete. Once this analysis is accomplished, they can be retrained to accommodate changes or consider new fields altogether.

### **Know Yourself**

The first and most important step when making a mid-career change is an honest self-appraisal.Consider and prioritize any obligations you have to yourself and to others by evaluating the importance of family, money, prestige, and happiness in life.

Self-assessment should cover qualifications, interests, and interpersonal style. Carefully examine personal strengths, weaknesses, and preferences which will help you realize your potential and will guide you to achieving goals. A listing of marketable skills and any other personal traits may help with preparation for job campaigning.

Quite frequently, it is helpful to list these skills in the order they were acquired, beginning with high school activities, college experiences, and recent career/work experiences. List all the specific tasks and duties of each position to accomplish this analysis. Do not worry about the amount of time spent working at a position. It is more important to identify the skills and activities performed.

Continue listing subsequent jobs and tasks up until the most current position. Highlight the skills and activities which are most successful. Particularly evaluate the skills that could be transferable to other career areas. Remember to be honest when listing skills, since a less than frank study will only lead to unsuitable careers. After identifying marketable skills, list any educational credentials.

## Identify Your Personal Priorities & Interests

Although personal interests, priorities, and values are inherently subjective and often difficult to quantify, this is an important step in any successful transition. However, individuals may lose sight of their long range goals if they are not aware of personal interests, priorities, and values. These three points should be taken into consideration when making any career change.

Personal interests, values, and incentives may include financial and situational needs, desired rewards, personal philosophy, preferences, and priorities. Expressing these in writing forces one to think carefully about the decisions to make. Consider geographical locations as



well as salary or personal philosophy. Is earning more money really that important in life? Introspection will allow a grasp of "the big picture."

## Analyze the Market

Begin job campaigning by analyzing the current job market. Identify companies or organizations likely to need employees with your skills. Subscribe to trade publications and consult periodical indexes or reference directories for promising job leads. Develop a list of contacts and use them when applying for specific openings or making inquiries. Use available electronic job search bulletin boards and new on-line employer databases.

When beginning to make information interview calls to contacts, keep in mind that the success of the calls depends on the willingness of the individuals to talk with you. Do not waste their time by simply relating a desire for a job. It is recommended that a contact be asked only for advice on career decisions. Explain that career alternatives are

being considered and request information about resources a contact might use when considering transition to a new career. Ask a contact to identify industries or occupations that might be good alternatives to consider. Ask for ways to prepare for opportunities in the desired career areas. Also inquire about strategies for identifying opportunities in a particular setting or organization.

Finally, see if contacts can refer you to other people who may help. If they do not immediately have a list of other contacts, ask to call back in a week or two. By setting a specific time for a return call, the probability increases that they will have the information at hand. If contacts refer you to someone else,

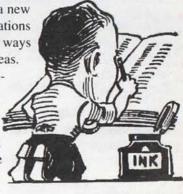
request permission to mention their name to the new contact as a referral. Most contacts will agree, lending credibility to any contact with a new source.

### **Establish Performance Standards**

When conducting a job campaign, it is advisable to establish performance standards showing daily, weekly, and monthly accomplishments. If four or five calls to contacts are scheduled each day as a minimum acceptable personal standard, individuals rapidly increase their network and productively generate new contacts for advice. Be sure to follow up all leads and return calls promptly. It may be a good idea to keep a log of phone calls made and the results of each call. Do not be discouraged by rejection or dead-end leads, since only one successful contact can create a job opportunity.

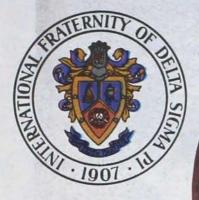
A career transition should not be taken lightly, since it demands persistence, patience, and commitment. While most career counselors will agree that procrastination and failure to act will hinder the search, most will point out that assertion and action will lead to success. Above all else, a career change requires a positive attitude and the motivation to make a change. It is up to the individual to make the most of his or her potential.

The author is a leading expert on careers. He is Director of the Collegiate Employment Research Institute and Assistant Director, Career Development and Placement Service at Michigan State. He has appeared on "Good Morning America", and his studies have appeared in USA Today, The Wall Street Journal, and the Detroit Free Press.



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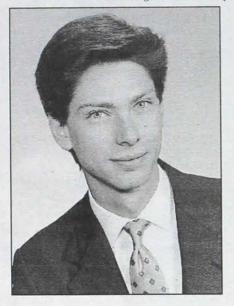
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## Delta Sigma Pi Leadership Foundation

The Delta Sigma Pi Leadership Foundation embodies the ideals and principles of the Fraternity which we all learned during pledging and initiation. From the Founding Fathers to Founding Trustees, the Grand President to the District Directors, and the Trustees to the Honor Roll of Donors, LEADERSHIP is the one word which binds us together in a common goal — developing tomorrow's business leaders.



Chris E. Robinett Chairman and President

A big part of leadership is setting the right example!

The leadership provided by the Honor Roll of Donors enabled the Foundation to sponsor over 40 scholarships and provide financial assistance to Deltasigs to attend such events as the biennial Delta Sigma Pi Leadership Academy. The Foundation, through your 1996-97 gifts, will assist in the sponsorship of special presentations and educational and professional programs at the 41st Grand Chapter Congress next August in New Orleans.

Grand President Hultz has often remarked that if every Brother – collegiate and alumni – contributed \$10 or more each year, the Fraternity would be able to offer a multitude of programs and leadership opportunities for Deltasigs. During 1995-96, the Leadership Foundation introduced the "Grand President's Circle" to illustrate that point.

This program recognizes collegiate leaders and encourages their lifetime of giving and service to the Fraternity and the Foundation. In its first year, 131 collegiates signed up to donate a minimum of \$10 annually while in college and at least \$50 annually as active alumni serving the Fraternity. These collegiates have demonstrated leadership as well as the importance of the third principle of Delta Sigma Pi. Collegiates will find the opportunity to join the "Grand President's Circle" at their Regional Conferences this fall.

The "Leadership Challenge" issued last year to collegiate and alumni chapters as well as the Foundation and Fraternity leaders also proved to be a success. Gifts were received from 100% of the Trustees, 85% of the Board of Directors, many District Directors and Golden Council members, and nearly 100% of the Central Office Staff. Mu Tau (George Mason) and Nu Sigma (Roger Williams) Chapters "met the challenge" with gifts from 100% of their collegiate members and have received grants to attend their Regional Conferences this fall.

Collegiate and alumni chapters will once again have the opportunity to reap the benefits of the LEADERSHIP CHALLENGE. This year, YOUR chapter will earn grants to attend the Grand Chapter Congress...if you meet the challenge!

The Leadership Challenge has been extended to include the Honor Roll of Donors and all alumni. Each of YOU is challenged to spread the word about the achievements of the Leadership Foundation and to assist in securing new donors.

You-the Honor Roll of Donors – are setting the right example for all Brothers who rely upon your leadership today by helping them prepare to follow in your footsteps tomorrow. THANKS in advance for your continued consideration and support!

#### A Lifetime of Giving

Many thanks to these Brothers for their years of invaluable support.

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**Special Thanks To Our Corporate Sponsors** 



The Delta Sigma Pi Leadership Foundation also expresses sincere appreciation to the Board of Directors, District Directors, and other volunteers of our Fraternity for their invaluable contributions of time, effort, and leadership.

"The Delta Sigma Pi Leadership Foundation exists to provide for the furtherance of business education through the extension of financial assistance and the support of worthy educational, scientific and charitable programs."

We proudly present the 1995-96 Honor Roll of Donors with sincere appreciation to these Brothers and friends of our Fraternity for their generous contributions.

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#### Top Ten Chapters by Number of Donors

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Et a Xi – Philadelphia Textiles Susan L. Brown - Life Marc H. Cohen (8) - C & D Michele DiGenova - 1907 James A. Frankenfield (7) - Life John N. Rudolph (7) - 1907 Robert C. Sipple - 1907

Eta Omicron – Northeast Louisiana James F. Ahrend - Life Lisa R. Deshotel - Life Kevin Jackson - Life Velvet A. Simmons (2) -1907

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Eta Rho – Wisconsin-LaCrosse Elaine R. Anderson - Life Stacey A. Bartz (6) - Life Rick R. Johnson (3) - Life James P. Schank (5) - 1907 Jennifer L. Schleh (2) - Life Sandra A. Zahorchak - Life

Eta Sigma – Southern Illinois Lloyd A. Camp - 1907 Philip H. Mette - 1907

Eta Tau - McNeese State Paul B. Miller - Life

Eta Upsilon – West Florida Charles W. Burrier Jr. Rose K. Creighton Cynthia A. Driscoll David W. Fike (7) - C & D Sharon J. Gannon - Life Shelley L. Hopper - Life Victor H. Hotopp. Jr. (2) Cheryl Ann Johnson Jerome J. Kelley (4) - 1907 Donald W. Lee (7) - Life Oona Newhold Zachary E. Prescott Brett A. Pruett Laurel F. Schrock Margaret A. Shields - Life Howard E. Smith, Jr. (2) - Life Clinton P. Taffe (7) - 1907

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Lambda Pi – San Diego Jordan M. Armitage - Life Alice B. Hayes - Life Kimberly A. O'Neill - Life Ryan P. Sweeney (2)

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Lambda Sigma - Cal State-Fullerton Tom T. Chang - Life Irene S. Demopoulos Richard H. Lanzner - Life Candice V. Uyloan

Lambda Tau – Bentley Philip D. Almquist - Life David M. Burgess Shawn E. Gott (3) - Life Howard J. Horowitz (9) - Trustee Viki A. Ichikawa - 1907 Hans E. Klein Deborah J. Lang (4) - Life Ingrid K. Louie (4) - C & D Katherine E. Low - Life V. Keith Merritt - Life Brandi C. Sohaal - Life Sandra C. Sofoul - 1907

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Mu Xi – LaRoche Tracy A. Bethlehem

Mu Omicron – Houston-Victoria Mary A. Coffey Lea V. Murphy (3) - 1907 Wade A. Sparks (3) - Life

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Christy M. Stanek (2) - Life Mu Chi - Colorado-CO Springs Scott R. Brubaker - Life Laura M. Doyle Porter (3) - 1907

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Nu Omicron – Holy Cross Artheria Strozier Ameduri Jason P. Campagna (2) - 1907 William R. Dempsey Elizabeth M. Hartmann (2) - Life L. Amanda Rabalais (2) - Life

Nu Pi – Kennesaw State Andrew C. Casto (2) - Life R. Todd Roseberry

Nu Rho – California-Davis Suzanne S. Ho

Nu Sigma - Roger Williams Carlo J. Acervida Jr. Maria B. Aseron - Life John W. Bachner Christian Bezmalinovis Matthew C. Bornstein Melissa A. Boudakian Scott D. Brooks - Life George E. Brown III Kenneth A. Conway Judy DaRos Stephen M. DeBlock Stuart P. Diamond Sheldon M. Dubrowin - Life Tara S. Girouard - Life Keith P. Godin - Life Jennifer L. Gray Sara B. Gusinde Brian C. Kacmarsky Evan S. King - Life Leo S. Kushner Brian C. Lawlor Alick Le'tan Shannon L. McNeely Jason F. Morais Peter B. Nichol Adam J. Niziolek - Life

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Where there's a will, there's a way! Be part of the Living Legacy Society through a planned gift to the Delta Sigma Pi Leadership Foundation.

# Alumni NOTES

Keith W. Dean, Angelo State, has been elected Junior Grand Warden of the Grand Lodge of Free and Accepted Masons of Florida. Keith, who retired in 1993 from GTE, will preside over the 67,000 member Grand Lodge as Grand Master of Masons of Florida in 1999-2000.

Michael Strother, Angelo State, has been promoted to Staff Accountant with Southwest Securities in Dallas.

Reuben Morales, Arizona, is Area Manager of SC Johnson Wax, Northwest Market and lives with his wife in Federal Way, Washington.

Lisa C. Shelly, Arizona State, is the Director of Merchandise, Southwest Region for American Golf Corporation. She lives in the North Phoenix area.

Bill Burtch, Bowling Green State, is the Director of Human Resources, marketing Service Centers, with Promus Hotels Corporation in Memphis, Tennessee. He had been with Marriott International in Washington, DC for eight years.

Shelley (Bonnar)

Kostelank, California-Berkeley, has a position with California Elwyn, a nonprofit organization which seeks to provide opportunities for people challenged by physical and mental disabilities. She is also a freelance writer.

Dennis A. MacDonniel, California State-Chico, is now affiliated with Nor-Cal Mortgage Corporation –Commercial Loan Division in Santa Rosa, California. He has over 25' years of experience in banking and finance.

Vicki Hesse, California State-Northridge, has been promoted to Open Systems Launch Manager-EMEA for computer software company J.D. Edwards. She will be based in the company's European Headquarters located in London. Her new responsibilities include the marketing, training, beta-testing and communications activities for the company's new Client/ Server software called "One World". She has been with the company as an International Client Manager in their Brussels, Belgium offices for the past six years

Thomas W. Gorzkowski, Connecticut, has joined Terex Corporation as Assistant Corporate Controller. Terex is a \$1 Billion registered company that manufactures mobile cranes, forklifts and heavy duty trucks. Tom lives in Norwalk, Connecticut with his wife Lisa, Connecticut, and their two children.

Michelle DeLong Lombana, Denver, has retired from working outside the home to devote her time to raising her 2-year old son and developing the financial services business she owns with her husband in Houston.

Brian Manson, *Drake*, and his wife Rinky are both enrolled in Law School at the University of Minnesota.

Jim Bates, East Tennessee State, has been elected President of the Accreditation Council for Accountancy and Taxation (ACAT). ACAT identifies, tests and accredits specialists in accountancy and taxation who serve the financial needs of individuals and small businesses.

Jim is an accounting professor at Mountain Empire Community College, in Big Stone Gap, Virginia. He recently authored an accounting capstone course at the college which is becoming a model for two-year accounting programs around the country.

Alva "Ree" James, Georgia Southern, is an Entry Level Programmer with The Bibb Company in Macon, Georgia.

Stacey D. Hart, *Illinois* State, has been promoted to Training Manager within the Worldwide Learning Services Group at Motorola's Land Mobile Products Sector in Schaumburg, Illinois. She has been with the company since 1989.

Laura Kinzie (Cluskey), Illinois State, is a Senior Commercial Underwriter for CNA Insurance Company in Downers Grove, Illinois. She lives in St. Charles, Illinois with her husband Neal Kinzie, Western Illinois, where he owns a construction business.

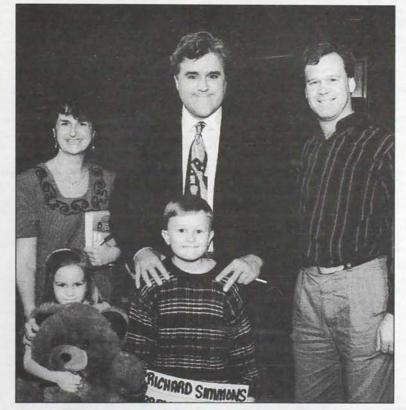
Nancy (Nowak) Stacy, Illinois-Urbana, continues to pursue a career in International Taxation with Arthur Andersen, LLP in Chicago.

Brian Schultz, James Madison, is a Technology Consultant with Arthur Andersen as a Technology Consultant in the Washington, DC area.

Kurt W. Boveington, Kent State, is very proud of his son Brent. Brent appeared on the "Tonight Show" with Jay Leno in February to discuss presidential facts and trivia with Jay as well as the 1996 presidential race. Brent is eight years old and is in the 2nd grade. He became interested in presidential history when he was five years old. Since then he has memorized all presidents, their numerical and chronological order, all first ladies, all vice presidents, when and where each president was born, where they are buried, the defeated candidates in each election, where each president went to college, longest serving, shortest term, and a host of other presidential trivia.

Brother Boveington says they believe his son is gifted in memory and recall. His teacher said her student not only knows the facts, but he understands them at a greater depth than any child his age can comprehend.

**Stephen J. Nelson**, *La Salle*, has a position with the Environmental Protection Agency's Office of Inspector Generals Office as the Computer



Brother Kurt Boveington's son Brent appeared on "The Tonight Show" with Jay Leno (story above). The Boveington family includes, from left, Leslie, daughter Elise, son Brent, Jay Leno and Kurt.

Specialist for three offices in Washington, DC. He was in auditing for 8 years and in the Superfund Cost Recovery Area for 2 years.

Mary Terhoeve Gardner, Louisiana State, is a Corporate Internal Auditor with Travelers Group in Duluth, Georgia.

John D. Wilkerson, Louisiana Tech, has been commissioned as a 2nd Lieutenant in the United States Marine Corps.

Mark Wayne Dundee, Loyola Marymount, has signed a book deal with a New York based publisher, Panel Publishing. The 500 page legal treatise on retirement benefits was released nationally in March. The book is a comprehensive analysis on domestic and international retirement plan issues.

Edie Marie Guss, Loyola Marymount, has been named to the staff of Southwestern University School of Law's Southwestern Journal of Law & Trade in Americas. The journal is the only student edited publication of its kind in the country and covers a range of issues.

Thomas M. Hicks, Loyola Marymount, graduated from Southwestern School of Law, which he completed in a four year program.

Sylvia Soto, Loyola Marymount, and her husband Michael J. Ireland, finally returned to Los Angels after nine years spent overseas, in New York and in San Francisco.

Francis Gataely, Jr., Loyola Marymount, has completed a one-year term as chairman of the Los Angeles County Municipal Judges Association and returned to the court in El Monte, California. Brother Gataely is on the State Trial Court Budget Commission and is also a trustee for the L.A. County Law Library.

Daniel Garcia, Loyola Marymount, is the Senior Vice



#### ALUMNI CHAPTER LOCATIONS & CONTACT PERSONS (As of September 20, 1996)

Akron-Canton, OH Albuquerque-Zia, NM Alcatraz, CA Atlanta, GA Austin, TX Baltimore, MD Boston, MA **Central Florida** Charlotte, NC Chicago, IL Cincinnati, OH \* Cleveland, OH Colorado Springs, CO \* Columbia, SC Columbus, OH Connecticut Dallas Area, TX Denver, CO East Lansing, MI \* East Tennessee Erie, PA \* Hawaii Houston, TX Indianapolis, IN Kansas City, MO Lafayette, LA Lincoln/Greater Nebraska London, England Long Beach, CA Long Island, NY Los Angeles, CA Louisville, KY Mankato, MN \* Memphis, TN Miami, FL \* Mid-Iowa Milwaukee, WI Mississippi Coast \* Nashville, TN \* New Orleans, LA \* Northern Virginia North Florida Orange County, CA Pensacola, FL Phoenix, AZ Philadelphia, PA \* Piedmont, NC Pittsburgh, PA Richmond, VA Rochester, NY Sacramento Valley, CA St. Louis, MO San Diego, CA Savannah, GA \* Seattle, WA \* Shepherdstown, WV Sioux Falls, SD South Florida Tallahassee, FL \* Tampa Bay, FL Topeka, KS Twin Cities, MN Upper Ohio Valley, WV \* Victoria, TX Western New York West Hollywood, CA **Expansion** Location

Scott Salamon (216) 296-4467 (505) 294-6783 Michael Metcalf **Brian Richison** (415) 333-4095 Velvet Simmons (770) 424-4831 Christa Kleinhans (512) 833-7702 (410) 799-1448 Jeanne Stinchcomb **Philip Weinberger** (508) 584-3565 **Jeffrey Dong** (407) 841-9257 (704) 643-2266 Alex and Kara Macsuga Jeff "Zeke" Zych (847) 913-1009 (513) 533-3312 **Tracy Creager** Michael Losneck (216) 842-4548 Shari Oswald (719) 535-8065 (803) 254-6844 **Buck Fulmer** (800) 468-0834x345 **Cynthia Knell Kimberly Lutterman** (203) 969-7266 (817) 649-7951 Kelli Smith **Keith Beijer** (303) 721-7642 **Ronald Stanton** (517) 793-9860 **Ellen Dutton** (423) 984-0309 **Clifford Graves** (814) 452-0195 (808) 969-6652 Wilbert Low (713) 981-8322 James Webb **Joseph Sutherland** (317) 388-1996 **Michele Martin** (816) 468-6977 **Kevin Ward** (318) 232-4827 **Deanne Dinslage** (402) 476-2861 44-181-746-1298 Ashok Arora **Julie Dudek** (310) 425-4749 Donna Smith Bertolasi (516) 841-1650 **Kimberly Perrin** (818) 330-1147 **Paul Presta** (502) 394-2688 **Brian Thompson** (612) 368-4776 Alisa Oswalt (901) 821-0132 John Cuomo (407) 451-3854 (515) 279-5465 Shannon Meyer (414) 442-9950 **Terrell Ford Janice Souza** (601) 452-4612 (615) 333-3431 Will Cook Elizabeth Hartmann (504) 347-7851 Scott Johnston (703) 536-3688 Linda Griffin (904) 725-8252 **Irene Demopoulos** (714) 281-3939 **Bill Mallett** (904) 941-1740 Steven Groenier (602) 345-8379 **Alison Solowjow** (215) 232-4745 **Cathy Rosenberg** (910) 767-0585 Aaron Madden (412) 795-2915 **Todd Poe** (804) 270-2353 (716) 263-4822 **Edward Cain Darrel Auble** (916) 332-8378 **Rick Flynn** (314) 638-1105 Lisa Ferrer (619) 421-8882 (912) 354-2052 Lamar Lawrence Shannon Glassman (206) 460-5705 Sandy Dubay (304) 876-1508 David & Jennifer Edwards (605) 361-0881 Dan Biesiadecki (954) 782-2836 **Eileen** Jones (904) 574-0377 **Heather Richards** (813) 977-8998 **Dave Dittmer** (913) 246-3514 **Trent Spurgeon** (612) 454-8054 Amy Balog (304) 336-7399 (512) 575-4734 Lea Murphy Dara Moore (716) 825-2918 **Michelle Thornton** (714) 979-8636

President of real estate at Warner Brothers, Inc.

Samuel Dordulian, Loyola Marymount, is a Deputy District Attorney with the Los Angeles District Attorney's office.

Matthew Graczyk, Loyola Marymount, is a Sales Manager with Pilot Network Services Inc., which protects large companies from electronic vandals breaking into their computer networks over the Internet. He is responsible for opening the L.A. office and signing new customers.

Trisha Crissman, Loyola Marymount, is chaplain at Foster McGaw Hospital, Loyola University of Chicago Medical Center. She is also still practicing marital and family therapy.

Patricia N. (Constenla) Granich, Loyola Marymount, has been promoted to Production Specialist-Printing Coordinator at TransWestern Publishing in San Diego. The company is one of the country's largest independent telephone directory producers.

Michaelle Wormley-Ettelstein, Loyola Marymount, has been promoted to Account Executive for Estee Lauder, Origins Division.

Julie Moloney Shuffelton, Miami-Ohio, is vice president of the Ohio Society of Certified Public Accountants, having served on the Ethics and Communications with Educators and Students committees. She and husband, David, live in Fort Loramie, Ohio, with their children, Rusty, Dan and Meghan.

Lorna K. Beck, *Missouri-St.* Louis, has been promoted to Financial Accounting Supervisor for the Enterprise Rent-A-Car National Reservation Center.

**Donald D. Dischner**, *Nebraska-Lincoln*, is Vice President for Union Bank & Trust Company in Lincoln. Ray Vernon, *Nebraska-Lincoln*, is Director of Management Operations with Via Christi's senior care facilities. They maintain six retirement facilities throughout Kansas and Oklahoma. He will be returning to Wichita to live and is looking forward to being a pioneer in retirement community management of such reforms as managed health care.

Kevin W. Houck, New Mexico, is a financial consultant with John Hancock Financial Services.

Valerie (Silva) Hiegert, New Mexico, is an Internal Auditor/Compliance Officer for MNB Bancshares, Inc. in Council Grove, Kansas.

Kirk Morin, New Mexico, is a Sales Representative with spectrum Orthopedics, Ltd, in Scottsdale, Arizona.

Pete and Annette Rallis,

both *New Mexico*, are the owners of "The 4th Street Cafe" in downtown Albuquerque. Annette has also kept her "day job" at BDM where she is a business analyst.

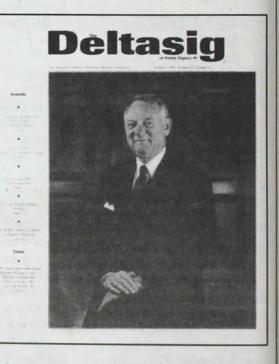
Errol J. King, Nicholls State, has been appointed as General Counsel and Board Member of the Louisiana Managed Health Care Advisory Board. Brother King is a partner with the regional law firm of McGlinchey Stafford Lang practicing health care law in McGlinchey's Baton Rouge office.

Larry Weiss, Ohio, has been named Executive Director, Writer Development for Universal Television in Universal City, California. He will be responsible for identifying and developing new comedy writers for the studio through colleges and non-profit theaters, as well as agents and

## **BILL ALLEY MEMORIAL**

Delta Sigma Pi notes with great sorrow the passing of recent Career Achievement Award winner William J. Alley. Brother Alley was featured on the cover of the Summer issue of The DELTASIG.

A dedicated Brother, he was Chairman and CEO of American Brands, Inc. from 1987-94.



In addition to serving on American Brands board, he was a board director for the Olin Corporation, Amsted Industries, Inc., Central Illinois Public Service Company, CIPSCO Inc., and Rayonier Inc.

managers. Brother Weiss previously worked at the personal management/production company Artists Circle Entertainment, and prior to that he was vice president, literary representative and personal manager at The Shukat Company in New York from 1976-1989. He began his career as a talent agent and head of phonography/record division at the William Morris Agency in New York. Over the years his clients have been from all areas of the entertainment business and include Sissy Spacek, James Earl Jones, director Jack Fisk, Academy award-winning composer Alan Menken, John Travolta, Joan Collins and other distinguished entertainers

Daniel S. Doyle, Pacific, is Associate Director of Direct Marketing with the Alzheimer's Association. His responsibilities include the management of all direct marketing (direct mail and telemarketing) efforts. He manages all the day to day activities of the program, strategic planning through the consulting agency, and administers an \$8 million budget. Direct marketing programs account for over 45% of total contributed income for the Association's National Headquarters, raising over \$11 million this past year. You are invited to visit their homepage at http://www.alz.org

Melissa Grill, Pennsylvania State, is a staff auditor with Capital Blue Cross in Harrisburg, Pennsylvania.

Bernard J. Michalek, Pittsburgh, is honored to have been nominated as "Outstanding Accounting Educator" in Pennsylvania.

Robert C, Ramirez III, St. Mary's, is now attending Texas A&M University's MBA program.

David C. Crevelt, San Jose State, is founder and President of Innovative Insurance Service in Redwood City, California. His other activities include serving on Woodside High School Foundation; trustee chairman of Redwood City Elks organization and Advisory Board for Redwood City Elementary School Board.

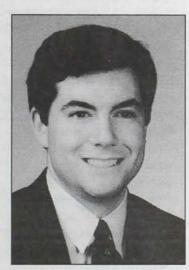
Paula Kaye Hanna, South Carolina, is a Business Systems Analyst with First Union Nation Bank of North Carolina in Charlotte.

Belford Carver, Southeastern Louisiana, has retired from SLU, but currently is Director of the Tracker Program with Gulf Coast Family Teaching Services in Hammond. He also is licensed nationally as a certified massage therapist on the faculty of two massage schools in Louisiana, has three grandchildren with another on the way.

**Tayra An Cox**, *Tampa*, is Controller for Affinity Entertainment and will head the finance department of this publicly-held motion picture company.

**Barry Curewitz**, *Tampa*, is Director of Marketing-Casual Products of Lexon Brands in Lawrenceville, New Jersey.

**Dean Blankenship**, *Texas* A&M-College Station, is an Executive Recruiter for Technical Staff Recruiters, specializing in mechanical and



Leon R. Saffelle III, Virginia Tech

applications engineering in Houston, Texas.

James Randy Baker, *Texas-El Paso*, has a position with Baker Glass Company, Inc. He is the 5th generation of his family to work for the company.

Teresa(Willhite) Atkins, Truman State, is a HR Specialist with Deere and Company and lives with her husband Michael in Moline, Illinois.

Becky Gradl, Valparaiso, is a Systems Analyst with Ameritech Cellular in Schaumburg, Illinois.

Tammy Rohleder, Valparaiso, is a Clerical Personnel Supervisor for Olsten Staffing Services in Racine, Wisconsin. She also works as a high school sports official in volleyball, basketball and softball.

Leon R. Saffelle III. Virginia Tech, was the surprise recipient of Zeta Upsilon Chapter's coveted 1996 Most Valuable Senior award. When he changed his major from the School of Business to the School of Communication, he continued to be quite active in the affairs of the Chapter. Brother Saffelle also has served for nearly 3 years on the staff of Virginia Tech's newspaper, The Collegiate Times, and is presently its Sports Graphics Editor. In both 1995 and 1996, he received that paper's award for "Service Above and Beyond the Call of Duty.'

Michael Doherty, Wisconsin-LaCrosse, is Senior Customer Account Representative with Volkswagen Credit FNC in Deerfield, Illinois.

Jason E. Hilsenbeck, Western Illinois, is employed in the field of transportation with a third party called Genex in Northfield, Illinois.

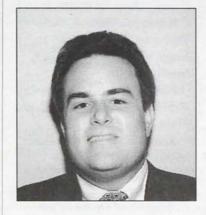
Erick (Grish) Stebbings, Western Michigan, is a Materials Manager for Kerry Ingredients in Beloit, Wisconsin. Kerry Ingredients is a food ingredients manufacturer for major food retailers around the world. ▲

#### **A TRADITION OF LEADERSHIP CONTINUES**



First elected in August 1992, **Theresa J. Drew** has completed four years of exemplary service as a Trustee of the Leadership Foundation. Theresa, a 1977 initiate of Zeta Omega Chapter at Northern Arizona, arrived on the national scene as the 1979 Undergraduate (Collegian) of the Year. As an Audit Partner with Deloitte & Touche in Phoenix, she brought the Foundation many years of accounting

experience, utilizing it as the Audit Committee Chairman. We wish Theresa the best and say thank you.



Mark A. Roberts served as Chairman and President of the Leadership Foundation from August 1994 to August 1996. He was elected as a Foundation Trustee in August 1991 and will complete his three consecutive two-year terms next August. Mark's knowledge and experience in the field of fund-raising has proven invaluable in our ef-

forts. He continues to provide extensive guidance as Chairman of the Gifts & Solicitations Committee.



elected to the Leadership Foundation Board of Trustees in April. Bill is a 1957 initiate of Gamma Tau Chapter at the University of Southern Mississippi. He served the Fraternity as Grand President (1975-79), Past Grand President (1979-83), Director of Alumni Activities (1971-75), and

Welcome Past Grand

President William W. Tatum,

Western Provincial Vice President (1983-87) for a total of sixteen years on the Board.

The Leadership Foundation Board of Trustees elected Chris E. Robinett as its new Chairman and President. A 1985 initiate of Alpha Delta Chapter at the University of Nebraska-Lincoln, Chris was selected as the 1989 Collegian of the Year and served on the Fraternity's Board of Directors and Executive Committee (1989-91). He served as Treasurer of the Delta Sigma Pi Educational Foundation (1991-93) and was elected a Leadership Foundation Trustee in 1993.

# Bits & PIECES

### Mergers

Robert Henry, Akron, on July 27, 1996, to Jennifer Voorheis, at Mogadore, Ohio. Everett New, Angelo State, on July 6, 1996, to Amy Richardson, Angelo State, at Ranson Canyon, Texas.

Reuben Morales, Arizona, on May 25, 1996, to Wakako Noriega.

Adrienne L. Arrington, Auburn, on June 29, 1996, to Todd Korn, at Pine Mountain, Georgia.

Melinda J. Fish, Ball State, on October 28, 1995, to Greg Orschell.

Alison D. Scott, *Ball State*, on October 7, 1995, to Joseph Vinci, at Zionsville, Indiana.

Tracia Ware, Bowling Green State, on May 11, 1996, to John Jaksetic, at Toledo, Ohio.

Angel M. Abulencia, *Cal Poly-San Luis Obispo*, on May 10, 1996, to Sherman Labrador, at San Diego.

Shannon M. Elvitsky, Cal Poly-San Luis Obispo, on April 26, 1996, to Tom Wilson, at Palo Alto, California.

Jared Gouldy, California-Riverside, Georgetown affiliate, on March 16, 1996, to Christina May, California-Riverside.

Jim Backhus, California State-Chico, on June 9, 1996, o Jennifer Johnson, at Lake ahoe.

Christopher H."Chip" unavent, California State-Sacramento, on June 8, 1996, to Nancy K. Dillard, at Fair Oaks, California.

Brian Manson, Drake, on June 29, 1996, to Rinky Parwani, at Minneapolis. Allen R. Grady, East

Tennessee State, on March 11, 1995 to Jennifer Denise Decker, at Johnson City.

Magda C. Hood, East Tennessee State, on February 12, 1995, to Joshua C. Schwarting, at Kingsport, Tennessee. Gina M. Hutcheson, *Florida* State, on March 16, 1996, to Chad E. Ritch, at Ocala, Florida.

**Carey Mahmot**, *George Mason*, on March 26, 1996, to Ken Brian Keiser, at Fairfax, Virginia.

Lisa Tilley, George Mason, on July 29, 1995, to Captain Don Svendsen, at Alexandria, Virginia.

William Levernier, Georgia Southern, on June 22, 1996, to Edna Lynn Dixon, Georgia Southern, at Statesboro, Georgia.

William Ross Haynes, Georgia State, on May 25, 1996, to Kerima Amy Teja, Georgia State, at Atlanta.

Korin M. Borton, *Grand* Valley, on June 29, 1996, to Jamie M. Epps, at Plymouth, North Carolina.

Nancy Nowak, *Illinois-Urbana*, on April 20, 1996, to Mark Stacy.

Amy Culver, Illinois State, on July 6, 1996, to Matt

Charlton, at Washington, Illinois. Jennifer Graff, Illinois State,

on May 18, 1996, to Jeffrey Buchhaas, at Tinley Park, Illinois.

Kristin Lynn Zylstra, Indiana-Bloomington, on August 31, 1996, to William S. Kepler.

Jennifer Turner, Indiana-Purdue at Ft. Wayne, on May 25, 1996, to Jeff Seiler, at Leo, Indiana.

Shauncee Williams, Indiana State, on May 20, 1995, to Larry Johnson. They live in Columbus, Indiana.

Tracy Puno, Indiana State, on October 7, 1995, to Patrick Fleck.

Tamela Hoover, *Iowa*, on February 17, 1996, to Alan Pink. They live in Kansas City. **Robert C. Jones**, *James Madison*, on April 27, 1996, to Ann Shepperson, at Alexandria,

Lesli Magen Smith,

Virginia.

Kennesaw State, on June 29,

1996, to Jason Theodore Pierce, at Acworth, Georgia.

Linda Belman, Kent State, on October 12, 1996, to Paul Gogan.

Albert H. Banks, *Louisiana* State, on December 30, 1995, to Elizabeth Katherine Burch, at Jackson, Mississippi.

Melissa Ballek, Loyola-Marymount, on August 19, 1995, to Arnel Aquino, at San Jose, California.

Trisha Crissman, Loyola-Marymount, on October 21, 1995, to Richard Ley, at Barrington, Illinois.

Kim K. Cunanan, Loyola-Marymount, on March 24, 1995, to Terence D. Moriarty, at Redondo Beach, California. Tony Catanese, Louisiana Tech, on June 15, 1996, to

Michele Lupo, at Houston.

Geneva Crawford, Mississippi, on February 24, 1996, to Abdul Jackson, at Batesville, Mississippi.

Michael Bradshaw, New Mexico State, on June 15, 1996, to Teri Bond, New Mexico State, at Farmington, New Mexico.

**Todd Reger**, Northern Arizona, on June 15, 1996, to **Lynne Thomas**, Northern Arizona, at Flagstaff.

John K. Worrell, Jr., North Texas, on April 27, 1996, to Vania England.

James W. Siders, Jr., Ohio State, on February 24, 1996, to Bobbi D. Montgomery, Ohio State, at Jackson, Ohio.

Rob Krenek, Oklahoma, on June 8, 1996, to Kelley Hanel, Oklahoma, at Norman, Oklahoma.

Melissa Grill, Penn State-Behrend, on April 13, 1996, to M. Patrick Quigley.

Michael C. Lauderbaugh, Penn State-Behrend, on September 28, 1996, to Julie L. Bentz; at New Castle, Delaware.

John B. Piotrowicz, Penn State-Behrend, on May 18, 1996, to **Heidi Ann Tyson**, *Penn State-Behrend*, at Erie, Pennsylvania.

Michele DiGenova, *Philadelphia Textile*, on June 15, 1996, to John Anthony Herbst.

**Kyle H. Baker**, *Purdue*, on July 6, 1996, to Kimberly Ann Perkiser, at Elgin, Illinois.

Julianne K. Lute, *Purdue*, on May 25, 1996, to Michael William Whiteman, at Hobart, Indiana.

Rodney D. Malcolm, Shepherd, on March 16, 1996, to Jennifer M. Rutter, Shepherd, at Shepherdstown, West Virginia.

Michael R. Miller, Shepherd, on April 27, 1996, to Jennifer Lynn Hite, Shepherd, at Bedford, Pennsylvania.

William S. Beggs, Southern Illinois-Edwardsville, on June 28, 1996, to Denise Mason. They live in St. Louis.

**Ernest Myers**, *Temple*, on June 2, 1996, to Theresa Schretzmann, at Orlando.

Ramona A. Benavides, *Texas A&M-Kingsville*, on June 1, 1996, to Pierre J. Gutierrez, at Kerrville, Texas.

James Randy Baker, *Texas-El Paso*, on December 17, 1994, to LuAnn Bates, Texas-El Paso.

Teresa K. Willhite, *Truman* State, on July 6, 1996, to J.

Michael Atkins, at Moline, Illinois. **Renee Annette Kottschade**, *Winona State*, on September 28, 1996, to Andrew Bilicki, at Winona, Minnesota.

John Teklinski, Wayne State, on May 11, 1996, to Cynthia Drake, at Auburn Hill, Michigan. Shauna Edwards, Wayne State-Nebraska, on June 1, 1996, to Travis Kauth, at

Bloomfield, Nebraska. Shannon Roberts, Wayne

State-Nebraska, on July 20, 1996, to Mark Johnson, at Wayne, Nebraska.

Heather J. Buettner, Xavier, on June 22, 1996, to Cavin Christiane Buettner.

### **Dividends**

To Brother **Karen** (**Spraitzer**) **Starkey**, *Akron*, and Robert Starkey, on May 26, 1996, a son, Todd Joseph.

To Brother **Keith Costello**, *Ball State*, and Tricia J. Costello, on March 26, 1996, a daughter, Katie Jane.

To Brothers Michael and Karen (Wroblewski) Stinson, both California State-Sacramento, on May 19, a son, William Naudain.

To Brother **Kevin Wendling**, *Central Florida*, and Karen Wendling, on July 17, 1996, a daughter, Kaitlyn Grace.

To Brothers John and Cindy Morgenthaler, both *Central Missouri State*, on June 25, 1996, a daughter, Ellie Marie.

To Brothers **Paul and Lisa Strack**, both *Christian Brothers*, on January 10, 1996, their second son, Matthew Paul. He joins brother Michael.

To Brothers Jeremy and Marcy (Frank) Kravet, both Connecticut, on February 13, 1996, a daughter, Jessica Leslie.

To Brother Allen R. Grady, East Tennessee State, and Jennifer Denise Decker Grady, on March 11, 1995, a son, Jake Allen.

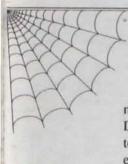
To Brother Magda Schwarting, East Tennessee State, and Joshua Schwarting, on September 2, 1995, a son, Jacob Carl.

To Brother Jean (Duffy) Bollinger, Eastern Illinois, and Keith Bollinger, on May 20, 1996, a daughter, Erin Elizabeth.

To Brothers **David and Christine (Young) Nix**, *both Georgia*, on April 30, 1996, a son, Justin Riley.

To Brother Cheryl (Dunn) Jackson, Indiana State, and Jeffrey Jackson, on April 22, 1996, a son, Kyle Anthony.

To Brother Ann (Clauss) Perkins, Indiana State, and



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The official Delta Sigma Pi homepage is full of fraternal facts and fun. We're now linked to over 60 individual chapter homepages 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!

Rick Perkins, on March 24, 1996, a daughter, Elizabeth Lauren.

To Brother **Dawn (Saraney) Misencik**, *Kent State*, and Mark Misencik, on July 14, 1996, a son, Daniel Joseph.

To Brother **Barbara Bass Orf**, *Longwood*, and John Orf, on May 11, 1996, their second son Nicholas Campbell. He joins brother Christopher.

To Brother Mary Terhoeve Gardner, Louisiana State, and Ronald A. Gardner, on April 28, 1996, a son, Thomas John.

To Brother Andrew Nemeth, Louisiana Tech, and Bari Nemeth, on July 11, 1996, a daughter, Elysha Maya.

To Brother John Wilkerson, Louisiana Tech, and Melanie Wilkerson, on April 10, 1996, a daughter, Elizabeth Anne.

To Brother Mary Bolger Herbst, Loyola Marymount, and Gary Herbst, on May 8, 1995, their second son, David Alexander. He joins 2 year old brother Andrew.

To Brother Jeffrey Cave, Loyola-Marymount, and Donna Cave, on March 6, 1996, a son, Jared Matthew.

To Brother Sara Houde-Nee, Loyola-Marymount, and Christopher Nee, on October 30, 1995, a son, William Christopher.

To Brother Linda Nelle (Popdaski) Sly, Maryland, and Richard F. Sly, on February 25, 1996, their second daughter, Miranda Irmgard. She joins sister Melissa Ellen. To Brother **Yvonne A.** 

Sabatha, *Nebraska-Lincoln*, and Brian Sabatha, on March 3, 1996, a son, Kenneth. To Brother **Richard S.** 

Rand, Jr., North Carolina-Chapel Hill, and Lisa Rand, on May 9, 1996, a daughter, Victoria Grace.

To Brothers **Peter Hoa Nog**, and **Thuy-Ai (Nguyen) Ngo**, *both Oklahoma*, on July 4, 1996, a daughter, Kristina Ai-My. She joins big brother Phillip Huy, age 2. The family lives in Tulsa, Oklahoma.

To Brother **Susan Arbuckle Niezelski**. *Pennsylvania State*, and Michael Niezelski, on March 29, 1996, their second child, a son, David Michael. They live in Ellicott City, Maryland.

To Brother Chadwick Dunn, *Rider*, and Tammy (Dunzelman) Dunn, a former Rose of the Chapter, on August 14, 1996, a daughter, Breanna Lynn.

To Brother Maureen Kirsch Fontenot, Southwestern Louisiana, and Karl Fontenot, on March 17, 1996, a daughter, Estelle Gesina.

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

To Brother Kathy Clum Guner, SUNY-Albany, and Nick Guner, on January 25, 1996, a son, Bryan Clum. To Brother **Tara Vagen**, *Tampa*, and Tim Vagen, on June 19, 1996, a daughter, Drew Quenna.

To Brother Luanne Inderski, *Truman State*, on May 1, 1996, a daughter, Kyla Nicole.

To Brother Karen Kettle Gratza, *Truman State*, and Rich Gratza, on April 16, 1996, their second child, a son, Benjamin Louis.

To Brother Michael E. Ricker, *Truman State*, and Regina Ricker, on October 14, 1995, a son, Timothy Michael.

### 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.

Case Western Reserve John W. Reid – 1/96

Christian Brothers Emery Hogan, Fsc – 11/95

Creighton Clarence H. Bornhorst – 3/94 Baughn Elvin Johnson – 10/95

Florida State Roy B. Baker David M. Ramsey, Jr.

Indiana-Bloomington Robert S. Study – 7/96

Johns Hopkins Howard E. Winstanley

Lamar Ben J. Rogers – 12/94 Herman Whitten – 3/96 Marquette John G. Hesser John J. Weber

Northwestern Carl J. Boyer

**Rutgers** Norman Tanner Cramp –3/96 Bruno Edwin Stahl – 7/96

Southwest Missouri State Sandra M. Sullentrup – 8/96

Suffolk Robert J. Schroth – 9/94

Missouri-Columbia Jule E. Anderson – 7/96

Nebraska-Lincoln Herluf U. Christensen

Wisconsin-Madison Harold E. Kubly – 6/96

Minnesota Andreas G. Papandreou – 6/96

**Texas -Austin** Jim G. Ashburne – 6/96 Homer C. Grubbs – 5/96 Sydney A. Sparks – 8/96

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Chapter:



# DSProfile VICKI WIDELSKI



Pacer Panther mascot "Boomer' gets involved in many of Brother Vicki Widelski's sponsor promotions at Indianapolis Pacer basketball games.

Vicki Widelski, an alumnus of Kappa Sigma Chapter at Indiana-Indianapolis, is an Advertising Account Executive in the Sponsorship/Sales Department of the Indiana Pacers NBA Professional basketball franchise. She started in the position in December of 1995 when her internship in the Ticket Sales Department ended. She has been involved with several different promotions such as a 4 Kids Only half-hour TV special, and other "on-court" promotions that included "Boomer" the Pacer panther mascot and the Pacemates dance team.

During the off-season (and even during the previous season) Brother Widelski and the other

account executives are busy contacting existing and potential team sponsors for the season to come. Sponsors are required to advertise during games on radio or TV and may select from other options, like print ads in game programs, the Larry Brown Coach's Show, etc. Sponsors earn many "perks" for their support, as well. Hospitality rooms, VIP ticket seating and valet parking are common.

The Pacers organization is more than just basketball and Brother Widelski's duties extend beyond hoops as well. As an example, she was involved with "Mortal Kombat," a martial arts light show on live

tour, selling tickets, and lining up sponsors.

Some of the on-court promos add fan interest and involvement. The Airwalk Footwear/Finish Line "big shoe race" is a typical example. During a time-out two youngsters put on size 15 Airwalk shoes and dribble the length of the court in a race. Winners earn shoes and gift certificates. Account executives like Vicki are behind the scenes ensuring everything "goes off without a hitch."

As the undergraduate Historian of her Chapter, Vicki won the top Regional Award for her scrapbook at Grand Chapter Congress. She also serves the Indianapolis Alumni Chapter as Historian and on numerous other committees.

One of her most meaningful activities through the Alumni Chapter is her involvement with "Good Friends" - a public school system program where adults provide one-on-one help to special students. She's now in her third year with "Nikki" and has taken her to a Pacer game, the zoo, shopping, studying, etc.

Brother Widelski is an active member of the Indianapolis Alumni Chapter which was reactivated in 1995. About 25 members of the fairly new group are actively recruiting. They have organized a quarterly newsletter, meetings and activities. Monthly socials have proven popular. Contact President Joe Sutherland at 317-388-1996 if interested in getting involved.



As an Advertising Account Executive with the Pacers, Brother Vicki Widelski solicits ad funding to help pay for NBA superstars like Reggie Miller. Miller recently signed a four-year contract worth about \$9 million a year!



John H. Cookson, Ph.D., is an initiate of Gamma Rho Chapter

at the

University

of Detroit

and is now

affiliated

with the

Richmond



(Virginia) Alumni Chapter. He is an Educator and Financial Consultant and serves as District Director to Eta Omega Chapter at Virginia Commonwealth University as well as District Director to the Richmond Alumni Chapter. Dr. Cookson and his wife, June, are active in many area and regional events.

Dara G. Moore is an initiate of Alpha Kappa Chapter at

> S.U.N.Y .-Buffalo and now affiliated with the Western New York Alumni Chapter where she

serves as President. She also serves as District Director of Alpha Kappa Chapter and is pursuing her MBA in Accounting. She is employed as an Accountant with the University Publication Department and as a summer intern with Xerox.

Velvet A. Simmons is an initiate of Eta Omicron Chapter

> at Northeast Louisiana with the Atlanta Alumni

Chapter where she serves as President. She also serves as Chair of the National Alumni Operations Task Force and is employed with ADP in Atlanta. Velvet is married to Brother Mitch Simmons who serves as a Regional Director.

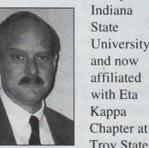
Philip H. Turnquist is an initiate of Delta Tau Chapter at

State

University

and now

with Eta



**Troy State** University where he serves as Faculty Advisor. He is an educator and active in many local, regional, and national events. Dr. Turnquist was the 1995 National Advisor of the Year.

Carla May Tousley is an initiate of Lambda Xi Chapter

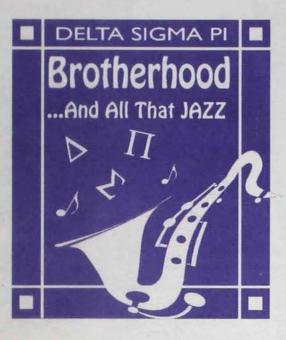


Valley State University. She serves as the volunteer Collegiate News Editor for "The

at Grand

DELTASIG" Magazine and is a member of the Golden Council. Carla is a Business Analyst with Electronic Data Systems in Troy, Michigan, and she lives with her husband Dana, in Southfield, Michigan.

University and is now affiliated



cluded in the registration. Mardis Gras World is the birthplace to the fascinating floats used in the Mardi Gras parade – and many TV shows and movies. Tours, dinner, dancing, and other surprise activities among the floats will make this an unforgettable evening.

Most Congress participants will want to arrive Tuesday, August 19. The tentative program officially begins on Wednesday, August 20. Morning sessions devoted to professional and personal development will be offered to collegiate and alumni members. At midday everyone will gather at a luncheon in honor

# **Big Plans for The Big Easy**

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

Imagine several hundred - make that a thousand - Deltasigs and their families gathered together in one location. One thousand Brothers enjoying the attractions of New Orleans and deciding the course our Fraternity will take in the years to come. One thousand Brothers celebrating life and their Fraternity... renewing old friendships... forming new friendships that will last a lifetime. Imagine having more fraternal fun than you ever dreamed possible. Imagine a Grand Chapter Congress!

Every two years, the Fraternity schedules a national convention. From August 20-23, 1997, Deltasigs and their families will gather for "Brotherhood and All That Jazz" at the Hyatt Regency New Orleans.

"The Big Easy" was selected for its universal appeal to young and old, as well as the very attractive package offered by the Hyatt Regency (\$89 single and \$99 double-triple-quad occupancy - call 504-561-1234 to secure reservations as the hotel will likely sell out). The Hyatt is adjacent to the Superdome and will be the focus of much activity this year as both the Super Bowl and college football championship Sugar Bowl will occur there. The Hyatt is also connected to an extensive shopping mall, complete with food court to meet every hunger need! Complimentary shuttles to the French Quarter will be provided, as well. What more could you ask?

Besides the "normal" banquet, ball, awards, receptions, dances, lunches, legislation, fellowship, seminars, etc. ...this year's Congress will be special ! An incredible Friday evening event at world famous Mardi Gras World is inof outstanding Deltasig alumni. Additional development, educational and motivational sessions will be offered in the afternoon. The official activities for Wednesday conclude with the Grand President's Reception and Dance.

Thursday begins the business portion of our convention. Following the opening ceremonies and a keynote address, the official delegates from each collegiate and alumni chapter will be seated. The rest of the day will be devoted to voting on various legislative and other matters which will chart the future of our Fraternity.

Friday will offer a variety of educational sessions of interest to alumni and collegiate members alike. In addition, candidate forums will offer members the opportunity to meet and speak with members seeking election to volunteer national officer positions. At midday, a luncheon will honor the winners of our regional and national awards. The evening brings the afore-mentioned Mardi Gras World Party!

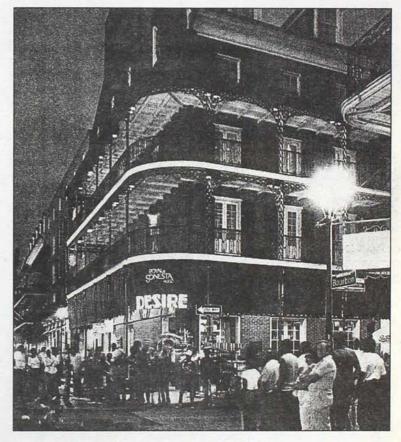
Saturday begins with the closing business session where the Fraternity's Board of Directors will be elected. That afternoon an informative and highly entertaining Fraternity history session will be offered, followed immediately by the initiation of a national honorary member. The convention comes to a climactic finale that evening with the Grand Chapter Congress Banquet and dance. Dressed in their finest, Deltasigs will come together for a fun-filled evening of fine dining and dancing - with more surprise entertainment!

Registration fees have been established as follows: Members -\$175 through March 1, \$195 through July 31, and \$220 after July 31; Spouse or guest- \$125; Children 15 and under - free (no meals). These adult fees include all scheduled activities including the Alumni and Awards Luncheons, Congress Banquet and the Mardi Gras World party. All Congress events are open to members.

Registration forms may be obtained by request from the Central Office (513-523-1907). Hotel reservations may be made directly by contacting the Hyatt at 504-561-1234. Please identify yourself as a member of Delta Sigma Pi to receive the reduced convention rates negotiated for the Grand Chapter Congress. These rates represent a dramatic savings over the published room rates and will be in effect before, during and after the convention.

Olympic Travel has negotiated discounts on many carriers for our Congress. They will also provide a free roundtrip airportto-Hyatt shuttle pass (\$20 value!) for anyone booking through them. Call 800-707-7990 to secure tickets – advance planning will SAVE YOU DOL-LARS!

The 41st looks to be Deltasig's biggest and *best ever* Congress. Make *your* big plans for "The Big Easy" and join us for Brotherhood ... and All That Jazz!!!



Bourbon Street is just one of the attractions awaiting Brothers bound for New Orleans and the August 20-23, 41st Grand Chapter Congress.

# Gifts & SPORTSWEAR



## BABY ROMPER white, 100% combed cotton with

gripper snaps. Printed in two color lettering. Sizes: 6, 12, \$13.95 18, 24 mths.

**BABY BIB** white, 100% cotton with plastic backing for easy clean-up. Same imprint as rompers. \$6.95

B TRADITIONAL T-SHIRT 100% cotton with two-color applique letters.

Sizes: L, XL, XXL \$14.95 13a = Purple w/purple on gold letters 13b = Navy w/blue-green plaid on white letters 13c = Grey w/purple on gold letters (not shown)

BEACH TOWEL white, 100% cotton by Cannon

measuring 36" x 70" with embroidered 2" letters. \$24.95 BABY T-SHIRT white, 100% combed cotton with purple on gold applique diagonal letters. Sizes: 2T, 4T, 5-6T \$8.95

BOXERS 100% cotton, full cut, four panel construction, includes 2" embroidered letters. Sizes: M, L, XL \$15.95

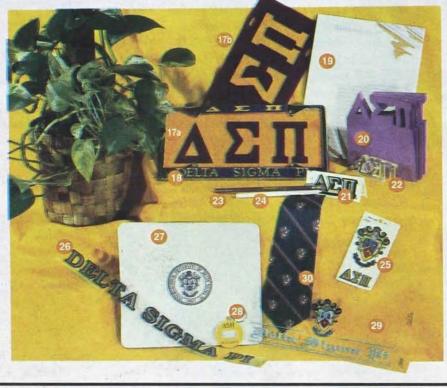
- 12a = Purple and gold plaid flannel w/gold letters
  12b = Black watch plaid flannel w/white letters
  12c = Traditional plaid madras w/white letters
  12d = Stars and stripes w/red letters

DANORAK 100% nylon shell with cotton lining, hood and pocket. Embroidered letters on left chest. Sizes: L, XL, XXL \$44.95

USA FLAG HAT navy poplin, embroidered name and flag with leather adjustable strap. \$14.95

See page 17 for more products and order information.

ULICENSE PLATE	\$9.95	2 PENS	\$1.00
17a = Gold w/purple letters 17b = Purple w/gold letters		COAT-OF-ARMS	
10 LICENSE PLATE		DECAL	\$.50
FRAME	\$5.95	20 LONG DECAL	\$1.95
ULINED NOTEPAD	\$4.95	20 MOUSE PAD	\$9.95
@сит оит			
NOTEPAD	\$4.95	BOTTLE OPENER KEY CHAIN	\$4.95
3 GOLD DECAL	\$.50		•
		COAT-OF-ARMS STICKER	\$1.95
KEY CHAIN	\$4.95	ONECKTIE 100% silk	with
PENCILS 3 for	\$1.00	embroidered coat-of-an	



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