

# The Deltasig<sup>®</sup>

of Delta Sigma Pi

The Journal of America's Foremost Business Fraternity

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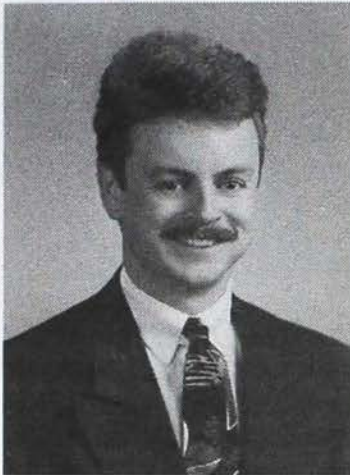


# Focus ON THE FRATERNITY

Teamwork has been described as the ability to work together toward a common vision, the ability to direct individual accomplishment toward organizational objective; it is the fuel that allows common people to attain uncommon results. Teamwork is more than the secret of our Fraternity's success – it IS Delta Sigma Pi.

Throughout our history, teams of Deltasigs have worked together for the betterment of their world and their Fraternity. It is appropriate

that we recognize the efforts and talents of those individuals who have contributed to the team effort of sustaining and enriching our Fraternity and our lives.



**Randy L. Hultz**

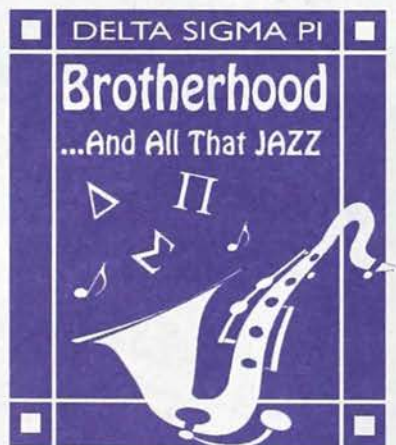
First, our collegiate members for their unbridled enthusiasm and passion. Faced with the challenges of a complex and rapidly changing world, their innovative, can-do attitude is admirable. Every year they provide a wide variety of professional, scholastic and social programming on their local campuses. They also play a leading role in service projects that benefit the local community. They are a source of continuing pride in Delta Sigma Pi.

Next, our alumni Brothers for their loyal and dedicated support. In a world of constant demands and limited resources, alumni continue to provide invaluable assistance to our Fraternity and its members. Their ongoing contributions of time, effort and money are vital to our progress.

Our volunteer national officers come from within the alumni ranks and deserve our special thanks. These dedicated and hardworking individuals contribute enormous amounts of energy, time and effort in support of Delta Sigma Pi. Working collectively, they have produced success after success for our Fraternity and our members.

Finally, our staff at the Central Office for their untiring professionalism. This small group of talented people provides a high level of support to our 175,000+ membership. Working together, and in tandem with our volunteers, they have developed, implemented and sustained numerous programs and services for the benefit of Delta Sigma Pi.

Every member of Delta Sigma Pi fulfills an important role on our fraternal team. Each and every contribution is valuable – every contribution is valued. Thank you for being part of our fraternal team. Our Fraternity and our world are truly better because of you.



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

Fraternally,  
*Randy L. Hultz*  
Grand President

# The Deltasig<sup>®</sup>

of Delta Sigma Pi

visit our web site:  
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# Price Waterhouse World Firm LTD Chairman Dominic Tarantino Receives Career Achievement Award

Dominic A. Tarantino of Greenwich, Connecticut, is recipient of the 1996 Delta Sigma Pi Career Achievement Award. The award was presented at a banquet in his honor on March 15 on the campus of the University of San Francisco. Brother Tarantino is the fourth recipient of the prestigious award.

At the banquet, Tarantino said, "It is certainly an honor to be included among the distinguished prior award recipients...[and] particularly gratifying to come back to San Francisco and receive this award among so many old friends."

The Career Achievement Award is presented annually to the Brother who has best distinguished himself or herself in their chosen field of business, education or government. Brothers nominated must have made significant contributions to the field of business.

Dominic A. "Dom" Tarantino is well-qualified for this recognition. On July 1,

1995, he became the Chairman of Price Waterhouse World Firm Limited, one of the largest professional accounting and consulting firms in the world. In this role, he leads the Price Waterhouse practices around the world developing and implementing strategies for top-tier companies to solve complex business problems. It is the firm's ambition to be the leading global consultant to top-tier companies.

Brother Tarantino has been with Price Waterhouse since 1957, when he joined the firm in San Francisco. He became a partner in 1967, and over his 40-year career has filled positions in the U.S. firm including: National Director-

Technical Tax Services (1975-1978); Managing Partner-Tax Services-New York (1978-1982); Vice Chairman Tax Services for the U.S. firm (1982-1988); Co-chairman and Managing Partner of Price Waterhouse (1988-1993); and member of the firm's Management Committee from 1982-1993, and the Policy Board, governing body of the firm, from 1979-1993.

In 1994-95, he was the Chairman of the American Institute of Certified Public Accountants. The AICPA is the national professional organization of CPAs, comprised of 330,000 members in public practice, industry, government and academia.



Brother Dominic Tarantino is joined by his wife Leona and USF President Father John Schlegel, in celebration of Dom's earning one of Delta Sigma Pi's highest honors.

Brother Tarantino is recipient of the Arthur J. Dixon Memorial Award for exemplary services to the accounting profession in the area of taxation. He currently serves on the Board of Directors and Policy Council of the Tax Foundation and is a member of the International Advisory Council of the Council for

Ethics in Economics. His past service includes membership on the IRS Commissioner's Advisory Group.

Dom is a 1951 initiate of Gamma Omicron Chapter at the University of San Francisco. Since his graduation in 1954, he has been an active alumnus. Recently, he rejoined



San Francisco (Gamma Omicron) alumni and Tarantino family and friends hold a reunion and share memories at the banquet honoring Brother Tarantino as winner of the 1996 Career Achievement Award.

## Previous Award Recipients

**W.R. Howell**

Chairman of the Board of Directors  
the J.C. Penney Company

**Marvin A. Strait**

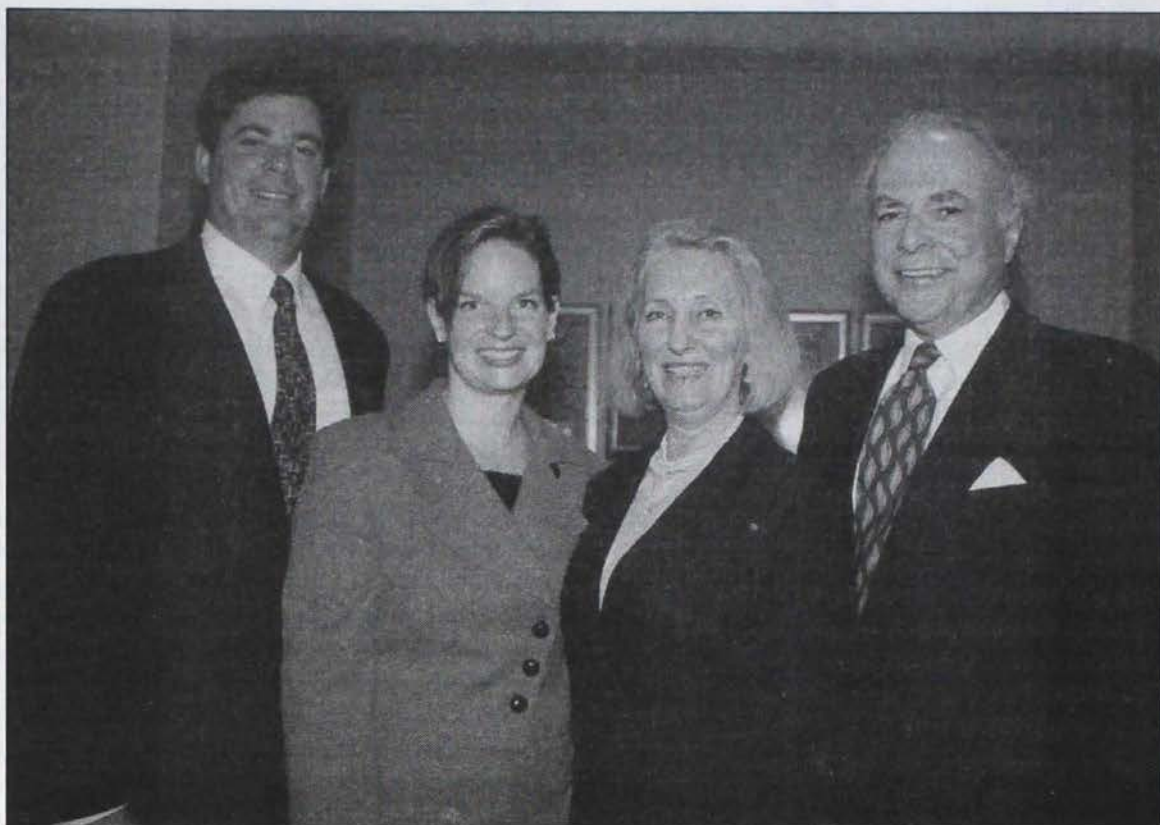
Founder and President  
The Firm of Strait, Kushinsky and Associates CPAs

**William J. Alley**

Chairman of the Board of Directors  
American Brands Incorporated



Vice President for Alumni Benefits and Services Catherine Merdian and Grand President Randy L. Hultz present the 1996 Career Achievement Award to Dominic Tarantino for his significant contributions to the field of business.



Brother Tarantino poses with his son-in-law John Kositzin, daughter Leanne and wife Leona.

the Board of Trustees of USF after having served nine years as Trustee previously. His prior service includes a term as President of the Alumni Association.

In his remarks to those attending the awards banquet, Tarantino discussed how Price Waterhouse is meeting the constantly changing business environment and addressing international goals. He challenged undergraduates to "anticipate that the business world you will be joining will continue to change... Are you ready to deal with two overriding trends that will absolutely dominate your working life—and I mean from the get-go? These trends are technology and globalization."

He added that for collegians, "the great opportunities in the world today are very

clear. They are the commercialization of technology and the emerging economies. We are in the midst of a very exciting period in world economic events. Never before in the 20th century have we had such worldwide economic growth—never before have we had more market economies—or economies in transformation. This bodes very well for long-term investors and the ambitious, mobile and energetic collegians with us tonight."

Dom and Leona Tarantino are parents of three children: John Robert, Stephen and Leanne. Delta Sigma Pi congratulates this deserving professional on his selection as our 1996 Career Achievement Award recipient. ▲



San Francisco collegiate members and Grand President Randy L. Hultz are on hand to help Brother Tarantino celebrate.

# '97 National Honorary Member-Designee Announces JA-Deltasig Partnership

Imagine a volunteer opportunity that requires less than an hour a week, for just five weeks, at a setting of your choice, interacting with young people with a goal to improve their futures. Now imagine your employer—or prospective employer—viewing this kind of experience. Sounds like great stuff for your resume. Better yet, great stuff for your community and your chapter!

Well, in short, it is. Become a Junior Achievement volunteer and you join more than 70,000 others who see it that way and volunteered in a K-12 classroom this past school year. Thousands of college and university students—Delta Sigma Pi members among them—have jumped on board and, now, the National

organization is encouraging you to consider volunteering as well.

Jim Hayes, President and CEO of Junior Achievement's National Headquarters, is launching the national partnership as he steps into Delta Sigma Pi's leadership circles. Hayes will be initiated as the Fraternity's National

Honorary Member in August, during the Grand Chapter Congress in New Orleans. During his keynote address, he will overview JA volunteer opportunities, report on the educational impact of the curriculum, and share the volunteer experiences of a handful of Delta Sigma Pi chapters involved in the pilot effort over the last school year.

## What is JA?

Junior Achievement is the world's largest and fastest growing non-profit economic educational organization, reaching more than 2.3 million elementary, middle and high school students in the United States and in almost 100 countries around

the world annually. Since 1919, JA has been evolving to meet the demands of a complex, changing world. Its purpose: to educate and inspire young people to value free enterprise and understand business and economics to improve the quality of their lives.

Jim Hayes assumed leadership of the 77-year old organization in July 1995, following Karl Flemke, also a Delta Sigma Pi National Honorary member. Hayes was chairman of Junior Achievement's national board of directors, having served on the organization's national board for the previous eight years. He is a graduate of the Canterbury School and Georgetown University and served for two years with the United States Army in Europe. His professional career has included leadership roles in the publishing industry with *Sports Illustrated*, *Money* magazine, and *Discover* magazine, before becoming publisher of *Fortune* in 1987.

Among his many community service activities, Hayes has been a JA classroom volunteer as well. Volunteers are considered the backbone of the organization, collectively giving more than 600,000 hours each year to helping young people better understand the relationship between what they learn in school and their future success.

## The Volunteer Role

Bringing diverse expertise and new perspectives into the classroom is important, but making the message age-appropriate is essential. That, says Hayes, is part of what sets JA apart. "Junior Achievement could not exist without its volunteers," says Hayes. "Their contribution of time, effort, energy, and real caring is what makes the organization so effective. They are true role models who help youngsters understand the value of staying in school and leading productive lives. In some cases a JA consultant is the first business person many of these children have ever met and the only one they interact with regularly."

What does it take to become a JA

volunteer? Life experience—and, something Delta Sigma Pi members certainly don't lack—abundant energy and endless enthusiasm! Even more important, says Hayes, is the desire to work with young people, to interact with them in the classroom setting. "This is a very rewarding experience with an immediate 'feel good' that just can't be beat," says Hayes. To ensure volunteer success, JA local staff provide comprehensive training and are supported by classroom teachers, who set the stage for the consultant's weekly visit.

## Volunteers Enjoy Experience

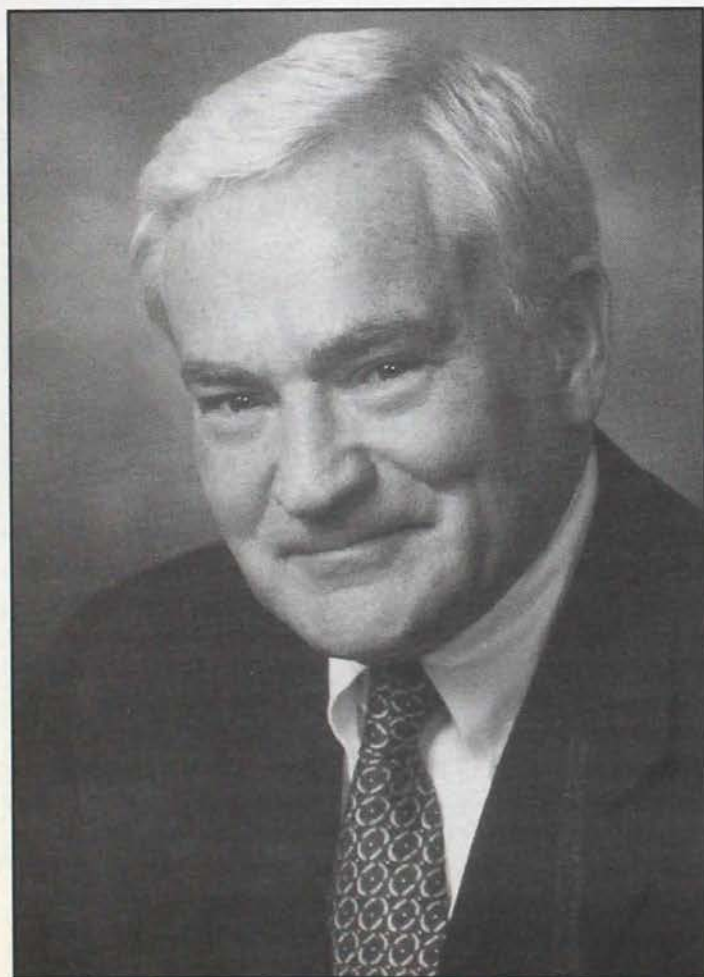
In return for sharing the knowledge and energy with youngsters, consultants receive many rewards. In 1993, JA commissioned the Western Institute of Research (WIRE) to gather feedback on its program from teachers, volunteers and funders.

As part of the 1994-95 study, WIRE conducted a survey of 1,000 JA volunteers in Chicago. The results? Some 84 percent said they would recommend volunteering to a friend or co-worker, and 75 percent said they were likely to volunteer again in the next two years. "Many of our volunteers tell us that their time in the classroom is the best part of their week," says Hayes.

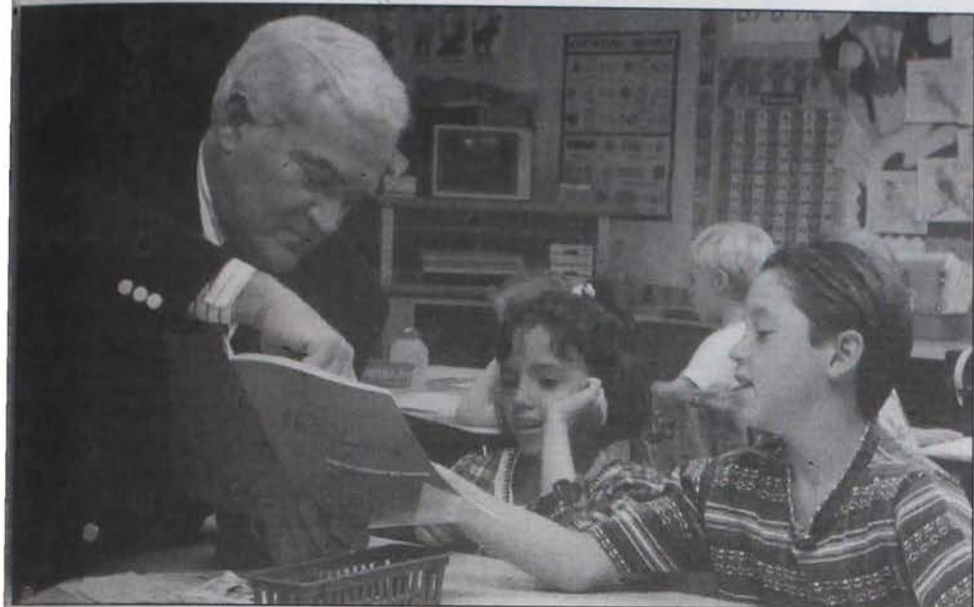
## The Changing Marketplace

Junior Achievement has come a long way since its early days as an after-school program that introduced teens to the world of business. In fact, it's been more than 20 years since Junior Achievement began to expand its activities and broaden its scope to encompass an ever-widening student population.

Despite these changes, the spirit of JA has remained constant since the organization's inception in 1919. What has changed, of course, is the world in which Junior Achievement operates. Business leaders, educators and government officials have begun to embrace the notion of "School-to-work," an



Junior Achievement CEO Jim Hayes is slated to become Deltasig's 1997 National Honorary Member at Grand Chapter Congress in New Orleans.

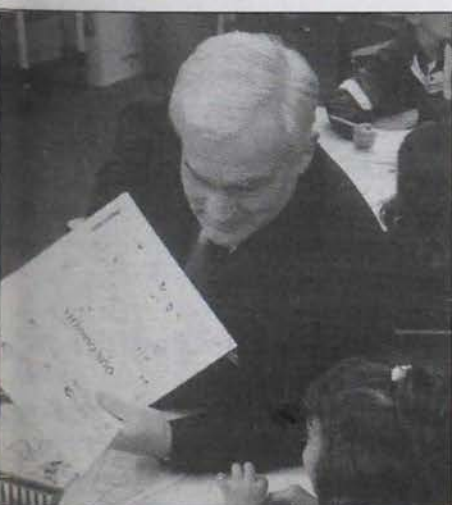


educational approach which emphasizes preparing students for the work force. This concept, which helps students understand the relevance of their education, has been a cornerstone of JA's philosophy all along. JA helps schools implement this approach by providing free course materials to specially-designated School-to-Work coordinators.

Forging ahead to help young people succeed amid increasingly complex conditions, JA has brought about a dynamic partnership between the private sector and education in every type of U.S. community—urban, suburban, and rural—as well as in almost 100 countries worldwide, including China, Russia, Israel, South Africa and Chile. At last count, Junior Achievement International programs reached 600,000 students and were taught in 22 languages.

### K-12 Curriculum

Today, Junior Achievement offers a range of economic and business education programs targeted to grades



kindergarten through 12, with the primary purpose of helping young people attain economic literacy. Youngsters acquire skills at each grade level that build on those taught in preceding ones, prepare them for what they will learn the following year, and ultimately, ready them to enter the work force. The organization also offers special programs to meet the needs of students who may have difficulty completing high school.

### Tests Prove Success

Independent evaluations prove the effectiveness of the JA elementary school program. A study on its educational impact conducted in 1994 and 1995 by the Western Institute of Research and Evaluation (WIRE) found that elementary school students in JA significantly outperformed comparison group students at each grade level. In fact, among sixth graders, JA students scored 27% and 17.8% higher, respectively, in their comprehension of basic economic principles than non-participating students.

### The JA Opportunity

JA is an organization of extraordinary individuals dedicated to sharing the world of business and an understanding of the free enterprise system with children and young adults, so that they and their children will have the opportunity to take part of the American dream.

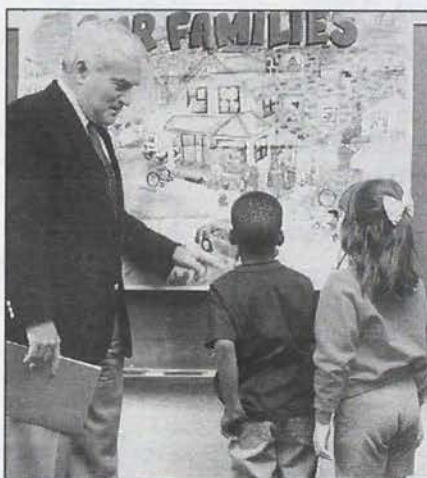
That philosophy has touched more than 20 million young people in the 78 years since Junior Achievement began its work. Some of the program's most distinguished alumni include U.S. Congressman, Bob Clement (D-Tenn.);

## Biography: James B. Hayes

James B. Hayes is President and CEO of Junior Achievement Inc. a nationwide non-profit organization which provides economic education to students. He served as chairman of the organization's national board of directors from 1991-93 and has been a board member since 1987.

In 1994, following a 35-year career at Time Inc., Hayes founded the New American Revolution, a not-for-profit organization dedicated to rallying the efforts of the business community to address the social, economic, and educational needs of children.

He joined Time Inc. in 1959 and held various posts in offices of *Sports Illustrated*. In 1982 he became advertising sales director for *Money* magazine, and was named publisher of *Discovery* in 1984. He was appointed publisher of *Fortune* in 1987 and launched the *Fortune 500* Forum,



an annual gathering of *Fortune 500* CEO's to discuss the major issues facing business and the nation.

An advocate for improvement of the public education system, Hayes established the *Fortune* Educational Summit (held annually from 1988-93) to bring together government, business and academic leaders to discuss the role of business community in education reform.

Hayes was a speaker at the 1989 American Bicentennial Presidential Forum. In 1990, he was one of 15 U.S. executives selected to join a Presidential Mission to the Soviet Union to discuss new business development and economic cooperation.

He is a former Chairman of the Board of Morehouse School of Medicine, a board member of the Greater Colorado Springs Economic Development Corporation, Goodwill Industries of Colorado Springs and the United States Space Foundation. He also serves on the board of directors of the Chamber Foundation and the Colorado Springs Nonprofit Center Advisory Committee.

Hayes received his education at the Canterbury School and Georgetown University and served for two years with the United States Army in Europe. He has three children, is a native of New York City and currently lives in Colorado Springs.

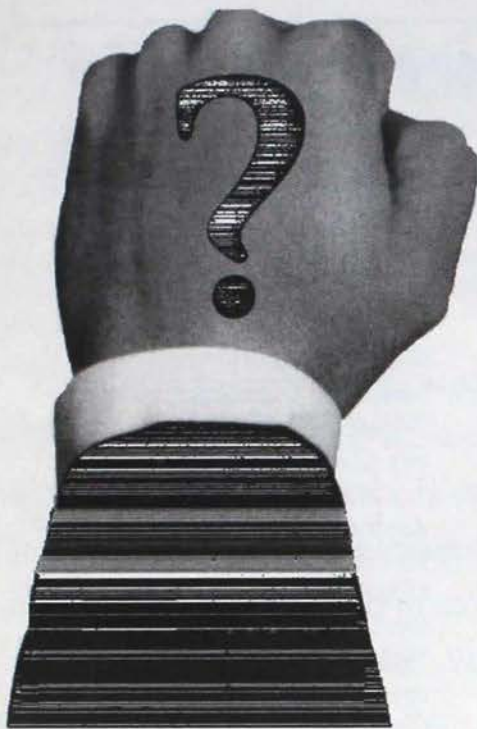
Subway Founder and CEO, Frederick A. Deluca; Amway Corporation President, Dick DeVos; actor and Junior Achievement national board member, Arte Johnson; Columbia Journalism Review editor, Marshall Loeb; Domino's Pizza Inc. President and CEO, Thomas S. Monaghan; *Newsweek* Editor, Maynard Parker; CBC Evening News Anchor and Managing Editor, Dan Rather; and U.S. Secretary of Health & Human Services, Donna Shalala, among others.

The organization sponsors major annual national events such as the Junior Achievement National Business Hall of Fame Conference, which has honored more than 160 U.S. business leaders; the

Dinah Shore/Junior Achievement Invitational Golf Tournament, which attracts over 250 corporate leaders and the Company Master's Program, which recognizes the achievements of high school students from around the world.

JA has offices in all 50 states and is most likely offering classes in your local schools. The organization has set a goal to be in every classroom by the year 2005. We believe that Deltasigs are eminently qualified to offer their support and encourage you to become involved in the local JA programs. You may consult your local telephone directory for the office nearest you or contact Heather Bailey at the Central Office (513-523-1907) for more information. ▲

**Brother Timothy J. Augustine:**



# Knocking Hard, Opening Doors

**A**t an age when most people are still trying to decide on a direction for their career, Tim Augustine, a 25-year-old alumnus of Beta Pi Chapter at Kent State University, has launched a career at a major software company, signed his first book deal, and begun touring as a professional speaker.

Augustine, Director of Human Resources for Unitech Systems, Inc. in Chicago, Illinois, wrote *How Hard Are You Knocking? The College Student's*

*Guide to Opening Corporate Doors* based on his own experiences as a first-time job seeker in the corporate world of the '90s.

Co-author of the book is Brother Rana Curcio, Kent State. "Many of us go through college with blinders on," said Curcio. "We think that our

degree alone will get us the perfect job with the top company.

"The reality is that finding the right job is difficult work and the better you prepare yourself by learning the process and enhancing your skills, the quicker you will be employed and the happier you will be with your career."

*How Hard Are You Knocking* is intended to give that competitive edge students need to get ahead.

Prior to graduating in 1994, Augustine studied a variety of books dealing with various aspects of launching a career. There were guides on how to prepare a hard-hitting resume, manuals on how to prepare for an interview, and how to dress appropriately. "What college student has time to read each one?" Augustine points out in the introduction to his book.

Augustine decided there was a need for a book covering all of this essential

information in one easy-to-read volume. He started by interviewing business executives to ask their opinion on what students should do to have a better chance in the job market. He asked recruiters what they look for and how they select potential job candidates. For example, Tim's research showed that something as small as the message you leave on your answering machine can affect your chances at a particular position. "If a recruiter calls and hears a 'party-type' message, they may get the impression that you are not professional or serious," said Augustine. "Your message should convey professionalism."

Augustine has gone beyond publishing to present seminars and workshops based on the book across the country. The seminars are in the same user-friendly, fast-paced, '90s-style of the book yet have the advantage of a live, interactive session. Participants are shown how to develop their own game plan for an assault on the challenging job market. The seminar also covers techniques on researching quality companies, how to interview and dress appropriately, and how to differentiate yourself as a potential job candidate.

Tim's seminar and book have been explored and advertised by ABC, NBC, *The Chicago Tribune*, *Crain's Business Magazine* and the National Association for Campus Activities. He has presented seminars on campuses including those of Boston University, Northwestern, Ohio State and the University of Illinois.

Brother Augustine is living proof that his techniques work. A high-energy achiever, Tim has served honorably in the U.S. Air Force National Guard. He earned bachelor's degrees in marketing and speech communication from Kent State, and received the KSU-All University Leadership Award.

Augustine has worked as a recruiter and in training and development as Director of Human Resources for a computer software company in Chicago. A member of Toastmasters International,



**Timothy J. Augustine, Kent State**

he earned that organization's Competent Toastmaster Certification by age 23. In his spare time, he "relaxes" by making appearances as a semi-professional comedian in clubs throughout Ohio and Illinois.

During his undergraduate years, he held numerous offices in Beta Pi Chapter at Kent State, including chapter president, and was a delegate to the 39th Grand Chapter Congress. He was named as the 1993 East Central Regional Collegian of the Year. He currently sits on the board of Academic Advisors for the Chicago Software Association and formerly served on the board of the Sales and Marketing Executives of Akron.

*How Hard Are You Knocking* is published by Oakhill Press. It retails for \$12.95 and can be ordered through any national or local book store. Student groups may purchase copies at a discount to sell as a fund raiser. For more information, contact Tim at:

330-849-3204 or

e-mail: Knocking97@aol.com.

Copies also will be available at Grand Chapter Congress. ▲

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**Brother Augustine is a featured speaker at the 1997 Grand Chapter Congress, and will bring practical advice on making the transition from college to the workplace in his seminar on Wednesday, August 20.**

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# Officer Training Schools

COMING SOON TO A CITY NEAR YOU...



## Sharpen Your Skills at the 1997-98 Officer Training Schools!

Officer Training Schools will be conducted this fall and winter at nine locations across the country. Designed to help collegiate members refine and strengthen chapter operations, these one day training schools are open to all Fraternity members and pledges. In the business world of today, continual improvement and growth is a required career skill. In the fraternal world of today and tomorrow, constant growth and improvement will be the deciding factor on which organizations are truly successful.

Make your plans to attend one or more of the Officer Training Schools this fall and winter. Additional registration and hotel information will be mailed to collegiate chapter officers this summer. Registration fees are minimal while opportunities to excel are numerous. See you soon at an Officer Training School in your area!

## Employment Opportunities Now Available At Delta Sigma Pi Central Office

Applications are now being accepted for various positions, primarily Chapter Consultant. See below for information on other positions. A Chapter Consultant is primarily responsible for counseling collegiate chapters. Duties also include responsibility for developing resource materials which exemplify effective chapter operations. Office responsibilities include reviewing chapter bylaws, repairing Fraternity regalia, responding to inquiries, and assisting other Central Office personnel. This is a highly visible position, a Chapter Consultant is a representative of the Fraternity to both members and non-members alike; therefore, maturity, diplomacy and appropriate business dress are required.

Position requirements are Bachelors Degree in Business Administration or equivalent; membership in good standing in Delta Sigma Pi; ability and willingness to travel, including weekends; must have a valid drivers license and a reliable automobile available for business travel; and applicant selected for position must relocate to Oxford, Ohio.

The Fraternity is currently evaluating long term needs in various areas. Depending on skills, interests and quality of applicants, different staff positions may be created to address computer, educational, expansion or other needs.

Applications are to be sent to the Central Office and must include résumé, including availability date; letter of application, including complete description of involvement in Delta Sigma Pi, other campus organizations, job experience, and long range goals; and a certified college transcript.

Chapter Consultant inquiries should contact: Dale Clark (513) 523-1907 ext. 232 or e-mail [clark@dspnet.org](mailto:clark@dspnet.org). Non-Chapter Consultant inquiries should contact Bill Schilling at: (513) 523-1907 ext. 231 or e-mail [bill@dspnet.org](mailto:bill@dspnet.org).

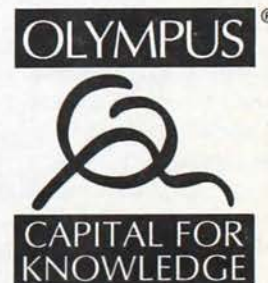


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# DELTA SIGMA PI LEADERSHIP FOUNDATION

## CORPORATE MATCHING GIFTS

A great number of corporations, large and small, afford Deltasigs the opportunity to double or triple their gifts to the Foundation through matching gift programs. Below is a directory of corporations which may match gifts to approved fraternity foundations. If you are uncertain as to whether your company will match your gift to the Foundation, check with your employer's personnel office.

Many thanks for your generous support!

Abbott Laboratories Fund  
Airco, Inc.  
Allendale Insurance Foundation  
Albany International Corporation  
AlliedSignal Foundation Inc.  
Alza Corporation  
Amax Foundation, Inc.  
American Brands, Ltd.  
American Express Foundation  
American President Companies, Ltd.  
American Television & Communication Corp.  
Aon Foundations  
Archer Daniels Foundation  
Atlantic Richfield Foundation (ARCO)  
ASARCO Foundation  
Ashland Chemicals  
Ayes Foundation, Inc.  
Bank of Boston Corporation  
Bankers Trust Company  
BASF Corporation  
Bassett-Walker, Inc.  
Batus, Inc.  
Beatrice Foods  
The Beefeater Foundation  
Belden  
L.M. Berry and Company  
Best Products Company  
Black & Decker Corporation  
The Blount Foundation  
The BOC Groups, Inc.  
The Boeing Company  
Boston Company  
BP America, Inc.  
British Gas  
Bundy Corporation  
Burlington Co.  
Leo Burnett Company, Inc.  
CPC International, Inc.  
CPC North America  
CSX Corporation  
The Calloway Bank  
Carter Wallace, Inc.  
Cellular One  
Champion International Corporation  
Chemical Bank  
Chubb & Son, Inc.  
Circuit City Foundation  
Citicorp/Citibank  
Coca Cola  
Computer Associates International, Inc.  
Connecticut National Bank  
Container Corporation of America  
Frederick W. Cook & Co., Inc.  
Cooper Industries, Inc.  
Cowen & Company Institutional Services  
Cray Research Foundation  
Crestar Financial Corporation  
Dameron Alloy Foundation  
The Dexter Corporation  
Digital Equipment Corporation  
Dow Corning  
Eaton Corporation  
El Adobe Corporation  
Emerson Electric  
Emhart Corporation

ENRON Foundation  
Ensign-Bickford Foundation  
The Equitable Foundation  
Ernst & Whinney Foundation  
Exotic Rubber & Plastic  
Farm Credit Services  
First Bank System Foundation  
First Interstate Investment Service  
First National Bank of Minneapolis  
Fluor Corporation  
Ford Matching Gift Program  
Freeport-McMoRan, Inc.  
Funderburke & Associates, Inc.  
The Gap  
Gary Energy Corporation  
GATX Corporation  
Gen Corp Foundation, Inc.  
General Accident Insurance  
General Cinema Corporation  
General Re Corporation  
General Services Corporation  
Gen-Rad, Inc.  
Gilman Paper Company  
Glaxco, Inc.  
Goldman, Sachs & Company  
W.W. Grainger, Inc.  
Gulf & Western Industries, Inc.  
John Hancock Mutual Life Ins. Co.  
The Hartline Company  
Hewlett-Packard  
Hormel, Inc.  
Hoechst Celanese Corporation  
Household International  
ITT Corporation  
ITW Foundation  
IU International  
Illinois Bell  
Illinois Tool Works Foundation  
Index Technology  
Ingersoll-Rand Company  
International Data Group  
Int'l Materials & Chemical Corp.  
Investors Diversified Services, Inc.  
Jeffries & Companies, Inc.  
Jewel Companies, Inc.  
Johnson Controls  
Johnson & Johnson

Josten's, Inc.  
Kansas City Southern Industries, Inc.  
Keebler Company  
W.K. Kellogg Foundation  
Kemper Group  
Kimberly-Clark Foundation  
Kirk Paper Corporation  
KIRKO, Inc.  
Kmart  
Kraft, Inc. Foundation  
Levi Strauss & Company  
Life of Virginia  
Thomas J. Lipton  
Lyondell Petrochemical Company  
MMI Companies, Inc.  
John & Catherine MacArthur Foundation  
Marathon Oil Company  
Massachusetts Mutual Life  
McDonald's  
The McGraw-Hill Foundation, Inc.  
The Mead Corporation  
Merck Company Foundation  
Merit Oil Company  
Microsoft Corporation  
Middle South Services  
Millipore Foundation, Inc.  
Mobil Foundation, Inc.  
Montgomery Ward Foundation  
Morrison-Knudsen Company, Inc.  
Charles Stewart Mott Foundation  
Murphy Oil Corp.  
Mutual of New York  
National Health & Welfare Mutual Life  
New England Business Services, Inc.  
New Jersey Bell  
Norman & Company  
North Carolina Power Company  
Northern Telecom  
Outboard Marine Corporation  
Owens-Illinois, Inc.  
PQ Corporation  
Pacific Lighting Corporation  
J.C. Penney Company, Inc.  
Penn Central Corporation  
Penn Virginia Corporation  
PepsiCo Foundation  
Petro Lewis Corporation

Pfizer, Inc.  
Philip Morris Companies, Inc.  
Pitman-Moore  
Pitney Bowes  
Pitway Corporation  
Pitzer, Inc.  
Projections Unlimited  
Prospect Hill Foundation  
Quaker Chemical Corporation  
Quaker Oats Foundation  
Quantum  
Rainier National Bank  
Arthur D. Raybin Associates  
Reader's Digest Foundation, Inc.  
The James River Corp. Foundation  
Rockefeller Center, Inc.  
Rockwell Int'l Corporation Trust  
Ross, Johnson & Ketersing, Inc.  
SAFECO Insurance Companies  
The St. Paul Companies, Inc.  
\*Salomon Foundation, Inc.  
Schering-Plough, Inc.  
Scott Paper Company  
Seaboard Surety Company  
Joseph E. Seagram & Sons, Inc.  
Sea-Land Employees Good Government Fund  
G.D. Searle & Company  
Security Pacific Foundation  
Shaklee U.S., Inc.  
SIFCO Foundation  
Slocum  
J.M. Smucker Company  
South Central Bell  
The Southland Corporation  
Spargus Tech, Inc.  
Spiegel, Inc.  
Spring Street Foundation  
Square D Foundation  
Sterling Drug, Inc.  
The Stroh Foundation  
Stone & Webster, Inc.  
Sun Company  
Sunstrand Corporation  
Temple-Inland Foundation  
Tessoro Petroleum Corporation  
Thiokol Corporation  
Towers Perrin  
Transamerica Foundation  
Travelers Express Company, Inc.  
20th Century Insurance Co.  
U.S. West Foundation  
Union Bank of Colorado, Inc.  
Union Pacific Corporation  
USG&G  
United Technologies  
Upjohn Company  
The UPS Foundation  
USF&G Insurance Company  
The Vanguard Group, Inc.  
Virginia Power Company  
Warren-King Companies  
The Washington Post Company  
Waste Management, Inc.  
Winn-Dixie Stores, Inc.  
Xerox Foundation

# Bits & PIECES

## Mergers

**Greg Plassman**, to **Melissa Meyers**, both *Akron*, on February 8, 1997.

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

**George Santamouris** to **Beverly Rieber**, both *Bellarmine*, on February 1, 1997, in Louisville, Kentucky.

**Peter B. D. Ocsodal**, *Binghamton*, on July 16, 1994, to Christina Louise Crankshaw at Hendricks Chapel on the University of Syracuse campus.

**Anthony Joseph Soto**, to **Sara Jo Gantt**, both *California State-Long Beach*, on April 26, 1997.

**Lucinda K. White**, *Central Missouri State*, to Troy Fritts, on May 31, 1997, in Warrensburg, Missouri.

**Steve Hall** to **Ellen Dwulet**, both *Florida*, on August 10, 1996, in New Jersey. They are now temporarily living in Hawaii.

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

**Robert Wright** to **Megan Newnam**, both *California-Riverside*, on April 12, 1997, in Palos Verdes Estates, California.

**Donna Meroney**, *Colorado*, on May 17, 1997, to David Catalfamo, in Denver.

**James Trapani** to **Marjorie Stein**, both *CW Post-Long Island*, on November 17, 1996.

**Amy M. Dauer**, *Mankato*, on April 12, 1997, to Chris Morrison.

**Caroline Newnam**, *North Carolina-Chapel Hill*, on May 18, 1996, to Kevin B. Odom, in Durham, North Carolina.

**Laura R. Creel**, *North Carolina-Greensboro*, on March 22, 1997, to James Gray, in Winston-Salem, North Carolina.

**Eric C. Winbigler**, *Ohio*, on March 15, 1997, to Christina

E. Welch, in Marathon Key, Florida.

**Corinne McCreary**, *Penn State-Behrend*, to Darren Schilberg, in Erie.

**William "Bill" Baxter** to **Ann Harney**, both *St. Cloud State*, on October 19, 1996.

**Robert Bonahoom** to **Michelle Kluver**, both *St. Cloud State*, on August 10, 1996.

**Cynthia Bossuyt**, *St. Cloud State*, on June 15, 1996, to Steve Olson.

**Rita Johnson**, *St. Cloud State*, on April 5, 1997, to Brian Witt.

**Brenda Magnuson**, *St. Cloud State*, on June 29, 1996, to Michael Dupont.

**Lee Quirk** to **Kim Gilles**, both *St. Cloud State*, on November 1, 1996.

**Catherine Yates**, *St. Cloud State*, on July 20, 1996, to Paul Stemper.

**Veronica Merino**, *Texas A&M-Corpus Christi*, on February 14, 1997, to Phillip Ayala.

**Beth Gluck**, *Texas Christian*, on January 1, 1996, to Curtis Watson.

**Sarah Lueken**, *Truman State*, on December 21, 1996, to Carol Doyle.

**Stacy Weisbrook**, *Wayne State-Nebraska*, on May 18, 1996, to Jon Hughes, in Lincoln, Nebraska.

**Steve A. Weimer**, to **Wendy M. Clark**, both *West Liberty State*, on April 12, 1997, in Wheeling, West Virginia.

## Dividends

To Brother **Lori Spraitzer Enochian**, *Akron*, and Greg Enochian, on October 4, 1996, a daughter, Jennifer Elizabeth.

To Brother **Linda Dunn**, *Angelo State*, and husband Glynn, on March 23, 1997, a daughter, Elizabeth Kaylyn. She joins three-year-old sister Melody Lynn.

To Brother **Steve Whalen**, *Ball State*, and wife Shelley, on May 6, 1997, a son, Noah Quinn. He joins sister Hannah Marie.

To Brother **Peter B.D. Ocsodal**, *Binghamton*, and wife Christine, on May 8, 1996, their first child, a daughter, Catherine Heather.

To Brother **Cindi Reigle Knell**, *Bowling Green State*, and husband Rob, on March 11, 1997, a daughter, Kirsten Olivia.

To Brother **Mary Miracle Ackley**, *Cincinnati*, and husband Dan Ackley, on April 2, 1997, a son, Troy Daniel.

To Brother **Michelle DeLong Lombana**, *Denver*, and husband Rick, on May 2, 1997, a son, Matthew James. He joins brother Andrew, three.

To Brothers **Marc Franson**, *DePaul*, and **Marilyn Franson**, *Loyola-New Orleans*, on March 2, 1996, a daughter, Elizabeth Marie.

To Brother **Lisa Lautenschloger Graves** (deceased), *Georgia*, and husband Mark, on December 6, 1996, a daughter, Frona. Brother Graves died from pulmonary emboli on January 3, 1997.

To Brother **Deborah Bronn Harker**, *Indiana State*, and husband Steve, on November 8, 1996, a son, Chandler Scott. He joins two-year-old brother Chase Andrew.

To Brothers **Rick Smith** and **Leisa Kussy Smith**, both *Indiana State*, on March 28, 1997, a son, Matthew Phillip. He joins brother Joshua and sister Sarah.

To Brother **John Sunday**, *Lewis*, and wife, on October 18, 1996, a son, John Nessel.

To Brother **Sharon Mullinax Holland**, *Longwood*, and husband Brian Holland, on November 27, 1996, a daughter, Alaina Danielle.

To Brother **Jeffrey K. Pinto**, *Maryland*, and wife Mary Beth, on April 18, 1997, a son, Joseph Barber. He joins Emily, seven, and A.J., five.

To Brother **Steven S. Loher**, *Missouri-St. Louis*, and Janet L. Loher, on November 26, 1994, a daughter, Katharine Elizabeth.

To Brother **Elizabeth Goldblatt**, *Penn State*, and Amy Louis, on February 18, 1997, a daughter, Kate Louis Goldblatt.

To Brother **Robert D. Patterson**, *Penn State-Behrend*, and wife Heidi, on August 23, 1996, a daughter, Rebecca Nicole. She joins Kaitlynn and Kelly.

To Brother **Kathleen Mayberry Bradley**, *San Diego State*, and Larry Bradley, on March 4, 1997, a daughter, Christine Marie. She joins sister Elizabeth.

To Brothers **Arthur and Rosemary Contreras Budman**, both *San Diego State*, on October 5, 1996, a second daughter, Sarah Carlotte. She joins 18 month old sister, Hope Julia.

To Brothers **Roger and Julie Caplinger Lintner**, both *South West Missouri State*, on January 22, 1997, a son Sydney.

To Brother **Kevin D. Kuebler**, *Truman State*, and wife Bonnie, on March 9, 1997, a daughter, Jane Catherine. She joins 20-month-old brother, Adam.

## In Memoriam

(Please Note: 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.)

*Arizona State*  
**Martin T. Farris**-3/97

*Babson*  
**Edward Skingor, Jr.**-11/96

*Buffalo*  
**Alfred W. Nowak**-1/97

*Cincinnati*  
**Donald M. Alcocke**-3/96

*Georgetown*  
**Otto H. Salzman, Jr.**-12/96

*Georgia*  
**Lisa L. Graves**-1/97

*Georgia State*  
**Thoben F. Elrod**-3/97  
**Thomas R. Luck, Jr.**-5/97

*Houston*  
**Louis Morin**-11/96

*Indiana-Bloomington*  
**Dean A. Grinstead**-11/96

*Iowa*  
**Donald S. Elder**-7/96

*Miami-Ohio*  
**Richard L. Duncan**-12/96  
**James A. Griffin, Jr.**-6/96  
**Charlie L. Wildman**-5/97

*Minnesota-Minneapolis*  
**Edward McVean, Jr.**-8/96

*Missouri-Columbia*  
**Elmer J. Weber**-11/96

*North Carolina-Chapel Hill*  
**Joseph C. Totherow**-3/97

*Northwestern-Evanston*  
**Herman H. Petersen**-4/97

*Pennsylvania*  
**Anthony Schweikart, Jr.**-1/97

*Pennsylvania State*  
**Blair E. Henderson**-3/96

*Pittsburgh*  
**Roy C. Bowers**-2/96

*Tampa*  
**Geoffrey R. Garson**-10/96

*Tennessee*  
**Jack R. Webster**-2/97

*Wisconsin-Madison*  
**Earl Numrich**-2/96

# All-Out Effort by Many Created

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

Much has been written about the creation of the Central Office building and this has been well documented. Other than make reference to the basic facts that may provide you with necessary background, I'd like to focus on the people and events that produced the final result.



## The Seed

A permanent Central Office building for Delta Sigma Pi was probably an impossible dream of H.G. "Gig" Wright from the day he moved in to the offices at 222 West Adams Street in downtown Chicago back in 1926. The dream remained remote even though Grand President Allen Fowler, Pennsylvania, kept it alive by creating a reserve fund for it in 1949. For the next few years, a token sum was allocated to this fund from annual operations. Although this kept the dream alive, it became obvious that it would take a lifetime before funds would be sufficient to make the building a reality.

## The Spark

Things changed in 1953 at the Denver Grand Chapter Congress when Wright expressed his intention to officially retire at the next Congress (Detroit 1955). Effective at the close of the Denver Congress, he planned to turn over his administrative responsibilities to a successor, who turned out to be me, keeping only his title until Detroit. This placed Gig on the sidelines and allowed key

Fraternity people to plan for his retirement appropriately, and with some degree of secrecy and surprise.

The search for something that would adequately recognize Brother Wright's outstanding contribution to the Fraternity began with a committee of Past Presidents headed by Edwin Schujahn, *Wisconsin*, taking on the task. Many ideas were received and rejected as being inadequate or not having lasting value. In April 1954 it was decided that a Central Office should be created and dedicated to Gig.

It was felt this was probably the only goal he had not achieved in his 31 years of service to Delta Sigma Pi. This decision provided the spark.

With enthusiasm, Grand President Robert Busse, *Rutgers*, provided the green light for this project and kept it "green" until its conclusion. [Editor's Note: Brother Busse was recently honored with the Fraternity's 1996 Lifetime Achievement Award.]

The machinery was set in motion immediately by a horde of members and non-members to attain the goal in the allotted time period. To this day, it is difficult to imagine the large number of people who pitched in to make Gig's dream a reality.

## The Exploration

The first step was to find a suitable location. To this end a number of criteria was established:

- the most important was a central location within 300 miles of Chicago (the approximate geographic center of the Fraternity)
- a city or town at which we had a strong collegiate chapter (fitting this pattern were Evanston and Champaign, Illinois; Milwaukee and Madison, Wisconsin; Ann Arbor, Michigan; Bloomington, Indiana; and Oxford, Ohio).

I visited each of these locations and comparisons were made relative to costs, possible sites, and something even more

important—the attitude of university officials concerning our establishment of Delta Sigma Pi headquarters on their campus.

I visited three of these campuses with Rudolph Weber, *Northwestern*, an alumnus who took time from his business to make the trip to Illinois, Indiana and Miami of Ohio in Oxford.

At Indiana, faculty member John Mee, *Ohio State*, showed us a fraternity row that had a vacant area offering a good location. After arousing our interest he said, "now go to Oxford, Ohio." That happened to be our next stop and we were intrigued and puzzled by his statement.

We soon found out as we were warmly greeted by Miami University officials, our chapter officers and faculty members, and the heads of Beta Theta Pi, Phi Kappa Tau and Phi Delta Theta, all of whom had their headquarters in Oxford. After assuring us of their desire to have us move the Central Office to Oxford, they opened their books to give us specific costs of operations which were much to our liking. We soon realized that Delta Sigma Pi could afford to live in Oxford, where we would also have ready-made acceptability. In all of the other locations we investigated this was not true.

A follow-up visit by Grand President Bob Busse and Grand Council members J. Harry Feltham, *Johns Hopkins*, Homer Brewer, *Georgia State*, confirmed our findings and their enthusiasm convinced the Board of Directors that this was the place for us.

The next step was an amendment to By-laws permitting the move from Chicago to Oxford. This amendment passed readily and construction was underway.

## Finances and Campaign

A look at our Central Office Building Fund was frightening as it contained only \$7,000. A second avenue of financing to us was the Fraternity's National Endowment Fund.



Former Executive Director James D. Thomson (left) and Past Grand President Allen Fowler, along with many other devoted Deltasigs, saw to it the Fraternity was properly housed in a fine facility.



Construction began in November 1955 with a completion date of May 1956. A severe winter handicapped the builders for several months and the date was pushed back to September 1956.

# The Central Office Building

in which chapters could make loans for chapter houses. But for the Central Office to make a similar loan required another law change. By now, the membership is fully aware of our sincerity and



and guests visiting the Central Office today are in this elegant foyer, designed in an authentic Williamsburg motif.

termination to proceed with the building and it enthusiastically approved the change. This made an additional \$20,000 available for the project. Of course, this did not come close to what we needed, so we decided to let everyone in to the act by making a financial contribution. Dean Coulter, *Northwestern*, Henry Lucas, *Braska*, and I put together a campaign. Coulter's experience and Henry's handling of the mailings through his firm were paramount to success. During the campaign we had developed a slide presentation to promote interest in building and encourage contributions from the chapters. To facilitate moving the equipment to and from chapter to chapter, an insulated case was purchased for the mini-projector and slides. The case was advertised as ideal for keeping a six-pack

of beer cold for several hours. After a presentation, to Beta Iota Chapter at Baylor and during the discussion period, one member in all seriousness asked: "Jim, I am interested in what happened to the six-pack of beer."

The campaign sought to solicit alumni for modest sums and chapters were asked for a dollar per member. More than \$18,000 was raised, with nearly all chapters participating. This was not a great amount by today's standards, but quite substantial at the time, considering the size of Delta Sigma Pi and how World War II had affected our chapters.

Realizing that \$45,000 would not be enough, we turned to our Chicago Bank, with whom we had been doing business for more than 30 years, for a loan. To our surprise we were turned down cold. Off to Oxford again were old faithfuls Homer Brewer, Harry Feltham and myself.

Don Shera, president of the Oxford National Bank, took one look at our plans and asked, "Okay, how much do you need?" At this point we could not give him a figure that met his limitations, so he suggested we talk to the president of the First National Bank of Hamilton. A phone call revealed that he would not be available until the following day, after we had left for home.

To accommodate us he agreed to break away from his dinner date at the Hamilton Club and give us ten minutes. We rehearsed our pitch on our way over to the club and we must have done well, because in less than the allotted time he said, "Whatever Don can't cover, I will." Boy, were we ever jubilant! Another confirmation of the status of the Fraternity headquarters in Oxford.

## Site Purchase

When Rudolph Weber and I first visited Oxford we were told about a doctor's home that was for sale and strategically located across the street from the heart of the Miami campus. This property intrigued us. Although we were on a tight schedule, we took time to inspect this house with a local realtor and a contractor with remodeling costs in mind. We also looked at lots that were available next to the campus. Both were presented to the Board of Directors, but the house was eliminated



The Founders' Room at the Central Office, commemorating the four young men who founded Delta Sigma Pi, contains authentic Williamsburg features. The cabinets, doors and moldings are made of hand rubbed solid cherry wood. The floor is made of random width oak planking with rough cut nails similar to those used at Williamsburg and the furnishings carry out the Williamsburg motif.

from consideration in favor of a sizeable lot on which a Georgian-style building could be erected. This would be in keeping with the structures and overall motif of the Miami University campus.

George Alexander, *DePaul*, an attorney, and I set off from Chicago for Oxford to close the deal on about an acre of land directly across the street from the campus. To this day I would wager that George still recalls our session with the small-town lawyer. His methods were so different from what George was used to in Chicago that the closing took twice as long as was expected. It turned out very legal and the lawyer, later a judge, was really a fine fellow once we understood his ways.

## The Construction Team

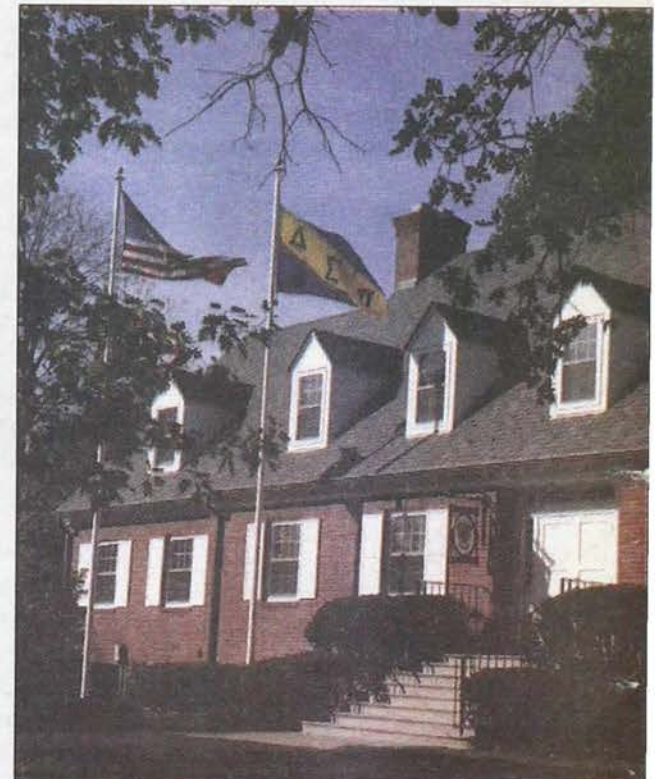
A key man concerning construction was Robert Lewis, *Northwestern-Beta*, who was on the Grand Council at that time. He provided guidance and advice during the whole project. Being close to me in Chicago it was convenient for us to meet for lunch frequently to discuss problems and review plans. Almost every decision that was made had some input from Bob, for which I was most grateful.

We were really fortunate in

finding our architect. Wertz and Small were two members of the Miami architecture department faculty who had their own business aside from teaching. The best part was that they were both enthusiastic about Georgian design and very familiar with Williamsburg, Virginia.

Close to campus then and now is the Phi Delta Theta headquarters building, an adaptation of the Governor's Palace at Williamsburg.

(continued on page 14)



The Central Office building has served for over 40 years and is poised well to continue meeting the Fraternity's needs.

It was most fitting, therefore, that our headquarters follow suit. We did so with a modification of the Raleigh Tavern. My rough layout was turned over to the architects for their conversion. Accordingly, we sent a copy to architect Steven Lesko, Western Reserve, who provided suggestions for consolidation.

Our next bit of luck was the introduction of Arthur Conrad, Miami superintendent of buildings and grounds, to the team. He quickly solved our predicament of having a design that was really too wide for the very deep lot we had. He suggested we place the building sideways, which would make a fine fit and at the same time accent the front staircase and the facade. Art later planned and supervised the landscaping of the entire tract of land. He also came in very handy when we needed much fill for the rear of the lot. It just happened that enough fill from a university project mysteriously showed up one day.

The last piece of luck was the addition of Al Kemme, an interior decorator, who was a true Williamsburg buff. He not only selected all interior colors and furnishings, but also

designed the Founders' Room cabinets, doorways and moldings, and wood trim.

The influence of these men made a Williamsburg believer of me and they looked upon the Central Office building as their own and were devoted to it.

## Construction

Actual construction began about November 1, 1955. Despite the very bad weather which plagued our progress, some advancement was made. Although we were several months from completion we occupied a portion of the building on September 2, 1956. A report of this hectic move from Chicago was recorded in the Diamond Issue of *The Deltasig*. Our life at the Central Office in make-shift surroundings with a completely new staff kept us in a hectic status for many months.

The team in Oxford was augmented by Raymond Flodin, DePaul, who was appointed Executive Secretary. He immediately adopted the building and was invaluable while we struggled to begin operations. He deserves to be applauded.

Also among the new recruits was Jane Lehman, a long-time resident of Oxford and a daughter of Halsey Ramsen, *Johns Hopkins*, who was a member of the Miami faculty. Jane was priceless when it came to selecting staff members as she knew everyone in Oxford. She also provided the key to finding services. I'm not sure how we would have survived without her.

Before the building was completed we were paid a visit by Past President Howard Johnson, Georgia State. When touring the Founders' Room I pointed out all the authentic Williamsburg features of the cabinets and wood trim.



Gathered outside the front stairway of the Central Office in Oxford prior to its completion are Delta Sigma Pi national officers and business faculty from Miami University.

Howard noticed the bare plywood floor and inquired about what we intended for permanent flooring. I told him we had random width oak planking and were searching for some rough-cut nails similar to those used in Williamsburg. He immediately offered to make some for us at the Atlantic Steel Company, of which he was president. Soon a whole keg arrived, of which we used only a portion. Today, quite a few homes in Oxford feature authentic, nailed flooring, thanks to this special keg!

The cabinets, doors and moldings of the Founders' Room are made of solid cherry wood. This was specified by Al Kemme, the interior decorator, and ordered by the contractor. After some wait I was told that the cherry wood had arrived and was in the millwork shop. I went right over, walked through the shop and couldn't find it. Actually, I had walked by it, not expecting to see rough-hewn planks with the bark still on the edges. It was very hard to visualize the beautiful cabinets and trim they would make.

The next episode about the Founders' Room started when it was time to finish the cherry woodwork. No one seemed to have any knowledge or experience with this. Accordingly, the architects contacted the Pittsburgh Paint Co. for instructions.

They were delighted to learn of the project and set forth a series of steps involving extensive hand rubbing. The painting contractors wanted no part of this, which created a problem.

A week or so later the architect, Kep Small, showed

up in my office on a Monday morning on the pretext of discussing the cherry finishing. We then trotted upstairs and to my amazement, the hand rubbing was done. It developed that a couple of dozen volunteers from Miami's architecture department had spent the weekend hand rubbing the entire room. Kep called it a "class project," which certainly merited recognition from me. One more plus for being a part of Miami University!

Another incident I will never forget was a Board of Directors' meeting when the building was in its final stages of completion. At this point, a number of meetings had been held with discussions of budget

over runs and the need for additional expenditures. At the meeting the subject was the purchase of furnishings of the Kittinger quality to carry out the Williamsburg motif and complete the Founders' Room. Things were going badly with mounting opposition until Bob Hughes, Pennsylvania, came up with the winning statement: "To turn down this request would be like leaving the headlights off of a Cadillac." I never look at the elegant Founders' Room without hearing Bob's statement! [Editor's Note: Brother Hughes, a long-time Fraternity supporter, is being honored at the New Orleans Congress by having the Congress Attendance Award named in his honor.]

On May 18, 1957, the Central Office was formally dedicated and presented to H.G. Wright, who was in attendance at the appropriate ceremonies held in Oxford.

I hope the few incidents I have mentioned confirm my initial statement about the wonderful team that created the Central Office. It has survived almost 50 years and with the care it now receives should easily make it another 50. It was a terrific team that made it all happen. Their efforts deserve our thanks. ▲



Grand President J. Harry Feltham and Executive Secretary Raymond Flodin participate in the ground breaking ceremonies for the new Central Office in September 1955.



Jane Nelson working in the membership records and addressograph room in the Central Office in Oxford shortly after it was completed. Jane passed away at age 76 on May 12 of this year. She worked for the Fraternity for 17 years and be-friended many Brothers over that period.

# Mr. & Mrs. Sidney A. Sparks 1997 Collegian of the Year

The Mr. and Mrs. Sidney A. Sparks Collegian of the Year Award recognizes the most outstanding collegiate member of the Fraternity. It is based on scholarship, extracurricular activities, Fraternity service, and demonstration of responsibility of conduct according to the highest standards of business ethics and integrities.



Richard D. Foster, 1997 Collegian of the Year

*"'Luck' comes from careful preparation and determination. I have been 'lucky' with school, Delta Sigma Pi, and life. The past five years of my college career have offered many opportunities for me to develop. I have taken advantage of each to the fullest. The feelings of brotherhood and lessons of leadership that I have experienced at Grand Chapter Congress, Leadership Academy, Regional Conferences, OTIS, and every chapter meeting have been instrumental in the development of my character, personality, and professional demeanor."*

**R**ichard D. Foster, a graduate of Central Missouri State and alumnus of Iota Omicron Chapter, has been named the 1997 Mr. & Mrs. Sidney A. Sparks Collegian of the Year.

Rich has served Iota Omicron Chapter as President and Senior Vice President. He has maintained a 3.8 grade point average, majoring in computer information systems and marketing.

Brother Foster was named the Midwestern Regional Collegian of the Year and received a scholarship and jeweled Fraternity badge made possible by the Clyde Kitchens/Thoben Elrod Foundation. In August, he will receive special recognition during a presentation at Grand Chapter Congress and is eligible for a graduate scholarship made possible by Mr. and Mrs. Sidney A. Sparks through the Delta Sigma Pi Leadership Foundation. Also in August, he will begin a two-year term on the Fraternity's Executive Committee and Board of Directors.

Rich's service and commitment to Delta Sigma Pi includes presentations to regional and officer training seminars, as well as attendance at local, regional and national events. He also worked to encourage interchapter relations and spearheaded efforts to enhance the relationship between student organizations in the College of Business and Economics at CMSU.

Brother Foster has been actively involved at the university and community level, serving as a member of the Student Government Association, Data Processing Management Association and American Marketing

Association. He has participated in community service projects including trash pick-ups, the Multiple Sclerosis 150 and Mortar Board children's Halloween night. He has served the university at large through membership on committees and roundtables focusing on the role of technology in higher education.

His professional activities include two internships, one with Sprint and one with Extended Campus. "I have expanded my horizons through international travel and as an exchange student in Sweden," he adds. "Tutoring students has also presented me with opportunities for personal growth."

Foster is a member of the Phi Kappa Phi Honor Society and Mortar Board; received a Regent's Scholarship; has been named to the Dean's List; and is recipient of a Marketing Achievement Award.

Throughout his many activities, "Rich has exhibited a deep sense of responsibility and moral character," said Kim Andrews, Director of the Center for Business and Economic Research and a member of Iota Omicron Chapter at Central Missouri State.

Andrews continues: "As a student, Richard has shown himself to be exceptional... [At the chapter] as a result of his enthusiasm and interpersonal skills, the motivation of his fellow officers and the members at large has reached a new high... He has demonstrated a tremendous growth in his ability to achieve goals through others in the Fraternity."

Delta Sigma Pi salutes this outstanding leader▲

## Farewell: It's Been A Great Two Years

by Boyd Pederson, 1995 Collegian of the Year

**I**t is with mixed feelings that I look toward this year's Grand Chapter Congress. While I know Congress holds in store countless memories, stories, and laughs, it will also mark the conclusion of my term as a Collegian of the Year on the Executive Committee of the Fraternity. College graduation presents a person with all new opportunities; with all of the changes in my life over the last two years, however, Delta Sigma Pi has remained a constant.

Not only has my involvement in the Fraternity, as a National vounteer, continued uninterrupted, but the friendships that remain closest from college are those who were my Brothers in college, and will be for life.

Being Collegian of the Year presented me with some fantastic experiences and opportunities. I have been able to visit other chapters and functions from around the country, from Hawaii to Georgia, and New Orleans to South Dakota. I've met hundreds of Brothers, and seen that while all chapters are different and

have their own personalities, we are all connected by the bond of Brotherhood. Of course, with every opportunity there is some work involved; however, I have learned volumes about the Fraternity itself, its chapters and members, and how it operates on the national level. Professionally, my work as Collegian of the Year continues to groom my networking skills, teamwork skills, and management skills.

I can't encourage collegiate Brothers enough to apply for Collegian of the Year. The benefits from this position are boundless. If you are not interested, is there someone in your chapter that would fill the position well? Who in your chapter is the "go to" person, or the person that always has new ideas for events? Is there someone in your chapter that has ideas that are best carried out for the Fraternity on a national level? Is there someone that never misses an event or meeting, or who is always promoting, selling, or recruiting for the Fraternity? Every chapter should honor such a Brother

with a nomination this fall for Collegian of the Year.

Applying for the Collegian of the Year position is not difficult. If you have enjoyed your years as a collegiate member; if you have learned a lot from your Fraternity involvement; and, if you have many memories of the events that you've attended, your application will practically write itself. As a Collegian of the Year, you will be shaping the future of the entire Fraternity; as such, your creativity is at a premium. What ideas and concerns will you bring to the table? What issues do you believe should be addressed? You may hold the answers to these questions. The Fraternity awaits your actions.

As the departing Collegian of the Year, I must say I have thoroughly enjoyed my two years on the Executive Committee; I have learned a lot, and look forward to returning to the EC. I will miss my friends on the EC and at the Central Office; while I know we will remain in touch, it may, regretfully, be less frequently over the next couple of years▲



# Clyde Kitchens/Thoben Elrod

## 1997 Regional Collegians of the Year

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

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

Brother Clyde Kitchens was initiated into Kappa Chapter at Georgia State in 1929 and served as Chapter Advisor. He passed away in 1969.

Brother Thoben Elrod was a 1936 initiate of Pi Chapter at Georgia where he served as Chancellor. He also served as a national officer, was a member of the Golden Council and a voting member of the Educational Foundation. Brother Elrod passed away on March 30 of this year at the age of 82.

### Emily A. Ahachich, North Central Region



Nu Tau Chapter — St. Thomas  
**Major:** International Business/  
Operations Management  
**GPA:** 3.5  
**Chapter Offices Held:** Senior Vice  
President, Vice President of Finance  
**Honors and Activities:** 1997-98  
Rotary International Cultural Ambassador-District 50  
Alpha Mu Gamma Honor Society, 1996 Leadership  
Academy attendee

### Jordan Armitage, Pacific Coast Region



Lambda Pi Chapter— San Diego  
**Major:** Accounting  
**GPA:** 3.93  
**Chapter Offices Held:** President,  
Senior Vice President, Vice President  
for Chapter Operations, Chancellor  
**Honors and Activities:** University  
of San Diego Presidential Scholarship 1993-1997,  
Dean's List First Honors-All Semesters, Beta Alpha Psi  
Superior Member Award 1995-96, Beta Alpha Psi  
Accounting Honor Society, Beta Gamma Sigma Busi-  
ness Honor Society

### Steven M. Bailey, East Central Region



Alpha Omicron Chapter — Ohio  
**Major:** Business Administration/  
Management Information Systems  
**GPA:** 3.8  
**Chapter Offices Held:** Vice Presi-  
dent for Professional Activities,  
President  
**Honors and Activities:** Golden Key National Honor  
Society, Executive MBA Award for All Around Excel-  
lence, John Stinson Scholarship 1996-97, Robert L.  
Munger Jr. Memorial Scholarship, Copeland Scholar  
Scholarship Program

### David M. Carmany, Atlantic Coast Region



Beta Eta Chapter — Florida  
**Major:** Finance  
**GPA:** 3.81  
**Chapter Offices Held:** Vice  
President for Professional  
Activities  
**Honors and Activities:** President  
of Portfolio Management Association, Member of  
President's Council, Golden Key National Honor  
Society, President's Outstanding Student Award

### Sheldon M. Dubrowin, New England Region



Nu Sigma Chapter — Roger Williams  
**Major:** Computer Information  
Systems  
**GPA:** 3.24  
**Chapter Office Held:** Vice Presi-  
dent for Chapter Operations  
**Honors and Activities:** Treasurer  
for Hillel-Jewish Organization on Campus, Student  
Database Programmer, Student Computer Technician  
and Lab monitor and Consultant for Roger Williams  
University

### Michael W. Gravitt, South Central Region



Kappa Nu Chapter — Longwood  
**Major:** Business Administration/  
Management Information Systems  
**GPA:** 3.6  
**Chapter Offices Held:** Vice  
President for Professional Activities,  
Vice President for Chapter Operations  
**Honors and Activities:** National Alliance of Blind  
Students— President and Secretary, Old Dominion  
Alliance of Blind Students—Founder and President,  
Student Organization for Disability Awareness, Alpha  
Phi Omega Service Fraternity

### Jennifer J. E. Jung, Southeastern Region



Nu Pi Chapter — Kennesaw State  
**Major:** Business Admin./Management  
**GPA:** 3.70  
**Chapter Offices Held:** President,  
Vice President for Pledge Education  
**Honors and Activities:** Golden Key  
Honor Society, Leasing Coordinator  
for Frank Jackson Lincoln Mercury, Underwriting  
Support Specialist for Canada Life Assurance Company

### Clare H. Kelly, Rocky Mountain Region



Zeta Kappa Chapter — Western State  
**Major:** Accounting  
**GPA:** 3.14  
**Chapter Office Held:** Historian  
**Honors and Activities:** Neil Casson  
Accounting Scholarship, WSC Non-  
Resident Academic Scholarship,  
Solutions Scholarship, WSC Leadership Certification  
Program

### Jennifer E. Kimpflein, Central Region



Kappa Psi Chapter — Bellarmine  
**Major:** Accounting/Business  
Administration  
**GPA:** 3.17  
**Chapter Offices Held:** President,  
Senior Vice President, Vice President  
for Chapter Operations, Historian  
**Honors and Activities:** Bellarmine College Academic  
Scholarship, National Dean's List 1996, Gouverneur H.  
& Dorothy P. Nixon Scholarship, member of Kentucky  
Society of CPA's

### Kendra K. Light, Eastern Region



Beta Xi Chapter — Rider  
**Major:** Actuarial Science  
**GPA:** 3.79  
**Chapter Offices Held:** President,  
Vice President for Chapter Operations  
**Honors and Activities:** Dean's List  
every semester, National Dean's List,  
Omicron Delta Kappa Leadership Honor Society, Pi  
Delta Phi National French Honor Society, Rider  
University Judicial Board and Ensemble Band

### Russell Lee Montgomery, Gulf Western Region



Lambda Nu Chapter — Texas A&M-  
College Station  
**Major:** Accounting  
**GPA:** 4.0  
**Chapter Office Held:** Vice President  
for Professional Activities  
**Honors and Activities:** Academic  
Achievement Award and Scholarship, Golden Key  
National Honor Society, Texaco Accounting Scholarship,  
Phi Kappa Phi Honor Society



**Amy M. Morgan, Southwestern Region**



Delta Epsilon Chapter— North Texas  
**Major:** Accounting Control Systems  
**GPA:** 3.2  
**Chapter Offices Held:** President, Senior Vice President  
**Honors and Activities:** Gamma Beta Phi National Honor Society, Dean's List, intern CPA firm and Southwestern Medical Center.

**Peter Mosienko, South Atlantic Region**



Beta Omega Chapter — Miami  
**Major:** International Finance/Marketing  
**GPA:** 3.7  
**Chapter Offices Held:** President, Vice President for Professional Activities, Vice President for Pledge Education, Chancellor, Treasurer  
**Honors and Activities:** National Dean's List, Study Abroad Program – Sophia University in Tokyo, Internship immigrations office of U.S. Senator Connie Mack

**Yves Raphael Mueller, Great Lakes Region**



Eta Mu Chapter — Northern Illinois  
**Major:** M.B.A./International Business  
**GPA:** 3.33  
**Chapter Office Held:** President  
**Honors and Activities:** University Strategic Planning Committee, International Relations Club officer, Swiss Army, Sigma Iota Epsilon Honorary Management Fraternity, Management Student Advisory Board

**Christine Pennington, Gulf South Region**



Eta Upsilon Chapter — West Florida  
**Major:** Accounting  
**GPA:** 3.81  
**Chapter Offices Held:** Vice President of Finance  
**Honors and Activities:** John C. Pace Scholarship, Florida Institute of CPA's Scholarship, Dean's List, President's List, Phi Theta Kappa Honor Fraternity, Beta Alpha Psi Honor Accounting Fraternity

**Jennifer C. Reed, Western Region**



Lambda Mu Chapter — Pacific  
**Major:** Business Administration/Accounting  
**GPA:** 3.6  
**Chapter Offices Held:** Vice President for Professional Activities, Senior Vice President  
**Honors and Activities:** Beta Alpha Psi Accounting Society, Regents' Scholarship 1993-97, San Joaquin CPA Society Scholarship, President's Honors Recipient

**Jeffrey J. Sant, Mideastern Region**



Iota Kappa Chapter — James Madison  
**Major:** Finance  
**GPA:** 3.65  
**Chapter Office Held:** Senior Vice President  
**Honors and Activities:** Golden Key National Honor Society, President's List, Beta Gamma Sigma Business Honor Society, Student Advisory Council, 1996 EDS Case Competition

**Lisa Ann Simmons, Mid-South Region**



Zeta Theta Chapter — Western Kentucky  
**Major:** Accounting  
**GPA:** 3.56  
**Chapter Offices Held:** Vice President for Chapter Operations  
**Honors and Activities:** National Dean's List, University Honors Scholarship, Omicron Delta Kappa Leadership Honor Society Treasurer, Beta Gamma Sigma Business Honor Society

**Carrie L. Wiles, Allegheny Region**



Alpha Kappa Chapter — Buffalo  
**Major:** Finance/Management Information Systems  
**GPA:** 3.1  
**Chapter Offices Held:** Senior Vice President, Historian  
**Honors and Activities:** Worked almost full time – employers include Blue Cross Blue Shield, Our Lady of Victory Homes of Charity in public relations, Kelly Temporary Service

**Erin P. Nunes, South Pacific Region**

Kappa Mu Chapter — Cal Poly State  
**Major:** Accounting/Finance  
**GPA:** 3.37  
**Chapter Offices Held:** Vice President for Pledge Education  
**Honors and Activities:** Cal Poly Open House Director of Special Events, Accounting Club, Dean's List, Student Accounting Advisory Council, Advisement Assistant with Engineering Advisement Center

**Catherine A. Paruch, Huron Region**

Gamma Theta Chapter — Wayne State  
**Major:** Marketing/Logistics  
**GPA:** 3.5  
**Chapter Offices Held:** Senior Vice President  
**Honors and Activities:** Student Senate, American Marketing Association President, Samuel and Leonard Fink Memorial Scholarship, Wayne State Supplemental Instruction Leader, Internal Operations Manager for Roots Michigan, L.L.C.

*Editor's Note: Nomination and application packages for Collegian of the Year must be received by the Regional Director from the chapter for its candidate no later than December 15. After a committee, appointed by the Regional Director, has selected a regional winner the Regional Director must submit the application package for the regional candidate to the Central Office to be received no later than January 20. The national winner will be selected from these regional candidates by the Fraternity-wide Selection Committee.*

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# 1997 Chapter Collegians of the Year

Akron – Michelle Massey  
 Baker – Emily Neufeld  
 Ball State – Kara Hoover  
 Bellarmine – Jennifer Kimpflein  
 Buffalo – Carrie L. Wiles  
 California-Berkeley – Christopher Fung  
 Cal Poly State – Erin Nunes  
 California State-Chico – Anne Burns  
 Cal State-Fullerton – Teresa Guterrez  
 Central Missouri State – Richard Foster  
 Christian Brothers – Mark Papachristou  
 Cincinnati – Cara L. Jonas  
 Clemson – Dave Bachman  
 CO-Colorado Springs – Jason Jamison  
 Dayton – Kyle Burkholder  
 Eastern Illinois – Wendy Eilers  
 Florida – David Carmany  
 Florida Atlantic – Melissa Mogor  
 Florida Southern – Kirk Shalosky  
 George Mason – Sean Boyd  
 Georgia – Kristen Hudson

Grand Valley State – Chad Zeualkink  
 Illinois State – Rebecca Wilson  
 Indiana-Northwest – Michelle Miller  
 Indiana-Purdue – Nick George  
 Indiana State – John Krutz  
 Iowa – Joseph R. Willey  
 Iowa State – Tina Derby  
 James Madison – Jeffrey Sant  
 Kennesaw State – Jennifer Jung  
 Kent State – Douglas Blenman II  
 Lewis – Kim Stukel  
 Longwood – Mike Gravitt  
 Louisiana State – Sean Webb  
 Louisiana Tech – Thomas Newbold  
 Marquette – Tim Janke  
 Miami-Florida – Peter Mosienko  
 Minnesota-Minneapolis – Jason Pederson  
 Mississippi – Elaine Wong  
 Missouri-KC – Jon Kevin Kiekbush  
 Nebraska-Lincoln – Maureen McCrudden  
 Nevada-Reno – Ed Harsh

Northern Illinois – Yves Mueller  
 North Carolina-Chapel Hill – Grace Chu  
 North Carolina-Greensboro – Travis Murray  
 North Florida – Teresa Turner  
 North Texas – Amy Morgan  
 Ohio – Steven Bailey  
 Ohio State – Lisa Strong  
 Oklahoma – Candice Ellis  
 Our Lady of Holy Cross – Tanya Stevens  
 Pacific – Jennifer Reed  
 Pennsylvania – David Ross  
 Purdue – Paul Gerstner  
 Rider – Kendra Light  
 Roger Williams – Sheldon Dubrowin  
 Saint Mary's – Linda Blanco  
 Saint Thomas – Emily Ahachich  
 San Diego – Jordan Armitage  
 San Diego State – Jon O. Yip  
 San Francisco – Natalie Calleja  
 San Francisco State – Luis Potencion  
 San Jose State – Annie Cisneros

Shepherd – Tracy Burkert  
 South Dakota – Carey A. Miller  
 South Florida – Michelle L. McGuire  
 Southwest Missouri State – Heather Counts  
 Texas A&M – Russ Montgomery  
 Texas A&M-Corpus Christi – Lelena Gonzales  
 Texas A&M-Kingsville – Gloria Rodriguez  
 Troy State – Ryan Gerstenschlager  
 Truman State – Robert Dorvil  
 Virginia Commonwealth – Tricia Spinner  
 Virginia Tech – Rebecca Stanton  
 Washington-St. Louis – Matthew Bush  
 Wayne State-Detroit – Catherine Paruch  
 Wayne State-Nebraska – Scott Whitaker  
 West Florida – Christine Pennington  
 West Virginia – Eric T. Field  
 Western State – Clare Kelly  
 Western Kentucky – Lisa Ann Simmons  
 Western Michigan – Brook Behm  
 Winona State – Ericka Wegner  
 Wisconsin-La Crosse – Sal Ayooob

## Volunteer Spotlight



**Thomas A. Bankston** was initiated into Eta Theta Chapter at Angelo State University 20 years ago as a Faculty Member. He is Professor of Finance at Angelo State and serves as Faculty Advisor for Eta Theta Chapter. Brother Bankston lives in San Angelo, Texas, with his wife Susan, daughters Celia and Brittany and step-daughter Jennifer. When asked if he had any Deltasig relatives, his answer was "All Deltasigs are Brothers!"



**William E. Mallett** is a 1991 initiate of Eta Upsilon Chapter at the University of West Florida and serves as District Director for that chapter. He is affiliated with and serves as Secretary of the Pensacola Alumni Chapter. Brother Mallett has a position as staff accountant with Grocery Supply Company Southeast and lives in Pensacola, Florida, with his wife Wendy.



**Kerry L. Roberts** was initiated into Lambda Chi Chapter at the University of California-Riverside as a founding member. She serves as District Director for that chapter and is Secretary of the West Hollywood Alumni Chapter. She is also Past President of the Inland Empire Alumni Chapter. Brother Roberts lives in Moreno Valley, California, where she is academic services coordinator at UC Riverside Extension.



**Kelli Ann Smith**, a 1992 initiate of Beta Iota Chapter at Baylor University, serves as District Director for that chapter. She is also President of the Dallas Area Alumni Chapter. She lives in Grand Prairie, Texas and has the position of Environmental Scientist for the U.S. EPA in Dallas as an inspector. She inspects fun places like wastewater treatment plants, dairies, and various industries in her region, which covers the states of Texas, Oklahoma, Arkansas, New Mexico and Louisiana.

# Alumni NOTES

**Kirk Banfield**, *Angelo State*, has relocated from Round Rock to Plano, Texas and has signed on with Campbell Monger Realtors, Inc., a residential real estate firm.

**Joe F. Hildreth**, *Auburn*, has retired as senior vice president and trust officer of First Tennessee Bank in Chattanooga, after 50 years in banking and 26 years with First Tennessee.

**Kim Vernard**, *Ball State*, is an assistant store team leader with Target Stores in Indianapolis.

**Carlos Cruz**, *Ball State*, and his wife **Heidi Miller Cruz**, *Illinois*, have relocated to Shewsbury, Massachusetts. They both have positions with Fidelity Investments.

**Daniel P. Nodar**, *California Riverside*, is a licensed securities and life insurance specialist with 1717 Capital Management Company at the Provident Mutual branch office in Woodland Hills, California.

**Donna Meroney**, *Colorado*, is the senior information system auditor for Blue Cross and Blue Shield of Colorado.

**James Trapani**, *CW Post-Long Island*, is a computer analyst for IBM in Melville, New York.

**Stephen L.A. Black**, *Eastern Illinois*, is senior analyst on the Controller's Administration Staff for the State Farm Insurance Company in Bloomington, Illinois.

Brother Black is a member of the Golden Council of Delta Sigma Pi.

**Patrick G. Blanchard**, *Georgia Southern*, has been named Chairman of the Metro Augusta Chamber of Commerce by its Board of Directors. He will serve as the

Chief Executive Officer of the executive committee, which determines policy of the Chamber and coordinates economic development activities with its partners, the Columbia Chamber of Commerce and Burke County Chamber of Commerce.

He is President of Georgia Bank & Trust Company of Augusta, and is recognized as a Founder and principal organizer of the bank.

Brother Blanchard is a founding member of Epsilon Chi Chapter at Georgia Southern and now serves as Chair-Elect of the Board of Directors of Georgia Southern University Foundation, Inc. and as Chairman of the Advisory Council of the College of Business. He will be among those Brothers who will be recognized at the 1997 Grand Chapter Congress during the Outstanding Alumni Luncheon on Wednesday, August 20.

**Ronald Lundstrom**, *Georgia Southern*, served as the first Department of Accounting's Executive-in-Residence at Georgia Southern University for winter quarter 1997. He did a series of meetings and lectures with accounting and other business classes for two days in January and spoke to approximately 800 students.

Brother Lundstrom is responsible for corporate marketing, administration and finance at Aviation Systems.

**Marvin Turner**, *Howard*, is a managing director with Hopkins Turner Wharton, Inc. He has also been appointed to Supervisory Committee of Washington Telephone Federal Credit Union and the National Advisors Council for the United States Small Business Administration. He has also been named managing director

of L. William Teweles and Company, a Milwaukee based investment banking boutique.

**Thomas A. Connolly**, CPA, *Indiana-Bloomington*, has joined GATX, Corp. as manager-income taxes in Chicago.

**Karen Taritas**, *Indiana-Purdue at Ft. Wayne*, has been named to the 1997-1998 *Who's Who in American Women* and *Who's Who in Finance and Industry*.

**Laura Machado**, *Iowa*, is controller with Star & Crescent Boat Company, DBA San Diego Harbor Excursion, in Coronado, California.

**John Sunday**, *Lewis*, will be competing in Alaska's Klondike Trail Running Relay in September for the second time as a member of a Tennessee team.

**Traci J. Fraley**, *Miami-Ohio*, recently joined Robert Half International in Charlotte, North Carolina, as a recruiting manager, specializing in permanent placement of accounting and financial professionals. She worked previously as a staff accountant for two years with Ernst & Young in Cleveland, Ohio.

**John G. Smale**, *Miami-Ohio*, has been named as one of the Great Living Cincinnatians by the Greater Cincinnati Chamber of Commerce at the chamber's annual dinner. The award is given to Cincinnatians who show outstanding leadership, community service, business and civic attainment and awareness of others' needs.

Brother Smale is retired chairman and chief executive officer of Procter & Gamble and former board chairman of General Motors Corp. He headed the Smale Commission, which studied the city's infrastructure and recommended more than 100 changes.

He joins 75 prior recipients of the award, given annually

since 1967.

**Kevin Sypolt**, *Miami-Ohio*, is an associate director for Swiss Bank Corp. Kevin, wife Jan, and son Philip live in London, England.

**J. Brent Thomas**, *Miami-Ohio*, is senior vice president of Huntington National Bank in Cleveland, manager of commercial banking group-northern region. He and wife Deborah live in Bainbridge, Ohio.

**Steven S. Loher**, *Missouri-St. Louis*, is director of operations with Osborn & Barr Communications, a full-service advertising, marketing, and public relations agency in Clayton, Missouri. He is responsible for all human resources, office and computer operations for the company.

**Dr. H. Nicholas Windeshausen**, *Nebraska-Lincoln*, a professor of Marketing and Management at California State-Sacramento, has been presented a Lifetime Certification by Main Event Management Institute. He has been continuously active in teaching the Basic Course in Model-Netics since he completed the Instructor Training Program in 1971. He has conducted over 60 programs and amassed more certification credits than any other instructor.

**Vincent Bellino**, *Nevada-Reno*, is president of Arlington Central School District Board of Education and is employed by The National Safety Council as account executive for the Defensive Driver Program in New York State.

**Heather D. Procter**, *Nevada-Reno*, is payroll/benefit specialist for Swift Newspapers, Inc. in Reno, Nevada. She was promoted to the position after beginning only a month before as administrative assistant.

**Michael Thomas**, *Nicholls State*, has left United Supermarkets and founded Magnum Resources, an independent distribution and publishing concern. Michael, his wife Cindy and two children, Brenda 11, and Mason, three, live in Lubbock, Texas.

**Rick Spansel**, *Nicholls State*, is human resources manager with Motorola in Austin, Texas. Motorola is sponsoring him in the Executive Master's Program in Human Resources at the University of Texas where he will begin this August. Rick and his wife Jayme has lived in Austin for 11 years. He would like to hear from his Nicholls State Brothers, email him at: spantex@webtv.net.

## Update on "The Walking Deltasig"

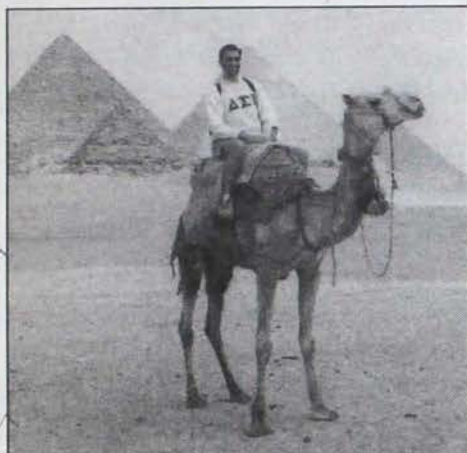
**Ed Langer**, *Pittsburgh*, has surpassed 5,000 miles in his daily walks around Plant City, Florida. Langer, 64, spent eight years using a walker following a car accident in 1985. Doctors didn't expect him to survive, much less ever be able to walk again. It has taken him 27 months and 15 days to reach the 5,000-mile plateau. Langer's accomplishment was recognized by the students and staff of Jackson Elementary School who lined the fence of the ballfield while



Langer did a "victory lap" and then presented him with a plaque. Congratulations, Brother Langer!

*Editor's note: Brother Langer was featured in a DSP Profile in the Winter 1996 issue.*

## Deltasigs are Everywhere!



**Adrian N. Wise, San Francisco State**, was touring the pyramids in Egypt by camel when a fellow traveler spotted his Delta Sigma Pi letters and challenged him from afar. Brother Wise responded but did not have the opportunity to actually meet the Brother. "Who would

have thought I'd meet a Brother over here in Egypt on a camel?" wrote Wise. "We're everywhere!"

**James E. Shaw, North Carolina-Chapel Hill**, is first vice president of Central Carolina Bank in Durham. Jim has been with the bank since 1980 and is currently managing the Information Systems Audit Department. CCB is one of the top 10 banks in North Carolina, with 161 branches.

**Laura Gray, North Carolina-Greensboro**, is in the training department for the loan servicing side of the finance division of Oakwood Acceptance Corporation. She trains associates the systems and techniques in collections, bankruptcy, repossessions, legal and loss recovery.

**David Albright, North Carolina-Greensboro**, is systems analyst with Cone Corporation in Greensboro. He is busy with preparing computer systems for the year 2000 and reviewing new packages in search of replacement for customer service database systems.

**Ted G. Cwik, Northern Illinois**, is a commercial lines account executive at G.A. Crandall & Company. He has been with the company for 12 years and received the Insurance Industry Professional Designation of C.P.C.U. in 1994.

**Arnerl D. Herrero, Northern Illinois**, is a production auditor at Cooper Lighting. He has been a very active alumnus attending many Eta Mu Chapter events this past semester.

**Karl Madsen, Northern Illinois**, is a software engineer at Lucent Technologies. He is

leading a team of engineers in integrating hardware and software into his GSM Wireless Products.

**Gretchen G. Zimmer, Northern Illinois**, just purchased a second Ford Tractor dealership in Hamilton, Ohio and named it "Zimmer Tractor."

**Vince Akra, North Florida**, president of Akra Travel, has been appointed interim director of the Jacksonville and Beaches Convention and Visitors Bureau until the group finds a new director.

**Ronald Natherson, North Florida**, has been named director of alumni services for the University of North Florida. He has been acting director of alumni services since October 1995. Brother Natherson serves on the Delta Sigma Pi Board of Directors as the Atlantic Coast Regional Director.

**Melissa A. Southan, Ohio**, has a position as analyst with Andersen Consulting in Chicago, working with Peoplesoft.

**Robert C. Merino, Pacific**, has had a position with Addison-Wesley Publishing Company for five years. After a position as an acquisitions editor for Mechanical Engineering textbooks, he became the marketing manager for engineering texts.

**Robert Bowen, Penn State**, has a position as



assistant vice president and senior financial consultant with Merrill Lynch in York, Pennsylvania. He has been with Merrill Lynch for ten years, following six years' with the York Bank Trust Department.

**Gerald Smith, Saginaw Valley State**, is in the Ukraine

with the Peace Corps for a two-year service. His project will be business education and economic development. He will help develop the business infrastructure of the Ukraine, formulating regional marketing plans, importing foreign investments, consulting with local enterprises to improve economic performance, financial and strategic planning and some accounting. The first three months of his adventure will be learning the Ukrainian and Russian language along with culture training.

**John Lee, San Francisco State**, is a management consultant for KPMG Peat Marwick in Taipei, Taiwan.

**Carol Walter, San Jose State**, is an information technology business advisor with Sun Microsystems, Inc. in Mountain View, California.

**John B. Ives, Siena**, is an airline pilot with American International Airways, Inc. in Ypsilanti, Michigan. He has been promoted to L-1011 F/O.

**Rodney D. Cullum, South Carolina**, is a master claims representative with Nationwide Mutual Insurance in Rock Hill, South Carolina.

**Robert L. Faust, Southern Methodist**, is president and owner of Robert Faust Mortgage Company in Dallas, Texas, specializing in commercial mortgage loans in major cities in the Southwest. He has been engaged in the commercial mortgage loan business for over 32 years.

**Toby O'Brien, Southern Methodist**, owns and operates Dallas's first brew pub, Yegua Creek Brewing Company. His scotch ale just won a gold medal at the Great American Beer Festival.

**Shanda R. Gray, Southwest Missouri State**, is the institutional marketing communications specialist with American Century Investments (formerly Twentieth Century)

## Special Alert! All Brothers! Help!

The Fraternity has begun to improve our database and we need your career information. Please send the outlined data by phone, fax, e-mail or mail. The data remains confidential and is used for non-commercial, fraternal uses only. Send other news items as well!

Name: \_\_\_\_\_ Chapter: \_\_\_\_\_

Job Title: \_\_\_\_\_

Company Name: \_\_\_\_\_

Work Address: \_\_\_\_\_

Work Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ e-mail: \_\_\_\_\_

News (promotions, awards, kids, marriage, neat trips, unusual events, hot story ideas, etc.):

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\_\_\_\_\_

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## ALUMNI CHAPTER LOCATIONS & CONTACT PERSONS

Also see our web site (<http://www.dspnet.org>) for contacts nearest you.

Akron-Canton, OH	Jay Martinez	(330) 922-5503	Milwaukee, WI	Terrell & Sue Ford	(414) 442-9950
Albuquerque-Zia, NM	Michael Metcalf	(505) 294-6783	Mississippi Coast *	Janice Souza	(601) 452-4612
Alcatraz, CA	Brian Richison	(415) 337-6431	Mobile, AL*	Eric Chaney	(334) 602-1935
Atlanta, GA	Velvet & Mitch Simmons	(770) 424-4831	Nashville, TN	Jean Duncan	(615) 794-8267
Austin, TX *	Christa Kleinhans	(512) 480-2034	New Orleans, LA	Elizabeth Hartmann	(504) 347-7851
Baton Rouge, LA*	Fred Ruddy	(504) 737-5387	New York City, NY*	Dara Moore	(212) 517-2280
Baltimore, MD	Jeanne Stinchcomb	(410) 799-1448	New York/New Jersey	Brian Kraut	(908) 679-6614
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Miami, FL *	John Cuomo	(305) 689-4915	West Hollywood, CA	Michelle Thornton	(714) 979-8636
Mid-Iowa	Bill Honan	(515) 233-4865			

\* Expansion Location

(As of 6/6/97)

in Kansas City. Brother Gray serves on the Fraternity's Board of Directors as the Midwestern Regional Director.

**John L. Boyle, Suffolk,** is president and founder of Coalition for Intergenerational Equity, an association that promotes laws to head off significantly higher taxes for workers in the 21st century.

**Teresa Doctor, Truman State,** has a position with Tom and Company in the marketing department, in St. Louis.

**Tom Rauenbuehler, Truman State,** is senior client administrator, National Accounts Administration, with United Healthcare in Schaumburg, Illinois.

**Stacy Weisbrook Hughes, Wayne State-Nebraska,** is a staff accountant with Gruntorad and Company, CPA's in Lincoln.

**Asim A. Khan, Winona State,** has started his M.B.A. in international business from New Hampshire College and received an assistantship from the college.

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# Sports Agent Moomjian Manages "Unsung Heroes"

by Terri A. Nagel

*Brother Claire D. Moomjian is owner of CDM Enterprises Sports Licensing & Marketing and brings a unique view to the world of professional athletes.*

"Show me the money!" That seems to be the motto of most professional athletes nowadays. Turn to the sports page of any major newspaper and someone's record-breaking contract is shouting at us from the headlines. Certainly sports is BIG business, but have the agents and athletes gone mad in their quest for the major endorsement? Is the money all that counts anymore?

To better understand the business of professional sports, you need to talk to someone who's on the inside track. Delta Sigma Pi Brother Claire D. Moomjian is an insider. A 1984 University of Akron graduate, Brother Moomjian was initiated into Theta Kappa Chapter in 1983. She did not serve as an officer of the chapter but was active on numerous committees and especially instrumental in organizing social and community service events.

She went on to attend St. John's University in New York where she received a graduate certificate in sports management/athletic administration. During this period she served as a founding member and president of the New York Alumni Chapter and attended

the 37th Grand Chapter Congress in St. Louis as a delegate.

She interned with CBS Sports and the New Jersey Devils and was the licensing director for Front Row Trading Cards. Currently, as the owner of CDM Enterprises, Brother Moomjian works with active and retired athletes, negotiating advertising and merchandising contracts, as well as securing licensing and product endorsements for them. She also arranges speaking and personal appearances for her clients. But, her company's goal is unique from most in the sports' world, in that the "big bucks" isn't the ultimate prize.

Brother Moomjian takes a very personal view of the athletes she represents. "There are a lot of athletes out there who are definitely after nothing more than the money," she says. "I've talked with athletes who have stated outright that they only plan on playing long enough to get the big contract and then they're out of there. But I won't work for someone with an attitude like that."



Retired greats Joe Morris (Giants) and Jim Krick (Dolphins) at the Super Bowl XXXI football game.



Brother Moomjian and Giants player Michael Strahan at a golf outing in New Orleans during Super Bowl XXXI.



Brother Claire Moomjian with New York Yankee baseball Hall of Famer Whitey Ford, works to foster a good relationship with her clients, not just to better understand them, but also to better serve them.

Ms. Moomjian's clients, while not necessarily media stars, are professionals in the truest sense of the word.

"I try to work with athletes that I feel are good role models and will be accountable for their actions," she states, "Those I call the 'unsung heroes' of professional sports."

Is there such a creature in this business? Apparently so. You won't usually read about them in the headlines, but they are athletes who are very dedicated to their sport and the responsibility that goes with being in the public eye.

Dallas Stars hockey player Pat Verbeek, LPGA golfer Kristal Parker-Gregory, Olympic gold medalist Michele



Brother Moomjian and NHL Dallas Stars player Pat Verbeek. At the time of this photo Pat Verbeek was playing for the Rangers.



Brother Moomjian spends some time with NFL Cowboys Hall of Famers Randy White and Tony Dorsett.

Smith, and Chicago Bears defensive back Dwayne Joseph, are just a few of her "unsung heroes."

While these athletes don't have the high profile of a Dennis Rodman or a Mike Tyson, they don't have the notoriety either. They take their sport and their visibility seriously.

Brother Moomjian cites Dwayne Joseph as a prime example of an unsung hero. "Although he's not a marquee name, Dwayne knows that there are doors open to him now that may not be in the future," she explains, "So he's laying the foundation to do something constructive for the future." While sitting out the last season due to an injury, Joseph went back to grad school. He travels throughout the Chicago area, speaking at inner city schools with an anti-drug/anti-gang message, and about breaking out of a potentially destructive life-style. He's also established a foundation specifically targeting "at risk" inner city youths.

Golfer Kristal Parker-Gregory is another who is actively involved with several youth charities. She, too has her own scholarship foundation for students in Ohio, and every year she plays in a charity golf tournament to raise funds for a local food bank.

Hockey player Pat Verbeek is a former spokesperson for the American Cancer Society's Pediatric Division. He doesn't think twice about stopping by a hospital ward unannounced just to visit

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**"I try to work with athletes that I feel are good role models and will be accountable for their actions," she states, "Those I call the 'unsung heroes' of professional sports."**

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with the kids. Two years ago, during the hockey lock out, Pat used his time to voluntarily coach a youth hockey team.

Most of Brother Moomjian's clients work closely with youth athletics and charities during their off seasons.

"The athletes I work with take their responsibilities as role models seriously," Ms. Moomjian relates, "They might not necessarily have wanted to be a role model, but they recognize that as a professional athlete it just goes with the territory."

Olympic softball player, Michele Smith is a good illustration of that. Although widely recognized in the softball world, it wasn't until the U.S. team won the gold medal at the 1996 Summer Olympic Games that she received international recognition. "Role models aren't perfect," Michele states, "I'm certainly not perfect. But the point of being a role model isn't perfection. It's about helping and encouraging

others to do and to be their best." Now she's taking advantage of her recent celebrity, but not necessarily to benefit financially. Michele has been busy traveling the country speaking to students about a variety of topics ranging from drugs to perseverance in the face of adversity.

If this all seems a bit too altruistic for you, don't worry. After all, it is professional sports we're talking about, and Brother Moomjian remains pragmatic. "Don't get me wrong, it is a business we're talking about and we need to make money," she explains, "But I do believe that the bigger agencies and corporations need to start more aggressively promoting responsible athletes like these rather than the media divas we always seem to hear about."

There's no duplicity here, either. Brother Moomjian strives to maintain the same standards of accountability that she expects of her clients. Because she believes that marketing "is such a personal aspect of someone's life," she makes every effort to foster a good

relationship with her clients, not just to better understand them, but also to better serve them.

"For example, if my client doesn't drink beer, why should I go after a beer commercial?" she explains, "If someone has the opportunity to endorse a shoe company, but I know that she doesn't like the corporate image or she thinks the shoes hurt her feet, then I wouldn't try to match them up."

It's this personal touch that scores big with her clients. "She does a good job," Dwayne Joseph states, "She's always concerned about me not just from a business standpoint, but for me as a person too."

Joe Morris, a retired New York Giants running back agrees, "Players want to trust everyone they meet, but not everyone has your best interests at heart. Claire is someone who is honest."

Athletes with integrity and an honest agent. Thanks to people like Brother Moomjian and the athletes she represents, there is hope for the business of professional sports after all! ▲

*Editor's Note: Teresa A. Nagel is a professional writer and Claire Moomjian's sister. Brother Moomjian adds that she is always looking for corporate sponsors for her athletes. She can be reached at CDM Enterprises (201) 238-1106.*



LPGA Tour Golfer Kristal Parker-Gregory.



Brother Moomjian and Orioles baseball Hall of Famer Brooks Robinson.

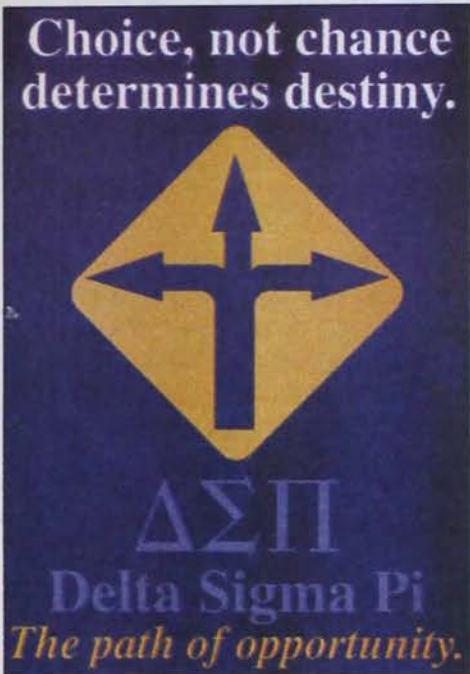


Brother Moomjian and current NFL player for the Chicago Bears Dwayne Joseph.



Brother Moomjian enjoys dinner with Babe Ruth's daughter, Julia Ruth-Stevens at a soft-shelled crab restaurant in Baltimore.

# Recruiting Posters



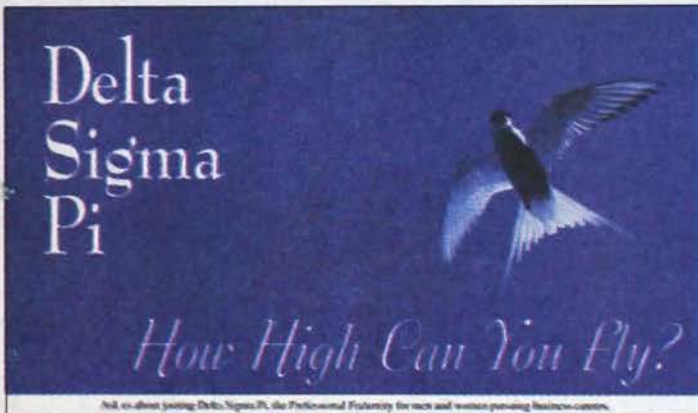
11-19 Choice Not Chance Poster



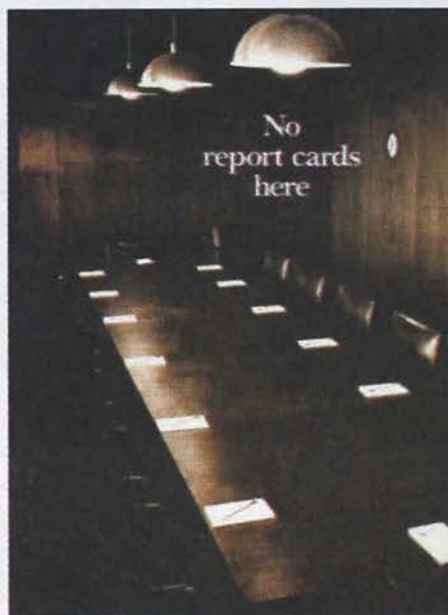
11-17 Your Future Campus Poster



11-18 Puts You Ahead in Business Poster



11-20 How High Can You Fly Poster



11-16 No Report Card Here Poster

11-16	No Report Card Here Poster .....	\$ .75 ea. X	= \$
11-17	Your Future Campus Poster .....	\$ .75 ea. X	= \$
11-18	Puts You Ahead in Business Poster .....	\$ .75 ea. X	= \$
11-19	Choice Not Chance Poster .....	\$ .75 ea. X	= \$
11-20	How High Can You Fly Poster .....	\$ .75 ea. X	= \$
11-25	Any 10 posters for \$6.00 (specify which) ..	\$6.00/10 X	= \$
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