

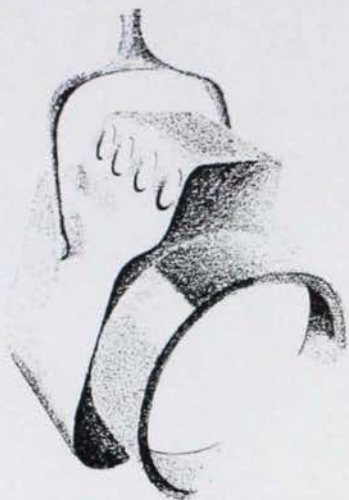
The

DELTA SIG

O F D E L T A S I G M A P I



NOVEMBER 1973



in the professional spotlight



DIRECTOR OF EDUCATION for Business Timothy D. Gover appears to have the attention of this group of undergraduates during one of the educational seminars conducted at the Grand Chapter Congress.

The DELTASIG

OF DELTA SIGMA PI

Editor

Charles L. Farrar

in this issue . . .

From the desk of the Grand President.....	2
New Hampshire Convention Considered one of the Best	3
Corporate Social Responsibility	5
1973 Undergraduate of the Year is Charles Murphy.....	6
29th Grand Chapter Congress elects new Board of Directors.....	8
The Delta Sigma Pi Educational Foundation.....	14
The Alumni World	16
The Energy Squeeze is on, and You're at Bat.....	20
275 New Life Members Added to Rolls.....	23
Delta Sigma Pi Group Life Insurance Plan.....	30
Delta Sigma Pi Directory	34

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THE COVER

The cover features the College of Business Administration building at the University of Oklahoma, Norman, Oklahoma. The University of Oklahoma has been home for the fraternity's Beta Epsilon Chapter since December 4, 1929.

Member of



College Fraternity Editors Association

from the desk of
the Grand President



AT THE 29TH Grand Chapter Congress, your Executive Committee adopted a program of positive action for the ensuing year. For too long, many of us have been developing, perhaps unconsciously, a negative attitude in our everyday dealings—with the Fraternity, with The Central Office, and with our Brothers. It was agreed that it was time to shake off that attitude and to develop a positive attitude toward all of our activities.

May I suggest that each brother attempt to develop such an attitude, and a good place to start may well be with our rush program. After several years of decreased interest in business administration, there are many indications that this disinterest has been radically changed—or is at least in the process of changing. Students appear to be more interested in preparing for a future in business than they were just a few years ago. Slogans like "strike while the iron is hot" may be trite, but it is quite possible that if you revitalize your rush program more prospective Brothers will be attracted to Delta Sigma Pi.

Many chapters have struggled with rush for some time with only moderate success. The thing right now is to not let a past disappointing rush program bog you down. There are fresh, new ideas just waiting for a chance. Even some of the old ideas that didn't seem to work a year or so ago may suddenly have appeal in a changing university climate. But it rush is approached in a negative or tired way, it is doomed from the beginning.

Two things are always important in planning a rush program—imagination and effort. No matter how good the program, without the work of many Brothers success will always be just beyond our grasp. Without the work of each Brother, it is quite possible that the best prospective Brother will be passed by. Now is the time for each Brother to give increased personal effort to attracting good men to the Fraternity. When a Brother does not at least bring in a replacement for himself, his chapter and Fraternity suffer.

If you are one of those who have been discouraged with the past, now is the time to say that those things are behind us. The future looks good, but you are the one who will decide whether the future can be great. A lethargic, half-hearted approach will just not be good enough. A positive plan, emphasizing the benefits of Delta Sigma Pi, entered into with enthusiasm and effort, will pay untold dividends for years to come. It all depends on YOU.

It may be too late at this moment to do much about your first rush. However, most chapters have at least one more rush coming up within a short time. It is not too early to be planning to make that rush the most successful one of your experience. The men are out there, more interested in business than they have been in several years. Delta Sigma Pi has something to offer to these men. But I can't tell them. Neither can The Central Office. The one who can "sell" Delta Sigma Pi is YOU!

Fraternally,

Harold L. Cannon
Grand President

New Hampshire Convention Considered One of the Best

Delegates Reject Coed Question

THE 29TH GRAND CHAPTER Congress held at The Wentworth by the Sea near Portsmouth, New Hampshire, during the last week of August was considered by most who attended to be one of the best in the 66 year history of the fraternity. Even though the area was unseasonably hot and the air conditioning was limited, the members and their families appeared to enjoy the recreational facilities provided by the Hotel and the sightseeing trips of historic Portsmouth and the nearby Maine seacoast. Without question, the undergraduate and alumni club delegates were more interested than usual in the business and educational seminars.

The Congress actually began on Monday, August 27, with the registration of the more than 350 undergraduate and alumni members and their families and guests. Once settled in their hotel rooms they were invited to participate in a "get acquainted" reception. Many members also took advantage of the free afternoon to go sightseeing, play golf and tennis, swim, or just relax. Others were busy getting acquainted with the members and delegates from throughout the country and Mexico and exchanging ideas on how to operate their chapter or alumni club.

The first official function on Monday evening was the Grand President's reception. On hand to greet the members and their families were Grand President Thomas M. Mocella and his wife Lois, Past Grand President Warren E. Armstrong and his wife Millie, and Executive Director Charles L. Farrar.

Grand President Mocella gavelled the Congress to order promptly at 9:00 a.m.

on Tuesday morning. Following the invocation by Mideastern Regional Director H. Melvin Brown, the meeting was opened according to the ritual of the fraternity. The roll call of delegates was conducted by Executive Director Farrar, after which they were officially seated. Grand President Mocella then introduced the members of the Board of Directors present. They were Past Grand President Warren E. Armstrong, Director of Alumni Activities William W. Tatum, Jr., Director of Education for Business Timothy D. Gover, Undergraduate of the Year 1973 Charles W. Murphy, Executive Director Charles L. Farrar, Assistant Executive Director Ben H. Wolfenberger, and Regional Directors Harold L. Cannon, H. Melvin Brown, George E. Ragland, Andrew T. Fogarty, Steven R. Szekely, Walter D. Nelson, William E. Wilson, and R. Nelson Mitchell. Also introduced were Chapter Consultants John D. Richardson and Michael J. Tillar and the

District Directors. Guests Allen R. Perry and James C. Wofford from the University of North Carolina at Wilmington and Larry Levine and Norman Rosenfield from Morehead State University were recognized. Also recognized were the Past Grand Presidents and members of the Golden Council — members who have previously served on the Board.

Grand President Mocella then presented his "State of the Fraternity" address. Other reports had been printed and distributed at the time of registration. Past Grand President M. John Marko, chairman of the committee on nominations, presented the Committee's report placing in nomination the following brothers for national office: William E. Wilson for Grand President; William W. Tatum, Jr., for Director of Alumni Activities; Thomas P. Harnett and H. Nicholas Windeshausen for Western Regional Director; Jack L. Edmiston and Walter D. Nelson for Midwestern Regional Director; and Steven



SEEN HERE IS THE opening day session of the 29th Grand Chapter Congress at Wentworth by the Sea, Portsmouth, N.H.



REGISTRATION IS THE first activity of the Grand Chapter Congress. James Hohimer, Epsilon Eta Chapter's delegate and Shreveport Alumni Club delegate Charles R. Barnett complete their registration. Central Office staff members Mrs. Elizabeth R. Sheard and Mrs. Peggy Donovan handle the registration while Chapter Consultants Michael Tillar and John Richardson look on.

R. Szekely and Robert F. Trapp for Central Regional Director. Additional nominations were then called for. L. Melvin Kent nominated George E. Ragland for Grand President, however, Brother Ragland declined the nomination. Roy G. Fink then nominated Harold L. Cannon for Grand President, completing the nominations for this office.

A special guest, Brother Milton S. Eisenhower, 1958 "Deltasig of the Year," was then recognized after which he addressed the Congress.

The nominations for national office then continued. Roy Kip Othold nominated Frank M. Busch, Jr., and Louis E. Fahrman nominated William S. Culver for Southern Regional Director. Dennis W. Fitzgerald nominated Harry J. McMahon, Sr., which completed the nominations on the first day.

On Tuesday afternoon the members met with their respective Regional Directors in order to discuss regional matters and to get better acquainted with the members from the 12 Regions. Director of Alumni Activities Bill Tatum and Vice Chairman Herbert W. Finney also held a similar meeting for the alumni club delegates.

The evening had been set aside for meeting the candidates and discussing with them their plans for the fraternity, if elected to national office.

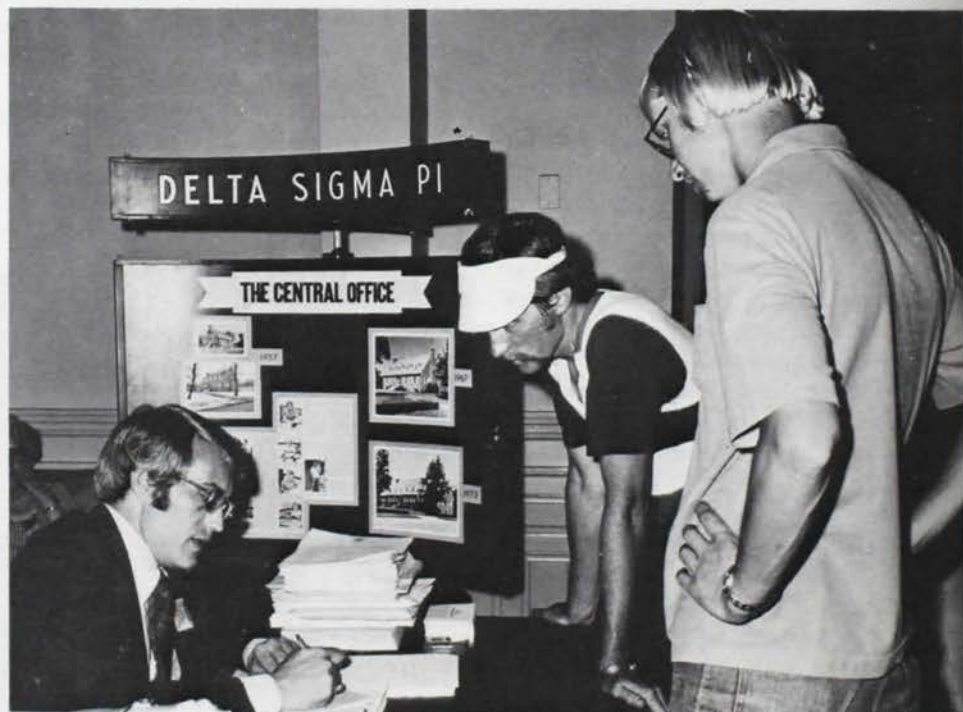
Free time on Wednesday morning was also set aside to permit the members and their families to participate in one of the several sports tournaments which had been organized. Other members took advantage of the time to go sightseeing. The afternoon was devoted to educational seminars on various phases of fraternity operation. The delegates

and members were divided into four equal-size groups for these seminars. Conducting the session on "Selecting the Future of Your Chapter" was Southeastern Regional Director George E. Ragland. Andrew T. Fogarty, Director of the East Central Region, presented "Roadmap for Future Success." Intermountain Regional Director William E. Wilson presented the discussion on "Developing Responsible, Responsive Members." "The Art of Being Professional" was presented by Director of Education for Business Timothy D. Gover.

While the men were attending the educational seminars the ladies and children were touring Fuller Gardens and Strawberry Banke in historic Portsmouth.

One of the highlights of the Congress was the New England clambake held on Wednesday evening. There might be a shortage of lobster elsewhere, but there was an abundance for this occasion. Following the clambake, the members returned to the Ship Theater for an evening of entertainment, Las Vegas style. Meanwhile, the ladies were conducting their traditional "Pink Poodle" initiation. As the evening came to a close the members were permitted to purchase tickets of chance with their earnings. Numerous prizes were then presented to the lucky winners.

Continued on page 27



ASSISTANT EXECUTIVE DIRECTOR Wolfenberger assists two members with the completion of registration on the opening day of the 29th Grand Chapter Congress. In the background can be seen one side of the revolving display on fraternity activities.

CORPORATE Social Responsibility

by

Roger C. Wilkins

Chairman of the Board, Travelers Insurance Company

Following is the text of the address before the 29th Grand Chapter Congress of Delta Sigma Pi on August 30, 1973 at Portsmouth, New Hampshire.

In recent years the direction through which energy and enthusiasm is channeled during college has shifted somewhat. Many young people today are scorning the opportunities offered by business in preference to the sciences, the humanities or the arts.

On the other hand, one of the major hurdles faced by young businessmen is the reconciliation of ambition with the fact that business, in the main, strives to fulfill its corporate social responsibility within the framework of its business operations. The need for separate and distinct acts of social responsibility will always exist and business will continue to initiate them and underwrite them. However, we owe it to the public we serve to fulfill our primary obligation—which is to conduct our business in a way which justifies our right to operate in a free society.

There used to be a civilized and somewhat academic debate over the question of corporate social responsibility. Conservative economists like Milton Friedman vigorously opposed it. "A corporate executive's responsibility is to make as much money for the stockholders as possible," he said. "When an executive decides to take actions for reasons of social responsibility," he went on—"he is taking money from someone else."

On the other side were such corporate statesmen as Clarence Randall and Charles Dyson. In the book, *The Folklore of Management*, Randall described good corporate citizenship as the price we pay for free enterprise.

Dyson went further than this. "It is my firm contention," he said, "that business should be consciously used as an instrument for social change. And the larger the business the greater is its responsibility to effect such change."

There is hardly a business publication that has not carried some version of this debate or a corporate executive who has not given at least one public address on the subject.

The truth is that the issue is no longer debatable. The time when a business could pursue profits in an economic vacuum is over. The days when a corporate contribution to the Community Chest was a sufficient token of good citizenship are past.

We are living in a time of social crisis. And every day we are reminded that not only are we part of society but that society regards us as a significant part of the crisis.

No one argues seriously today that corporations are above society, that they have no social responsibilities to discharge. I believe

the real question is not whether those responsibilities exist, but simply how best they can be carried out *within* our business structures. In my judgement, the most meaningful examples of corporate social responsibility begin with the proper conduct of our own business affairs. Society allows business to exist in order to meet its needs for products and services. Therefore, to continue to merit our franchise, we must continue to meet the needs of the society and its rising expectations.

Just as a revolution of rising expectations swept through the underdeveloped nations when they looked to America—a similar revolution of rising expectations has swept Americans as they have looked to business.

Stockholders expect perpetual growth and high dividends. Employees expect higher pay and more benefits. Communities expect permanence of location and expanding employment. States expect honest practices and continuity of tax revenues. And the public expects the corporation to safeguard the environment, eliminate racial discrimination,

protect the consumer, train the jobless, support culture and the arts, secure equal status for women, and help the poor.

In short, the public expects far more of business than the maximization of profits. It looks to business for leadership and citizenship; and, when it doesn't get them, it reacts with disappointment and frustration.

The depth of public disaffection with business is revealed in two recent Harris Surveys. And no businessman can ignore their findings. The first survey showed that less than half of all Americans think business is doing a good job of running its own affairs. Only 48% think that business is paying good wages and salaries. Only 42% think that it is providing stockholders with sound investment opportunities. Only 41% think that business is offering young people a chance to get ahead. Only 22% think that business really cares about the individual. Only 19% think that business is keeping profits at reasonable levels. And only 10% believe that it is keeping down the cost of living.

Continued on Page 25



GRAND PRESIDENT Thomas M. Mocella, right, presents the membership certificate to Honorary Member at Large Roger C. Wilkins following his initiation into the fraternity. Brother Wilkins is Chairman of the Board of the Travelers Insurance Company.

CHARLES MURPHY

1973

undergraduate
of the year



Charles W. Murphy

THE 1973 UNDERGRADUATE of the Year is Charles W. Murphy, a member of Eta Omega Chapter at Virginia Commonwealth University, Richmond, Virginia. Selected from among the nominees of the South Central Region to represent the fraternity in the final selection, Brother Murphy was chosen from among the 12 regional finalists. As the recipient of this award he is automatically named to a two-year term on the Board of Directors of the fraternity.

A native of Richmond, he attended Virginia Commonwealth University, graduating 44th in a class of 1600. Initiated into the fraternity in 1971, he was president of Eta Omega Chapter during the 1972-73 academic year. He is a co-founder of *Business Dialogue*, the School of Business Administration newsletter. He also assisted in the founding of a chapter of the American Society of Personnel Administrators at the university, and assisting in bringing the honor fraternities of Phi Beta Kappa, Phi Kappa Phi and Omicron Delta Kappa to the university. He was also special assistant to the president and a member of the Student Advisory Committee for the School of Business Administration.

Brother Murphy was three times named to the Dean's list and was also named to *Who's Who in American Colleges and Universities*. Since graduation he has been named Assistant Director Finance Center, College of Business Administration at the University of South

Carolina, where he plans to pursue graduate work toward a doctorate in statistical analysis.

The first runner-up in the balloting for the Undergraduate of the Year award was Charles C. Joseph, a member of Beta Lambda Chapter at Auburn University, representing the Southeastern Region. A native of La-Grange, Georgia, Chris enrolled at Auburn University and immediately made an outstanding record for himself. He was initiated by Beta Lambda Chapter in 1971. During the summer he was elected the chapter's delegate to the 28th Grand Chapter Congress at Pocono Manor. The following year he was elected president of the chapter and was again selected to represent his chapter and the Southeastern Region at the annual Congress of American Industry in New York.

Brother Joseph is a charter member of the Auburn Student Accounting Association and an active member of the School of Business Student Council. He is also a member of the Auburn Student Government Association and has served on numerous committees. He is a member of Omicron Delta Kappa and *Who's Who in American Colleges and Universities*.

In recognition of his high scholarship he was the recipient of four different scholarships to Auburn. He was elected to membership in Phi Eta Sigma and served as its president; he is a member of Phi Kappa Phi.

Since his initiation into Delta Sigma Pi he has a 100 per cent attendance record.

The second runner-up was Brother Richard L. Cantwell, a member of Alpha Pi Chapter at Indiana University and the representative of the East Central Region. Dick was initiated into the fraternity by Alpha Pi Chapter in 1970. After demonstrating his interest in the fraternity's work, he was asked by the Chapter Advisor to develop a poll for selecting the Undergraduate Teacher of the Year. He received university-wide acclaim for developing a computer system for designing the program, including moving students, for the Card Section which performs at the football games. Last year Brother Cantwell was field director of the 1144 unit section. He also served as chairman of the timing and scoring committee for the University's "Little 500" bicycle race, a Student Foundation sponsored event for raising scholarship funds.

He has held numerous positions in the halls of residence administration. He has also served on the public relations committee of the Senior Class Council, assisting in welcoming



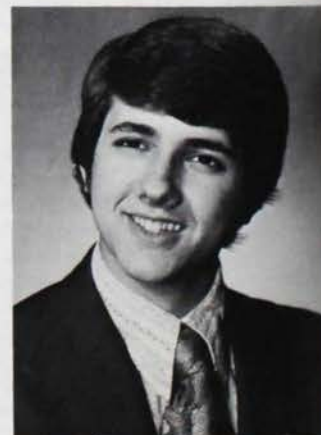
Charles C. Joseph
Auburn University



Richard L. Cantwell
Indiana University



William L. Bigsby
New Mexico State University



Glenn S. Cooper
Northern Illinois University

alumni visitors to the campus, as well as outstanding high school students and their parents.

An honor student, Richard has been on the Dean's list each year he has been in school. He ranks 24th out of a class of 719 and is one of 45 students out of 2400 in the School of Business Honors Program.

The remaining Regional candidates are listed in alphabetical order rather than in the order in which they finished in the balloting on this award.

Representing the Intermountain Region was William L. Bigsby, a member of Epsilon Upsilon Chapter at New Mexico State University. Brother Bigsby was initiated into the fraternity in 1971. He was president of his pledge class and social co-chairman. He attended the Intermountain Regional Meeting in Phoenix in 1972.

He was president of Blue Key, and a member of Scabbard and Blade, an ROTC honorary organization, as well as of Phi Kappa Phi. He was also Deputy Commander of the Air Force ROTC at New Mexico State. He was one of only four cadets to receive the Distinguished Cadet award. He also was awarded a scholarship for maintaining the highest GPA as a sophomore in the College of Business.

Born in Albuquerque, New Mexico, Brother Bigsby is married and plans to seek an MBA degree upon completion of his training in the Air Force.

Glenn S. Cooper, a member of Eta Mu Chapter at Northern Illinois University was chosen to represent the Central Region in the balloting for the Undergraduate of the Year award.

Brother Cooper was initiated into the fraternity in 1971. He was named treasurer of his chapter immediately after his initiation and the following semester he was elected president of the chapter. In addition to his fraternity work, he served on the school paper as a cartoonist and in the production department and also served as a volunteer tutor. A competent singer and performer, he taught guitar lessons and has done shows for hospitals, Boys' homes, and other institutions. For three years he was a member of the Chicago Area Junior Achievement program and was the recipient of the Arthur Andersen & Company sponsored J.A. scholarship. He

was also selected by the Illinois Society of CPA's as the top J. A. Company treasurer in the Chicago Area J. A. program, winning first among 300 contestants.

The Western Region was represented in the balloting for the Undergraduate of the Year award by Larry F. Green, candidate of Epsilon Theta Chapter at California State University at Chico. As a pledge he took an active role in his chapter, serving as Chairman of the Professional Activities. Following his initiation he worked on a number of committees and filled the chairmanship of the Community Involvement Committee. Working in a Committee that had been slow in getting started, he quickly demonstrated his leadership ability. During the Spring, 1972, he served his chapter as senior vice president.

An outstanding student, he has maintained a 3.67 GPA (4.0 system) which ranks him among the top five per cent of his class.

Louisiana Tech's W. Rufus Estis was the finalist from the Southern Region and represented the region in the final selection of the Undergraduate of the Year award. Shortly after his initiation into the fraternity by Beta Psi Chapter he was elected historian. During his senior year he was president of his chapter and represented the Southern Region at the 77th Congress of American Industry of the National Association of Manufacturers in New York.

In addition to his membership in Delta Sigma Pi he was also active in many other activities. Included among them were the Accounting Club of which he was treasurer, the Economics and Finance Club of which he was vice president and he was one of 12 students selected by the faculty to aid in the self-study program for the Southern Association of Colleges and Schools. He was also president of the Business Students' Association.

The nominee of Alpha Beta Chapter and the Midwestern Region was Jack H. Knowlan, Jr., a junior in the College of Business and Public Administration at the University of Missouri at Columbia. Brother Knowlan was chairman of the chapter's Coupon Committee, a member of the chapter's 50th Anniversary Committee and Co-chairman of the NAM Committee.

In addition to his responsibilities with the fraternity he has also served his university as

a member of the College of Administration and Public Affairs Student Council and co-chairman of the college's Business Week. He is a member of the varsity golf team. He has maintained a 3.5 GPA which ranks him in the top five per cent of his class.

Wayne T. McMannus was chosen by the regional selection committee to represent the North Central Region in the final selection of the Undergraduate of the Year. A member of Epsilon Chapter at the University of Iowa, he was elected historian the next semester following his initiation. He was subsequently elected treasurer and president.

Brother McMannus is also a member of Beta Gamma Sigma and Pi Omega Pi Fraternities and has actively participated in the VITA program which provides volunteer income tax assistance to low income people.

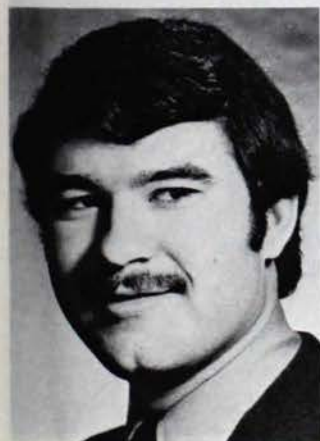
Selected the Undergraduate of the Midwestern Region to represent the Region in the finals of the Undergraduate of the Year award was Bruce A. Myers, a member of Epsilon Kappa Chapter at Shepherd College. Brother Myers was initiated into the fraternity in 1969. The next year he was elected Regalia Chairman after which he also served the chapter as treasurer. His senior year he served his chapter as president and as such was the Region's delegate to the 77th Congress of American Industry in New York in 1972.

In addition to his membership in Delta Sigma Pi, Brother Myers has served as treasurer of the Student Government Association at Shepherd and on various committees of the College.

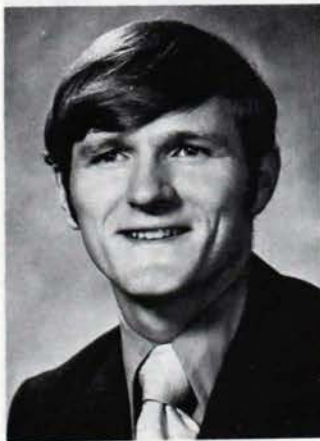
Zeta Nu Chapter's Ferdinand C. Simon, Jr., was the Southwestern Region's candidate for the Undergraduate of the Year award. At Texas A & I, Brother Ferdinand served both the University and the School of Business. He was elected as a School of Business representative to the Student Congress and served on numerous committees of the Congress. He was also a member of the self-study committee for re-accreditation of the University.

In 1971 and 1972 he was selected by the faculty as a "Distinguished Student" and three times was on the Dean's list. In Zeta Nu Chapter he was vice president of pledge education, president and chancellor.

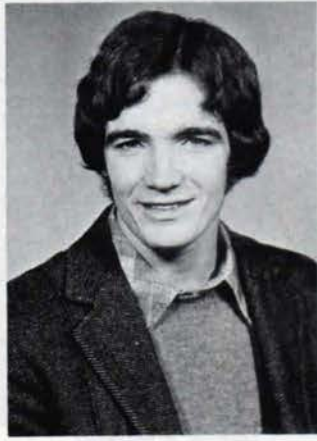
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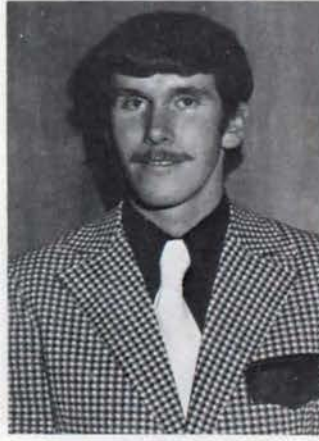
Larry F. Green
California State University-Chico



W. Rufus Estis
Louisiana Tech University



Jack H. Knowlan, Jr.
University of Missouri-
Columbia



Wayne T. McMannus
University of Iowa

29th Grand Chapter Cong

THE DELEGATES TO THE 29th Grand Chapter Congress at The Wentworth by The Sea, Portsmouth, New Hampshire, elected a new Board of Directors to serve the Fraternity during the next biennium. Elected to two year terms were the Grand President and Director of Alumni Activities. Traditionally, one-half of the Regional Directors — those located in the Western half of the country — are elected at the odd numbered Grand Chapter Congress. Due to vacancies created by the resignation of some Regional Directors and the election of Eastern Regional Director Harold L. Cannon as Grand President, three vacancies were also filled in the Eastern half of the fraternity. While not elected at the Grand Chapter Congress, the two Undergraduates of the Year and the Executive Director and Assistant Executive Director are also members of the Board.

Following is a brief resume of each member of the Board:

Harold L. Cannon

A native of Anthony, Kansas, Hal graduated from Hazelton, Kansas, High School and received the B.S. and M.S. degrees from Kansas State Teachers College at Emporia. He earned the Ph.D. from the University of Minnesota at Minneapolis. Prior to the completion of his undergraduate degree he spent four years in the U.S. Navy.

Brother Cannon was initiated into the fraternity as a charter member of Epsilon Theta Chapter at California State University at Chico. In 1965 he assumed his present position at the State Univer-

sity of New York at Albany and immediately began plans for the establishment of Zeta Psi Chapter there, serving the chapter for several years as faculty advisor. He was later appointed District Director in the Eastern Region, a position he held until 1969 when the Regions were realigned. At that time he was elected Eastern Regional Director, the position he held at the time of his election as Grand President.

Hal began his teaching career at Greeley County Community High School, Tribune, Kansas. He first joined the college ranks in 1955 as an instructor in accounting at Kansas State Teachers College in Emporia. He has subsequently held similar positions at California State University at Chico, and the University of Minnesota at Minneapolis. He is currently an Associate Professor and Coordinator of Accounting, School of Business, State University of New York at Albany. He is also chairman of the Faculty in the School of Business.

Hal is a member of the American Accounting Association, Delta Pi Epsilon, Pi Omega Pi and Xi Phi fraternities. He is listed in *Who's Who in the East*.

Thomas M. Mocella

Now beginning his 11th year on the Board of Directors, Tom continues to serve on the Board as the immediate Past Grand President. He began his service on the Board in 1963 when he was elected Central Regional Director. He has also served as Constitutional Parliamentarian at the 1967 and 1969 Grand Chapter Congresses. He was elected Grand President in 1971.

Brother Mocella was initiated into the fraternity by Beta Chapter at Northwestern University. He has been president, vice president, treasurer, and director of the Chicago Alumni Club. He is at present the Marketing Services Officer of the Harris Trust and Saving Bank in Chicago. He is also an instructor and Chairman of the Marketing



Thomas M. Mocella
Northwestern University-Chicago
Past Grand President



Charles L. Farrar
Louisiana Tech University
Executive Director



Ben H. Wolfenberger
Texas Tech University
Assistant Executive Director



William W. Tatum, Jr.
University of Southern Mississippi
Director of Alumni Activities

lects New Board of Directors



Harold L. Cannon
California State University-Chico
 Grand President

Ben H. Wolfenberger

A native of Weatherford, Texas, Ben attended public schools there and graduated from Weatherford High School. Upon completion of his military service in the U.S. Army, he attended Weatherford Junior College prior to enrolling at Texas Tech University at Lubbock where he earned the B.B.A. degree in marketing.

He was initiated into the fraternity by Beta Upsilon Chapter and three times was elected secretary of the chapter. Following his graduation he was employed in Lubbock and Dallas and served the fraternity as a District Director. He first joined The Central Office staff in 1965 as a Field Secretary, a position he held until January 1, 1967, when he was named Executive Secretary, now Assistant Executive Director.

Department, American Institute of Banking School.

Tom received his B.S. degree from Northwestern University's Evening Division in Chicago. He is the past vice president, Chicago Junior Chamber of Commerce; past presidential assistant, Illinois Jaycees; past president, Chicago Financial Advertisers; past vice president, Mail Advertisers of Chicago, and numerous other civic and professional organizations. In 1959 he was named one of Chicago's Ten Outstanding Young Men.

Tom and his wife Lois live in Palatine, Illinois. They have two sons and a daughter. His youngest son, John, is a District Director in Wisconsin.

Charles L. Farrar

Charles is now beginning his 15th year of service to the fraternity on the national scene. He first joined the fraternity's staff in 1959 as a Field Secretary. Two years later he was promoted to

Executive Secretary, a position he held until 1964 when he was named Executive Director of the Fraternity.

Brother Farrar was born in Monroe, Louisiana. He graduated from Huttig, Arkansas, High School after which he was employed by Olin Mathieson Chemical Corporation. Prior to enrolling in college he spent two years in the U.S. Army. In 1966 he enrolled at Louisiana Tech University and the following year was initiated into Delta Sigma Pi. As an undergraduate he was The DELTASIG Correspondent, vice president for pledge education and president of Beta Psi Chapter. He graduated in 1959 with a B.S. in accounting. In 1971 he enrolled in a specialized program for association executives at Florida Atlantic University and received the M.B.A. degree in management in 1973.

Charles was recently elected vice president of the College Fraternity Editors Association after serving one year as treasurer.



George E. Ragland
Memphis State University
 Southeastern Regional Director



Andrew T. Fogarty
University of Cincinnati
 East Central Regional Director



Charles I. Sutton
Arizona State University
 Intermountain Regional Director



Walter D. Nelson
Oklahoma City University
 Midwestern Regional Director



Robert M. Drewniak
State University of New York-Buffalo
Eastern Regional Director



Harry J. McMahon, Sr.
Johns Hopkins University
Midwestern Regional Director



Richard L. Schreiner
Shepherd College
South Central Regional Director



Steven R. Szekely
Northwestern University-Chicago
Central Regional Director

William W. Tatum, Jr.

Reelected Director of Alumni Activities for a second term is Bill Tatum. A native of Hattiesburg, Mississippi, he attended Hattiesburg High School and in 1959 graduated from the University of Southern Mississippi. It was here that he was initiated into Delta Sigma Pi by Gamma Tau Chapter. As an undergraduate "Billy West" was vice president for pledge education and chairman of numerous committees. He was his chapter's official delegate to the 1957 and 1959 Grand Chapter Congresses. He was also the delegate to the 1958 Regional Meeting.

Prior to being elected to his present position he had served as a District Director in the Southern Region.

George E. Ragland

A native of Memphis, Tennessee, Brother Ragland attended Memphis State University, graduating Magna Cum Laude with a major in economics. As an undergraduate he was president of Gamma Zeta Chapter. After graduation he was president of the Memphis Alumni Club, later serving as a District Director in what is now the Southern Region.

Brother Ragland joined the staff of Prentice-Hall, Inc., and in 1966 was transferred from Memphis to St. Petersburg, Florida. Shortly thereafter he was appointed District Director of the Southeastern Region, a position he held until his election as Regional Director. He has worked as a Field Representative, Regional Recruiter, Field Supervisor and Senior Field Representative before being promoted to his present

position of Manager of the Southern Division of Prentice-Hall. In his present position he supervises the securing of college level manuscripts for publication and the marketing of a broad list of books covering all academic disciplines.

George and his wife, Mae, have five children. They reside in St. Petersburg, Florida.

Andrew T. Fogarty

Andy is a native of Cincinnati, Ohio. He attended the parochial school system there, graduating from St. Xavier High School in 1949. He received the B.S. degree from the University of Cincinnati and has pursued graduate work at Xavier University in Cincinnati.

Brother Fogarty was initiated into the fraternity by Alpha Theta Chapter. In his chapter he served as vice president for pledge education, vice president for professional activities and president. He also served the Cincinnati Alumni Club as secretary, treasurer, vice president and president. From 1957 to 1963 he served the East Central Region as District Director before being elected Regional Director. He has also served on numerous national and local committees.

From 1957 to 1970, Andy was employed by IBM in various marketing and marketing management positions and in 1963 was the leading salesman in the Midwestern Region of the company. He is currently vice president of data processing with the Ohio Casualty Group of Insurance Companies in Hamilton, Ohio.

He and his wife, Rosemary, live in Cincinnati with their four children.

Charles I. Sutton

Charles I. "Buzz" Sutton is returning to the Board of Directors after several years' absence, having served previously as Director at Large and Intermountain Regional Director. He is also a past District Director.

Buzz was initiated into the fraternity in 1955 by Gamma Omega Chapter at Arizona State University. In addition to the bachelor's degree which he received from Arizona State, he has also earned 35 graduate hours in personnel and business administration.

Brother Sutton was born near Indianapolis, Indiana, on a farm which has been operated by his family since 1812. In 1942 he entered the U.S. Army and served three years overseas. After separation as a DAV, he moved to Phoenix where he was engaged in various ventures including citrus ranching and marketing and contract home construction. He is currently District Manager, Arizona State Employment Service. He is an avid outdoorsman and is captain elect of the Maricopa County Sheriffs Mounted Posse. He and his wife, Stonie, live in Scottsdale, Arizona.

Walter D. Nelson

Brother Nelson was born in Perry, Oklahoma. He graduated from Wellington, Kansas, High School and then attended Wichita Drafting College. He later enrolled at Oklahoma City University where he received the B.S. degree and where he is currently working toward the M.B.A. degree. It was here that he was initiated into the fraternity by Delta Theta Chapter. In his chapter he served as historian and



Frank M. Busch, Jr.
Sam Houston State University
Southern Regional Director



La Verne A. Cox
University of Nebraska
North Central Regional Director



William C. Ward
University of Texas-Austin
Southwestern Regional Director



Thomas R. Harnett
Menlo College
Western Regional Director

president. After graduation he served two years as District Director for Oklahoma before becoming Midwestern Regional Director.

Walt began his career with the Missouri Pacific Railroad in numerous positions. He was then named manager of the University Manor Apartments in Oklahoma City after which he became a financial analyst for Ephraim, Sureck and Miller, CPA's. He is currently a Research Associate and Director of Sales and Services in the Business Research Center at Oklahoma City University. He is also associate professor teaching marketing research.

He and his wife, Patricia, and their two children live in Oklahoma City.

Robert M. Drewniak

Bob was appointed by the Board of Directors to fill the unexpired term of Eastern Regional Director. A native of Buffalo, New York, he received his B.S. degree from the State University of New York at Buffalo. It was here that he was initiated into the fraternity by Alpha Kappa Chapter. In his chapter he served as social chairman, secretary, vice president for pledge education and president. After graduation he joined the Buffalo Alumni Club and was twice elected president. He was appointed District Director for Western New York in 1971, a position he held at the time of his appointment as Regional Director.

While an undergraduate, Bob went to work at Western Electric's Buffalo Plant and is currently a supervisor in one of its manufacturing departments. He has previously held positions with that com-

pany in the engineering and purchasing departments.

Bob and his wife, Suzanne, and daughter live in Williamsville, New York.

Harry J. McMahon, Sr.

Harry was initiated into the fraternity by Chi Chapter at Johns Hopkins University. In his chapter he served as social chairman, senior vice president and president for six months due to the illness of the president. He is also a member of the Baltimore Alumni Club.

Brother McMahon is currently a procurement analyst for the Air Force Systems Command at Andrews Air Force Base, Maryland.

From 1966 to 1972, Harry served the fraternity as a District Director in the Eastern and Mideastern Regions.

He and his wife Norma have six children. Harry, Jr., is a member of Gamma Sigma Chapter at the University of Maryland and is currently serving the chapter as chancellor. The McMahons live in Bowie, Maryland.

Richard L. Schreiner

A native of Alexandria, Virginia, Dick graduated from Mount Vernon High School and then attended Frederick College. After one year he transferred to Shepherd College at Shepherdstown, West Virginia. It was here that he was initiated into the fraternity by Epsilon Kappa Chapter. He served his chapter as treasurer and following graduation helped to establish the Alumni Association for the chapter and later served as its president, treasurer and director. Prior to his election as South Central

Regional Director he had been serving as a District Director in the Mideastern Region.

A CPA, Brother Schreiner is a Systems Accountant for the U.S. Department of Justice in Washington, D.C.

Active in numerous activities, Dick and his wife Cathy and their daughter live in Alexandria, Va.

Steven R. Szekely

Brother Szekely was initiated into the fraternity by Beta Chapter at Northwestern University at Chicago. It was there that he received the B.S. degree. He is currently working toward the M.B.A. degree at Loyola University at Chicago.

As an undergraduate, Steve served his chapter as social chairman, historian and CEI chairman. As a member of the Chicago Alumni Club he has served as a director, vice president for membership and two terms as president. He is also a member of the Chicago Chapter of Planning Executives Institute and editor of the chapter newsletter.

While in the U.S. Air Force he served as an instructor in radio mechanics as well as department head of his section. He is a certified member of the American Society of Traffic and Transportation and is also a member of Delta Nu Alpha Fraternity and the National Council of Physical Distribution Management.

Steve is currently employed by E R G Distributors Company as general manager and as regional director of traffic management.

Continued on page 24

Scenes
from
the



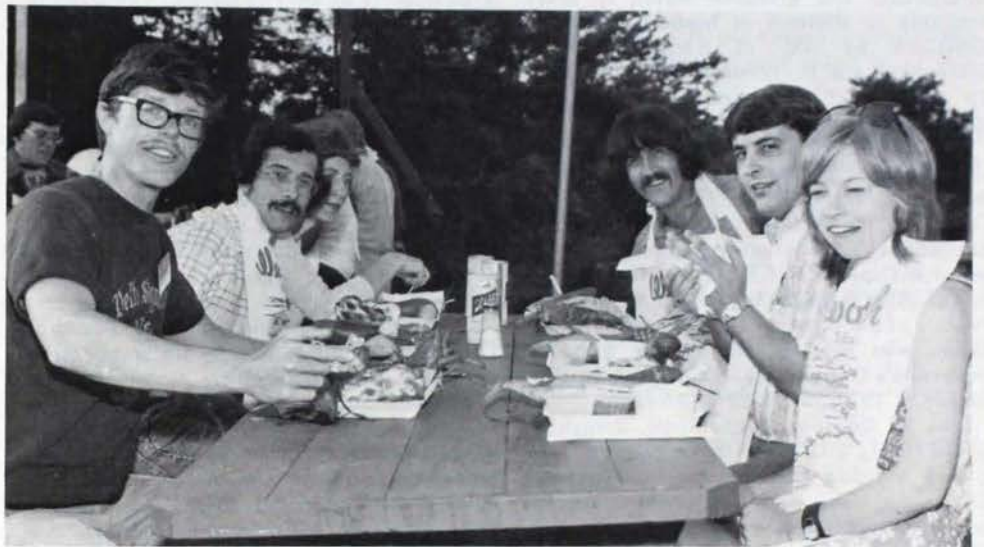
29th
Grand
Chapter
Congress



New England

Clam

Bake



THE DELTA SIGMA PI EDUCATIONAL FOUNDATION

M. John Marko, President

EARLY IN 1950, a group of foresighted Brothers conceived the idea of the Delta Sigma Pi Educational Foundation. It was to be a not-for-profit corporation, separate and distinct from the Fraternity, but not operating in competition with it. It would, in fact, complement the Fraternity's objectives through fostering the same purposes as the International Fraternity of Delta Sigma Pi.

Specifically, contributions to the Foundation would be used to encourage and aid students of business (at both the undergraduate and graduate level); to make available to students of business, financial assistance by way of scholarships and fellowships; and to encourage and assist worthy educational and scientific projects and scientific business research.

These Brothers actively pursued this idea and on March 11, 1953, after having been endorsed by the Board of Directors (Grand Council) of the Fraternity, the Delta Sigma Pi Educational Foundation was granted a charter as a General Not-For-Profit Corporation by the Illinois Secretary of State. The first meeting of the Board of Directors of the Foundation was held, in conjunction with the Fraternity's Grand Chapter Congress, on September 6, 1973, in Denver, Colorado.

Like all fledgling Foundations, though, it moved slowly until it was in a position in 1961 to seek a ruling from the Internal Revenue Service for exemption from Federal income tax as an organization described in Section 501(c)(3) of the Internal Revenue Code of 1954. A Certificate of Exemption was issued in 1963.

With that decision, the Foundation became a going and growing concern and is rapidly assuming the important and active role envisioned for it. For example, since 1969, the Foundation has awarded seven \$1,000 grants to Deltasigs for advanced studies in business, four \$500 per year 4-year scholarships to children of Deltasigs, and two \$1,000 "one-time" scholarships to National Merit Scholarship Corporation finalists. The 1972-73 recipients are listed later herein.

Plans for the next two years include one 4-year scholarship of \$500 - \$1,500 per year (dependent upon need) in each of the 1973-74 and 1974-75 years, and two \$1,000 grants in each of those years to Deltasigs for advanced studies in business. An application for the undergraduate scholarships is included herein. Applications for the graduate study grants will be mailed direct to each chapter by The Central Office.

During this same period, a Research and Survey Committee will be studying our current programs and future need with a view to

developing detailed recommendations far beyond 1975, to be presented at the biennial meeting of the Foundation's Board of Directors in 1975. Deltasigs having any views with regard to the future programs of the Foundation may express them directly to the Committee Chairman: Timothy D. Gover, 112 Wabash Avenue, Mattoon, Illinois 61938.

All members in good standing of the International Fraternity of Delta Sigma Pi are eligible to become regular (voting) members of the Foundation and do so upon contributing \$100 or more to the Foundation. Contributors of less than \$100 become regular members once the total of their contributions reaches the \$100 level.

The management of the affairs of the Foundation is vested in a Board of Directors elected at the biennial meeting of the membership. The officers of the corporation are elected by the Board of Directors at a meeting immediately following the membership meeting. These meetings traditionally have been held at the same time and place as the Grand Chapter Congress.

In this 20th anniversary year, the Board of Directors and the officers of the Foundation earnestly urge all Brothers to support the work of the Foundation. It is hoped that such support, both first time and continuing, will be symbolic of the energetic concern that characterized the Brothers who conceived and constituted the Foundation in the spirit of our Four Founders whose vision and vigorous energy fanned the vital flame of continued growth and progress into the principles and purposes of our Fraternity.

All contributions are deductible for Federal

Income Tax purposes. All bequests, legacies, devices, transfers or gifts made to the Foundation are deductible for Federal estate and gift tax purposes. Contributions and other gifts may be made through the care of The Central Office of Delta Sigma Pi or directly to the treasurer of the Delta Sigma Pi Educational Foundation: Robert J. Elder, 17602 Glenmore, Detroit, Michigan 48240.

AWARDS DURING 1972-73

Graduate Study Grants

The purpose of the award is to encourage scholarship and to foster the study of advanced programs in business, in colleges and universities. Specifically, the grant is intended for studies leading to a Master's Degree in Business Administration (MBA) or equivalent. Two grants of \$1,000 each were available for June or summer 1973 graduates.

Recipients of the grants were Brother Steven B. Wolitzer, Alpha Chapter, New York University, and Brother David E. Stout, Epsilon Sigma Chapter, LaSalle College, Philadelphia. The committee selecting the recipients were the Deans of Graduate Schools of Business at the University of South Carolina, University of Utah, and Arizona State University — Brothers James F. Kane, George S. Odiorne, and Glenn D. Overman, respectively.

Brother Wolitzer was awarded a deferred grant to the Harvard University Graduate School of Business Administration. In the opinion of the Harvard Admissions Board, which has voted his entering in September 1975, additional full time work experience



SHOWN HERE ARE the officers of the Delta Sigma Pi Educational Foundation during the Board of Directors meeting. They are from left to right, James Moore, Alice Sehm Colwell, Robert Busse, M. John Marko, and Herbert W. Finney. Grand President Mocella, second from the right, is a guest at the meeting.

better enables one to benefit from the school's MBA program. They place considerable emphasis on job experience which enables one to develop greater sensitivity to work problems, thus enabling an MBA candidate to relate classroom teaching to actual work situations. Until the September 1975 date, Brother Wolitzer will be a staff accountant with Arthur Andersen and Company.

Steve graduated in June 1973 Summa Cum Laude (3.9 cumulative grade point average) ranking No. 1 in his class. He had pursued a double major in accounting and quantitative analysis.

As an undergraduate, he was most active and involved. He had served as President, Senior Vice President and in committee chairmanships for Alpha Chapter, was President of Beta Gamma Sigma and Beta Alpha Psi, and was Vice President of the Accounting Club. Additionally, he was active with the Inter-Club Council, the Educational Policy Committee, the University Discipline Committee, the Alumni-Student Advisory Committee, the Violet Owl Society (Orientation) Committee, and student representative to the University Policy Advisory Board. At various times, he served as an Accounting Tutor, Departmental Grader and New Student Recruiter.

Brother Wolitzer was also a recipient of numerous honors and awards. Included among these are Student Hall of Fame, Beta Gamma Sigma Alumni Award, Delta Sigma Pi Scholarship Key, Dean's Honor Roll Key, and University Scholar's Program.

He also had an extensive summer work program. During 1969, he was with the computer audit department of S. D. Leidesdorf and Company, in 1970 with the administrative services division of Arthur Andersen and Company, in 1971 with the audit staff of Richard A. Eisner and Company, and in 1972 served his audit staff internship with Arthur Andersen and Company.

Brother Stout began his undergraduate work in September 1970 and completed his studies, in a dual major — management sciences (quantitative management) and finance — in three years, graduating in May 1973. He had a final cumulative index of 3.86 and ranked first in his class. David was on the Dean's List every semester and graduated Magna Cum Laude.

While at LaSalle, Brother Stout served as Secretary of Epsilon Sigma Chapter and was student assistant for the Dean of the School of Business Administration, for two and one-half years. He assisted in writing the School of Business Administration's first newsletter (sponsored by Epsilon Sigma Chapter), was a member of the Management Department Board, and participated in a year-long workshop sponsored by the Fels Foundation entitled "Work and College." Additionally, David assisted in the production of a film by LaSalle's Counselling Center for orienting freshmen, and participated on the fraternity intramural team in football and basketball.

Brother Stout matriculated at the Graduate School of Business, University of Pittsburgh, for his doctoral programs in the field of managerial economics. He is the recipient of a research scholarship at the University and plans to complete his work in three years; afterwards, he plans to teach on the college level.

Undergraduate Scholarship for Children of Deltasigs

Each year, the Foundation has awarded, in cooperation with the National Merit Scholarship Corporation (NMSC), a 4-year scholarship of \$500 - \$1,500 per year to the son, daughter, grandson or granddaughter of a Deltasig. The applicant for consideration must be planning to matriculate in a business ad-

ministration and commerce program at an accredited college or university. The amount of the stipend is determined by NMSC in terms of the finances needed; the sequence of tests administered through NMSC competition identify the nation's academically outstanding high school students.

The recipient of this year's award (\$500 each for 4 years) is Chester C. Hubbard, son of

Continued on page 19

DELTA SIGMA PI EDUCATIONAL FOUNDATION SCHOLARSHIP PROGRAM

For sons, daughters, grandsons or granddaughters of members the International Fraternity of Delta Sigma Pi. To be completed and returned on or before December 15, 1973 to:

M. John Marko
Delta Sigma Pi Educational Foundation
1341 North Avenue
Elizabeth, New Jersey 07208

Please enter me in the DELTA PI EDUCATIONAL FOUNDATION SCHOLARSHIP PROGRAM FOR 1974 1975.

I am the son grandson daughter granddaughter of a member of Delta Sigma Pi, and I expect to complete high school in 1974 and enter college in 1974, or graduate in 1975 and enter college in 1975.

I will complete high school in 1974 and I took the Preliminary Scholastic Aptitude Test/National Merit Scholarship Qualifying Test (PSAT/NMSQT) in October 1972. I will complete high school in 1975 and I took these same tests in October 1973. I understand that my scores on this examination will be used to evaluate my candidacy in the Delta Sigma Pi Educational Foundation Scholarship Program.

PLEASE PRINT

(Name of Student) (Street Address) (City, State, Zip Code)

(Name of Present School) (Street Address) (City, State, Zip Code)

(Name of Parent or Grandparent Member of Delta Sigma Pi)

(Chapter Affiliation)

I have applied for admission to the following colleges or universities:
 I intend to apply

1. _____ 2. _____ 3. _____

I plan to pursue a course of study leading to a degree of Bachelor of Business Administration (or equivalent B.S. or B.A. in business) with a concentration in _____

(Admission must be in one of 180 schools where Delta Sigma Pi has chartered a chapter. A list of such schools is available by contacting the International Fraternity of Delta Sigma Pi, 330 South Campus Avenue, Oxford, Ohio 45056).

I understand that: 1) the decisions of the National Merit Scholarship Corporation of Evanston, Illinois, will be final in the selection of scholarship winners and in the determination of student stipends, based on individual need, which accompany the scholarships; and that 2) winners of Delta Sigma Pi Educational Foundation Scholarship Program may accept up to a total of \$1,000 in other awards over the four scholarship years without affecting the stipend. Winners may accept additional scholarship awards beyond this amount with the understanding that if they do, their Delta Sigma Pi Educational Foundation Scholarship stipend will be reduced accordingly. However, no Delta Sigma Pi Educational Foundation award payment will be reduced to a point lower than the minimum stipend of \$500 per year. Students whose computed need is greater than the Delta Sigma Pi Educational Foundation Scholarship maximum of \$1,500 per year will be permitted to accept additional funds equal to the amount their need exceeds \$1,500. In all cases of other awards, the National Merit Scholarship Corporation should be notified.

(Signature of applicant) (Signature of member—parent or grandparent)

the alumni world

Michael J. Tillar is Latest Chapter Consultant

MICHAEL J. TILLAR, past president of Alpha Theta Chapter at the University of Cincinnati, has been named a Chapter Consultant for the fraternity. He is the 16th member of the fraternity to serve in this capacity and succeeds M. Lee Bell, Jr., who resigned to accept a position with American Telephone and Telegraph Long Lines in Cincinnati.

A native of Cincinnati, Mike attended St. Xavier High School. While attending the University of Cincinnati, he worked for three years on a co-op basis with the Procter and Gamble Company in the General Credit Department. He was initiated into the fraternity in 1969 and served Alpha Theta Chapter as Ritual and Publicity Chairman before being elected chapter president. He was also selected "outstanding pledge" among the 23 members of his pledge class.

In addition to Delta Sigma Pi, he is a member of Sigma Iota Epsilon fraternity for students majoring in management. He is currently a member of the 337th General Supply Company of the Ohio Army National Guard.



MICHAEL J. TILLAR, past president of Alpha Theta Chapter at the University of Cincinnati, has been named a Chapter Consultant for the Fraternity.

Mike was the East Central Region's delegate to the 77th Congress of American Industry of the National Association of Manufacturers in New York last December.

During the next two years he will be counseling the undergraduate chapters on all aspects of internal management, membership recruitment and program development.



JOHN H. POELKER, a member of Beta Sigma Chapter at St. Louis University, and former Comptroller of the City of St. Louis, was recently elected mayor of that Missouri city.

Marvin Moes is Named General Manager

Marvin F. Moes has been named general manager of John C. Weinert Co., Kenosha, Wisconsin, a subsidiary of Hormel International. The Weinert Company imports and markets a complete line of natural sausage casings which they receive from selected producers throughout the world. They are also exclusive U.S. distributors of fibrous casings produced by the Visko Company of Hango, Finland.

A 1952 graduate of Osmond, Nebraska, High School and a 1960 graduate of the University of Nebraska in Lincoln, Brother Moes joined the Hormel organization after graduation from college. He started as an industrial engineer at the company's Fremont,

Nebraska, plant and was transferred a few months later to the Industrial Engineering Department at the headquarters in Austin, Minnesota.

He was initiated into Delta Sigma Pi by Alpha Delta Chapter at the University of Nebraska in Lincoln.

Lilly Promotes Jarrett to Seattle Manager

ROY E. JARRETT has been promoted to manager of the Seattle sales area for Dista Products Company, a pharmaceutical marketing division of Eli Lilly and Company. He had been a marketing associate in the firm's headquarters in Indianapolis.

Born in Atlanta, Brother Jarrett graduated from J. C. Murphy High School. In 1967 he received a bachelor of science degree in industrial management from Georgia Institute of Technology. It was here that he was initiated into the fraternity by Zeta Lambda Chapter.

He joined the Lilly firm in 1967 as a sales representative in Greenville, S. C., and was transferred to a sales territory in Atlanta two years later. In 1971 he became a medical information administrator in Indianapolis.



Roy E. Jarrett

John Miller Accepts Hospital Director Position in North Carolina

JOHN M. MILLER, a member of Beta Omega Chapter at the University of Miami, has joined the Cumberland County Hospital System in Fayetteville, North Carolina, as associate director for operations. This multi-hospital system provides in-patient and out-patient health care for one of the most populous and expanding counties of North Carolina. Prior to accepting his new position he was Administrative Assistant at Baptist Memorial Hospital in Jacksonville, Florida.

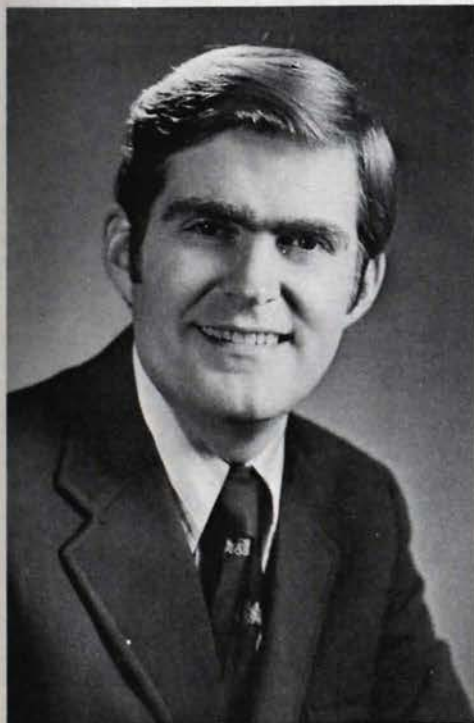
Following receipt of his bachelor's degree at Miami, he earned the master's degree in business administration with specialization in hospital and health care administration from George Washington University.

Peter James Heads Lilly Research Services

PETER D. JAMES, a member of Alpha Zeta Chapter at the University of Tennessee at Knoxville, has been promoted to head of research services by Eli Lilly and Company. He had been department head of scientific purchasing and industrial engineering since 1970.

Born in Buffalo, New York, Brother James graduated from Central High School in Columbia, Tennessee, and the University of Tennessee. He joined the Lilly firm as a systems engineer in 1962 and was promoted to systems coordinator in 1965. He became a staff assistant in purchasing division administration in 1967 and an industrial engineering coordinator in 1969.

In addition to Delta Sigma Pi, he is also a member of Omicron Delta Kappa fraternity.



Peter D. James

Goertz is Named Personnel Director

District Director Ronald E. Goertz, Alabama, has been appointed Director of Personnel for the Alabama Department of Mental Health. Prior to assuming his new duties Brother Goertz was Supervisor of Local Services Division of the State Personnel Department.

Born in Newton, Kansas, Ron attended elementary and high school in Buhler, Kansas. He received his bachelor's degree in industrial relations from the University of Alabama. Upon graduation from high school, he entered the U. S. Air Force, serving a total of eight years. He is still active in the Air National Guard where he is a communications center supervisor.

He was initiated into Delta Sigma Pi by Alpha Sigma Chapter at the University of Alabama in Tuscaloosa. He is also a member of the International Personnel Management Association and the American Society of Training and Development and Commerce Executives of the University of Alabama.

Vanier Graphics Promotes Ronald Arkils

RONALD C. ARKILS has been promoted to General Manager, Contract Division of Vanier Graphics Corporation, it was recently announced by the Santee, California, based corporation. Brother Arkils has a wide background in electronic data processing, optical character recognition and forms-systems design. Before joining Vanier Graphics he was associated with Control Data Corporation.

A native of Detroit, Michigan, he received the A.B. degree in economics from Wayne State University. It was there that he was initiated into the fraternity by Gamma Theta Chapter.

Vanier Graphics is a publicly held corporation, founded in 1946 as a business forms and commercial printing company.

Charles Pipher is Vice President Training Concepts & Communications

CHARLES E. PIPHER, a member of Gamma Sigma Chapter at the University of Maryland, has been named vice president of Training Concepts & Communications, Inc. He will be responsible for marketing activities, including consultation and production work in the video-tape medium.

The Chicago based firm specializes in the analysis, design and production of training and communication programs for business and industry.

Brother Pipher's experience includes 17 years in the educational publishing industry as well as in the audio and video hardware industries. He has been a field editor, a manager of trade and foreign book markets, an

educational product manager, sales manager, director of a major industrial training department and general manager of a professional video tape production company. He spent the last eight years with the Richard D. Irwin Publishing Company as a field editor for college level textbooks. He also spent six years with Ampex Corporation as educational product manager, consumer audio product manager, and founder and director of the Ampex Video Institute.

He received the bachelor's degree in business administration from the University of Denver.



THE NEW DIRECTOR OF Financial Services for the Fibre Box Association is Robert F. Rebeck, a member of Beta Chapter at Northwestern University.

Robert Rebeck Joins Fibre Box Association

ROBERT F. REBECK has joined the Fibre Box Association staff as Director of Financial Services, a new position created to provide expanded economic analysis capabilities. The Association, headquartered in Chicago, serves manufacturers of corrugated and solid fibre boxes.

Brother Rebeck came to the Association from the position of Assistant Treasurer and Director of Finance for Ac'cent International, Inc.

Following graduation from Northwestern University and World War II service with the U.S. Army Air Corps, he began his business career as a security analyst with the Chicago firm of Duff, Anderson and Clark. A few years later he joined International Minerals & Chemical Corporation and subsequently became a planning officer with Harris Trust and Savings Bank. He rejoined Ac'cent parent firm, IMC, in 1967.

He was initiated into the fraternity by Beta Chapter at Northwestern University and continues as an active member of the Chicago Alumni Club. He is also a member of Planning Executives Institute.

Vergil V. Miller is Named Dean at Oklahoma State

DR. VERGIL V. MILLER, former dean of the School of Business Administration at California State University at Sacramento, has been named dean of the College of Business Administration at Oklahoma State University. He replaces another Deltasig, Richard W. Poole, who resigned to accept another administrative position with the University.

Brother Miller received his bachelor's degree from Oregon State, his MBA from the University of Washington and the DBA from the University of Oregon. Prior to being named dean at Sacramento he held various positions at Oregon State University and Eastern Washington State College. In 1971 he was a visiting professor of administration and finance at the University of California at Irvine.

In addition to Delta Sigma Pi, he holds membership in numerous scholastic and professional societies. Among them are Beta Gamma Sigma, Pi Gamma Mu, the American Economic Association, American Finance Association, the American Institute of Decision Sciences, American Society for Public Administration, and many others.

He has been active in the American Association of Collegiate Schools of Business, serving on numerous committees. He was also secretary-treasurer of the Western Association of Collegiate Schools of Business. He has written a book, *The Finance Function*, and numerous monographs and articles for various professional journals.



VERGIL V. MILLER, a member of Epsilon Phi Chapter at California State University at Sacramento, was recently named dean of the College of Business Administration at Oklahoma State University to replace Brother Richard W. Poole who resigned to accept another administrative position.

Ralph Hook Elected President Hawaii World Trade Association

DR. RALPH C. HOOK, JR., dean of the College of Business Administration at the University of Hawaii, has been elected president of the Hawaii World Trade Association. The organization seeks to encourage, expand and promote international trade. Brother Hook has been active in the Association since soon after coming to Hawaii in 1968. He is also active in the Hawaii Regional Export Expansion Council of the U.S. Department of Commerce, having served the past two years as vice chairman.

Ralph was initiated into the fraternity by Gamma Omega Chapter at Arizona State University. At the time he was named dean of the College of Business Administration at Hawaii he was serving on the fraternity Board of Directors as Director of Education for Business.



RALPH C. HOOK, JR., Arizona State, former Director of Education for Business and currently dean of the College of Business Administration at the University of Hawaii, has recently been elected president of Hawaii World Trade Association.

Ray Killam Receives Merit Award

Ray H. Killam has been awarded the International Citation of Merit Award by the International Association of Personnel in Employment Security. This top award of the 30,000 member group was announced at its 60th annual convention in Portland, Oregon.

Brother Killam's work as project director of the Topeka Rent-A-Kid program in cooperation with the Topeka Job Opportunity Center won his nomination by the Kansas Chapter of the organization. Past honorees include Presidents Harry S. Truman and John F. Kennedy, Rep. Wilbur Mills of Arkansas, TV's Dave Garroway, and Sen. Lester Hill of Alabama. Last year's winner was William Bryan, president of Humble Oil Company.

Rent-A-Kid is a Topeka Jaycees project. It also won "Project of the Year" for the Kansas Jaycees and won first place in its class from the U.S. Jaycees and has been entered in Jaycees International competition.

Ray was initiated into the fraternity by Delta Chi Chapter at Washburn University. He is a District Director of the fraternity for the State of Kansas. He is currently the Midwest representative of Shade, Inc. of Green Bay, Wisconsin.

Benjamin F. Thomas is New School of Business Dean at Ferris State

DR. BENJAMIN F. THOMAS, a member of Gamma Sigma Chapter at the University of Maryland, has been named dean of the School of Business at Ferris State College, Big Rapids, Michigan. Brother Thomas has been a member of the staff at Ferris since 1959, when he was appointed professor and assistant dean. In 1962 he was promoted to associate dean. At various times he served as acting head of the Departments of Management, Marketing and Office Administration and was Acting Dean in 1968-69.

Brother Thomas has been active in the American Association for Higher Education, the American Council on Education, the American Assembly of Schools of Business, the Michigan Business Education Association and the American Society for Training and Development. He has also served on the Board of Directors of the Big Rapids Area Chamber of Commerce, is a member of the Citizens Study Committee of the Big Rapids Public Schools, and is Church School Superintendent of the United Church.

He attended the University of Wisconsin at Whitewater and received the B.S. and M.A. degrees from Northwestern University. He took graduate work at the University of Minnesota and the University of Maryland, receiving the Ed.D. degree from Indiana University. Prior to joining the staff at Ferris State he taught at the University of Maryland and in the public schools of Minnesota.



BENJAMIN F. THOMAS, Maryland, has been named dean of the School of Business at Ferris State College. Brother Thomas has been a member of the Ferris staff since 1959.

Oxford's McCullough-Hyde Hospital Appoints Fesler Administrator

WAYNE F. FESLER, until recently assistant administrator of Suburban General Hospital in Pittsburgh, Pennsylvania, has been named administrator of the McCullough-Hyde Memorial Hospital in Oxford, Ohio.

Brother Fesler received the B.S. degree from the University of Missouri at Columbia where he was initiated into Delta Sigma Pi, and the master's in Hospital Administration from Duke University. He is a member of the American College of Hospital Administrators, the Hospital Association of Pennsylvania and the Society for the Advancement of Management. In college, he was a Maytag Foundation scholar, was on the dean's list and a member of Beta Gamma Sigma, graduating among the top five percent of his class. He is also a member of Lambda Chi Alpha fraternity, and the Rotary Club.

Prior experience includes having served as administrative resident at Duke University Medical Center and labor research specialist with the U.S. Department of Labor in Columbia, and as staff accountant with Tiger, Fireside and Company, CPA's in St. Louis.

LOS ANGELES

THE SOUTHERN CALIFORNIA Alumni Club, newly chartered in January, 1973, is open for business. A core of approximately 20 members is actively seeking out Brothers residing in the area. Paving the way for bigger and better activities, our paths of glory have included a rousing poker party and a fun-filled beach party complete with a bruising football contest.

The Brothers selected to lead the Club through its formative year are as follows: President Leon Garmon, 3930 N. Rosemead Blvd., Apt. N, Rosemead, Ca. 91770, (213-288-0252); Vice President Justin Gannon, 1227 Maplegrove St., West Covina, 91792, (213-968-7895); Secretary Greg Forster, 10767 Woodbine St., Los Angeles, Ca. 90034, Apt. 233, (213-837-5732); and Treasurer Greg Redican, 2529 W. Washington Blvd., Marina del Rey, Ca., 90291 (213-823-9530).

Planned for the near future are a Founders' Day Banquet and more poker parties to encourage membership and establish rapport with our local Chapters.

Interested alumni Brothers should contact any of the above named officers. Correspondence with other Alumni Clubs as well as any helpful ideas towards building a bigger and better Club are most welcomed and will be greatly appreciated. Watch us grow!

LEON GARMON/JUSTIN GANNON

DETROIT

THE GREATER DETROIT ALUMNI Club proudly accepted the Alumni Attendance Award at the 29th Grand Chapter Congress held at Wentworth-by-the-Sea at Portsmouth, N. H. Although we officially received credit for eleven members we would like to give recognition to the 10 wives and 4 children in attendance which swelled our representation to 25. Out-doing the Chicago Alumni Club is no easy task. Chicago has a very fine Club and

had they been able to count the Board members from their club, the award may have passed us by.

We would like to congratulate and welcome our new Board of Directors, particularly Brother "Doc" Cannon and Brother Bill Tatum. We were pleased to see "Billy West" re-elected Director of Alumni Activities by acclamation. He has done a remarkable job in the last two years. We invite all Board members and every Deltasig to look us up when you are in the Detroit area. Our new alumni club president is Brother Jim Caffrey, 1137 Cynthia, Madison Heights, Mich. 48071, phone 545-4790 and our secretary is Brother Bob Trapp, 22301 Olmstead, Dearborn, Mich. 48124, phone 563-6940. We have a full calendar of activities and I am sure you will enjoy the brotherhood that exists in the Greater Detroit Alumni Club. We are planning a tour of the Strohs Brewery, a millionaires party, a bowling match, a golf outing and many other activities in conjunction with our Gamma Rho Chapter. Call or write for a schedule. We are proud of our club and would like to show it off. — WILLIAM F. HENDRY

Continued from page 7

Each chapter in the fraternity is requested to submit its candidate for the Undergraduate of the Year award. The Regional winner is selected by a committee from within the Region consisting of alumni and undergraduate members. The Regional winners then enter the finals. The Executive Committee, the Executive Director, and the two most recently named Undergraduates of the Year compose the selection committee for the award.

Continued from page 15

Brother Chester B. Hubbard, Beta Upsilon Chapter, Texas Tech University. He ranked second in his class at Lubbock High School and was a National Merit Scholarship finalist.

Chester's chief interests are music, debate, speech and writing. He was recognized as the outstanding junior English student in 1971-72,

was selected for the All Region Band and was the University Inter-scholastic League Band Solo and Ensemble winner. He was also selected as a member of distinction in the Society of Outstanding High School Students.

Chester Hubbard matriculated at Austin College this past September with a concentration in business administration. His current plans are for a career which would utilize his communication arts interests in the business world.

National Merit \$1,000 Scholars

For each of the preceding type scholarships in effect each year, the Foundation provides NMSC with a \$250 grant which are accumulated in the account of the Foundation. Each \$1,000 accumulated is then used in support of unrestricted National Merit \$1,000 scholarships which are awarded to students selected by NMSC without preferential selection criteria, other than that they must be finalists and will matriculate in a course of business administration at an accredited college or university.

This year there is a recipient of such a scholarship, in the name of the Delta Sigma Pi Educational Foundation. It goes to Judith J. Prudhomme, an NMSC finalist from Benjamin Franklin High School in New Orleans, Louisiana. She has matriculated at Loyola University of New Orleans, studying business administration.

Judith was valedictorian of her class and was the recipient of the Louisiana State University-New Orleans Decennial Award, the Allen J. Ellender Fellowship Award, the Loyola University Award, and the Campbell Award. She was a member of the National Honor Society, Secretary of Mu Alpha Theta, Vice President of the French Club, member of the Society of Outstanding American High School Students, listed in Marit's Who's Who Among High School Students, and earned her Band letter.

In her free time, she tutored elementary school pupils and enjoys bike-riding, listening to music, reading, and tinkering with her movie projector and collection of films. Her future interest lies in the area of theatre management.



SHOWN HERE ARE members of the Crescent City Alumni Club in New Orleans along with Grand President Mocella and Director of Alumni Activities Bill Tatum during the Club's summer picnic at Covington, La.

The Energy Squeeze Is On, And You're At Bat

Ernest B. Miller, Jr.
President, Skelly Oil Company

The following is an address before a joint seminar of Beta Chi Chapter at the University of Tulsa and the National Association of Manufacturers.

I PARTICULARLY WELCOME the opportunity to visit with you this morning, mainly because we in the business community too often fail to communicate first hand with representatives of the academic world. Because of your perspective on the problems we share, such communication is desirable and necessary.

One major problem we share is the energy situation in this country — a problem that has just begun to attract front page attention. Particularly frightening is the fact that many people who recognize the problem fail to realize its seriousness. I want to discuss this situation with you because I am convinced that the public must be alert to this potential national crisis if we are to resolve it. Each of us has a role to play in solving the problem. In other words, the energy squeeze is on, and you're at bat.

Perhaps I'd better explain right now that I think we have not just a single problem, but rather a complex interaction of several difficulties. However, for this discussion we'll refer to the matter simply as "the problem."

Several aspects of the energy squeeze assure us that the problem is not imaginary. From personal experience or published accounts, you know that various areas of this country have had brown-outs, have been unable to keep schools and other public buildings open because there was not heat, have seen food grains rotting in storage because there was no fuel for drying it, and now are beginning to see service stations close because they have no gasoline to sell.

Believe me, these few brief local interruptions in the supply of energy are only a taste of what may lie ahead a few months from now. And these symptoms only hint at the significance of the shortage.

Before we go further down this avenue, let's examine the energy picture in the U.S. today, and take a look at what the future may hold.

When we speak of energy, some folks immediately think we are talking about the power that makes people go — in sports, in business, at home, or for fun. However, human exertion represents less than one percent of the energy used in this country. More than 99 percent comes from mechanical energy — in factories, mills and plants, in generation of electricity — in heating and cooling and in countless other ways.

In America, more than anywhere else, machine-power has replaced muscle-power. Although we have only 1/17th of the world's population, our country accounts for about 1/3rd of the mechanical energy. And, in-

terestingly, there is a direct correlation between the standard of living and the consumption of mechanical energy.

Where does the United States get its energy supply? Today, 77 percent of our country's energy is supplied by oil and gas. Coal, which was the top ranking fuel for many years, now stands third, supplying 18 percent. Waterpower is the basis of nearly 4 percent, and nuclear energy is still a minor factor, providing something less than one percent.

And the demand for energy is growing as population increases and living standards rise. By 1985, energy use in this country will be approximately double today's rate. And by the year 2000, you can expect the demand to be almost three times what it is right now. By that time, oil and gas will be providing about 61 percent of a vastly increased energy demand. Nuclear power should progress to supplying 23 percent. Coal and water power will have to provide nearly all the rest.

Basically, then, the problem is this: our supply of secure and environmentally acceptable energy will not be adequate to meet prospective demand unless there is a change in the economic and political climate affecting the energy industries.

In view of the energy shortages we already are experiencing, there is ample reason for concern.

To isolate some of the factors contributing to the problem, let's talk about natural gas. You must realize that this valuable commodity was for many years almost a waste material. There was little market for it because it could not be moved any great distance from the producing fields. But then technology made it possible to ship natural gas to distant markets and this fuel increased in popularity. Naturally, the expanding use encouraged the search for new reserves, and the future for this energy source looked brighter than ever.

At this point, however, the government jumped into the act with both feet. And certainly the lack of coordinated government policies has been instrumental in creating the mess we are in. Governmental decisions have been piecemeal and inconsistent and have discouraged the development of badly needed energy resources.

In a landmark decision in 1954, the Supreme Court ruled that a gas producer's prices must be set by the Federal Power Commission if the gas were sold for resale in interstate commerce. Overlooking economic and technological interactions, it was politically expedient to make gas as cheap as

possible to the consumer. When this occurred, most economists accurately predicted what would happen. Since the prices were set at artificially low levels, the producer was discouraged from seeking new reserves. At the same time, because of the low prices, the popularity of gas grew rapidly and cut sharply into the market for other forms of fuel.

The effects on the gas industry were not too noticeable at first because we could produce and sell gas from reserves discovered years earlier. In 1954, we had enough gas to supply the country's needs for about 23 years, but now we are down to about 13 years' supply, and dropping.

To sum up, then, federal regulation of natural gas producers has turned out to be self-defeating. Just when gas — a relatively clean fuel — could really help solve environmental problems, regulation has brought about a scarcity.

Higher rates recently authorized by the F.P.C. will help but it takes years to find and develop needed reserves, so it will be quite some time before new efforts can be translated into an increased supply of gas.

A second important factor that has served to compound the problem has been the rapid introduction of tough environmental standards, further tightening the nation's fuel supply. Ironically, the rising concern for the environment has stimulated the demand for natural gas, while fear of water pollution has delayed the search in offshore areas where the needed reserves might be found.

Incidentally, we should keep in mind that the fear of water pollution because of oil operations has been greatly exaggerated. Records show that 14,000 wells have been drilled in offshore U.S. waters, but only 3 have sustained accidents that resulted in significant pollution, and there is no evidence of permanent ecological damage.

The conflict between environmental and energy considerations points to the third major contributor to the problem: this is our inability to develop workable procedures for resolving these conflicts. The refinery situation in this country is an excellent example of this inability. By the end of next year, the United States will have no spare refining capacity. Yet, the demand is increasing at such a rate that 58 new refineries will be needed by 1980. And not one is being built, nor is one even on the drawing boards, primarily because of environmentalists. Need I say that when we import refined products we are exporting both jobs and dollars that are vitally needed here?

Now, let's take a look at nuclear power. Predictions in 1960 indicated that atomic plants would soon dominate electric power generation, but these predictions have proved to be unduly optimistic. The plants are running years behind schedule, costs are higher than projected, and there has been strong opposition to the sites chosen for such plants. One indication of the impact of such objections is a story in the April 13, 1973, *Wall Street Journal*. It reported that a power company had just received A.E.C. permission to build a power plant. The hearing started in September 1970. Even now, protestors have seven days to appeal to an A.E.C. board, and they retain the right to take the matter to court even after that.

This situation has profoundly affected the coal industry. In the face of predictions that nuclear power would shortly take over coal's No. 1 market — that is, electric power generation — the coal industry began to retreat. Then when nuclear power failed to meet predictions, coal simply was unable to fill the gap.

For one thing, it takes 3 to 5 years to develop a large underground coal mine, and environmentalists were halting the development of surface mines. Besides, most coal used in utility boilers has a high sulfur content. This high-sulfur coal cannot meet the strict anti-pollution laws adopted in many areas.

Many of these problems can be worked out, but it will take a lot of time and a lot of money. And obviously, we don't really have enough of either.

Another long-established energy source is hydroelectric power. But this supply is limited by geography. Most of the remaining sites are in the west, and plans to develop them are frequently delayed by public protests.

So, with problems and limitations hampering other energy sources, the heaviest load falls on oil. But domestic oil producers have their problems, too, mainly because costs and prices have gotten out of balance.

As business students you understand the need for profits in our system. You know that if a company does not make profits, it cannot stay in business, operate plants, and pay salaries and taxes, and contribute to health,



CHAPTER CONSULTANT John Richardson accepts the applications for one of the sports events from Charles R. Barnett, delegate of the Shreveport Alumni Club. Looking on are Frank Presfield, Tulsa Alumni Club delegate and Jack Edmiston.

educational and cultural enterprises. But you might be surprised at how big most people think business profits are. A survey two years ago showed that a cross-section of the U.S. population believed that 28 percent of the corporate sales dollar was profit. As students of business, you know that after-tax profits constitute only about 4 percent of the sales dollar.

Another way of measuring profits is to compare them with assets invested. During the past five years, this rate of return has shown a steady decline. Manufacturing generally does a little better than the major oil companies, and Skelly has been just slightly above the petroleum industry average.

The biggest portion of Skelly revenue goes to buy raw materials and products for re-sale. Last year, we spent as much for exploratory costs as we made in profit — six cents out of each dollar received. Our taxes were more than double our profits, as were operating and general expenses. Wages and employee

benefits were nearly twice as great as our profits. These are fairly normal conditions for our company, and will not be too different from other companies in our business.

This means that rising costs and restricted prices tighten the bind on the oil industry.

Between 1960 and 1971, the cost of oil-field machinery increased 31 percent, the cost of oil-well casing increased 37 percent, and oil-field wages climbed 47 percent. By contrast, the average price of crude oil increased less than 17 percent during this period, far from what is needed to put things back in balance.

To make matters worse, federal tax legislation that went into effect in 1970 added some \$500 million per year to the petroleum industry's costs. After a year of this additional tax burden, the Chase Manhattan Bank said its analysis of a group of 28 major oil companies showed that: "In 1970, the group's tax payments increased 22 percent. Over the past two years — while the group's net income declined — its taxes increased 49 percent. And in the past decade, its taxes have risen by 258 percent, compared with an increase of 89 percent for net income. Thus, for every dollar that net income increased, taxes rose by \$2.30."

This tax increase in 1970 was enough to pay for drilling 5,000 wells a year. We desperately need to drill these wells, because of the heavy odds we buck. Of every 100 wells drilled in search of new oil and gas fields, only 2, on the average, make discoveries of commercial significance. (One Eastern professor said the oil industry could solve many of its economic ills if we would quit drilling dry holes. Unfortunately, he did not tell us how to do this.)

There is considerable oil and gas yet to be found in the United States, but because of the intensive drilling programs already completed, the new reserves are harder and more expensive to find. As a result, we have become a "have-not" nation in terms of usable commercial supplies of fuel, while remaining a "have" nation in terms of available resources.

Continued on page 28



ANNA FINNEY'S Pink Poodle appears to have the center stage in this photo. The Pink Poodles are Suzanne Drewniak, Helen Rees, Dorothy Fallon, Anna Finney and Jean Tarabek.

275 New Life Members Added To Rolls

MORE THAN 275 NEW Life Members have been added to the Life Membership rolls since the publication of the May issue of The DELTASIG. With the increased interest in the Life Membership program the number of Life Members has now passed the 7,300 mark.

A Life Membership in Delta Sigma Pi is still a good bargain. The cost of a Life Membership is \$65.00. It can be paid in a single payment or in equal monthly installments. It provides the member with a life time subscription to The DELTASIG and pays his national alumni dues for life. He is also provided with a beautiful certificate and identification card in addition to recognition that he is continuing to help his fraternity provide the same benefits to others which he received.

Undergraduate members receive a 20 percent discount. If the member's chapter achieves the Honor Roll or Honorable Mention (85,000 points or more) in the Chapter Efficiency Index and he applies for a Life Membership before December 31 of the year in which his chapter achieved this, he is entitled to an additional 10 percent discount.

What better time to apply for a Life Membership in Delta Sigma Pi? Just complete the following form and return it to The Central Office. Following is a list of the new Life Members:

- 7039 Lloyd L. Haak, *Epsilon Rho*, Tampa
- 7040 John D. Carmichael, *Kappa*, Georgia State
- 7041 Andrew E. Lietz, *Xi*, Michigan-Ann Arbor
- 7042 Pierre G. Morein, *Eta Iota*, Nicholls State
- 7043 William V. Wingfield, *Zeta Upsilon*, Virginia Tech
- 7044 Mark V. Schellschmidt, *Alpha Epsilon*, Minnesota-Minneapolis
- 7045 Lester D. LaShombe, Jr., *Theta Iota*, Connecticut
- 7046 Gordon W. Hough, *Epsilon Rho*, Tampa
- 7047 James B. Quick, *Eta Chi*, California Poly.-Pomona
- 7048 John A. Michaels, *Epsilon Lambda*, Rochester Tech
- 7049 Peter E. Dingeldey, *Gamma Lambda*, Florida State
- 7050 Arthur M. Atchison, *Theta Kappa*, Akron
- 7051 Charles R. Porper, Jr., *Eta Rho*., Wisconsin-LaCrosse
- 7052 Perry Martinelli, *Alpha*, New York
- 7053 Charles S. Stafford, *Beta Chi*, Tulsa
- 7054 Kenneth J. Messier, *Theta Iota*, Connecticut
- 7055 Jon M. Hart, *Delta Pi*, Nevada
- 7056 Gary P. Murphy, *Gamma Kappa*, Michigan State

- 7057 Terry L. Morris, *Delta Omicron*, California State-San Francisco
- 7058 Philip A. David, *Theta Chi*, California State-San Jose
- 7059 Darrell J. Zeller, *Eta Lambda*, Weber State
- 7060 Theodore D. Perkovich, *Beta*, Northwestern-Chicago
- 7061 Warren C. Dulski, *Gamma Pi*, Loyola-Chicago
- 7062 Larry D. Tester, *Eta Theta*, Angelo State
- 7063 Richard A. Wielgus, *Theta Xi*, Wisconsin-Whitewater
- 7064 Thomas A. Ochal, *Gamma Pi*, Loyola-Chicago
- 7065 Frederick A. Johnston, *Beta Phi*, Southern Methodist
- 7066 Thomas R. Mraule, *Zeta Kappa*, Western State
- 7067 Thomas H. Farris, *Gamma Iota*, New Mexico
- 7068 Charles E. Peelman, *Gamma Epsilon*, Oklahoma State
- 7069 Leonard T. Campbell, *Alpha Sigma*, Alabama
- 7070 Ernest M. Pankratz, *Beta*, Northwestern-Chicago
- 7071 Ronald L. Bednar, *Eta Sigma*, Southern Illinois-Edwardsville
- 7072 Kent R. Baldwin, *Lambda*, Pittsburgh
- 7073 Jacob B. Bezner, *Delta Epsilon*, North Texas State
- 7074 Willie J. Stokes, *Epsilon Rho*, Tampa
- 7075 Charles W. Reilly, Jr., *Iota*, Kansas
- 7076 Charles E. Kerwood, *Beta Pi*, Kent State
- 7077 Neil M. Ruge, *Epsilon Theta*, California State-Chico

- 7078 Richard R. Herrmann, *Epsilon Theta*, California State-Chico
- 7079 James E. Hohimer, *Epsilon Eta*, Eastern New Mexico
- 7080 William F. McCrone, Jr., *Zeta Tau*, California State-Hayward
- 7081 M. Meredith Johnson, Jr., *Zeta Theta*, Western Kentucky
- 7082 John B. Coyle, *Gamma Rho*, Detroit
- 7083 Creighton W. Miller, *Zeta Rho*, Menlo
- 7084 Steven E. Connelly, *Epsilon Eta*, Eastern New Mexico
- 7085 Peter S. Milch, *Alpha Upsilon*, Miami-Ohio
- 7086 John R. Secrest, Jr., *Epsilon Upsilon*, New Mexico State
- 7087 Eric L. Franz, *Delta Tau*, Indiana State
- 7088 Tommy R. Pitman, *Eta Theta*, Angelo State
- 7089 Gary R. Wright, *Epsilon Theta*, California State-Chico
- 7090 David D. Weaver, *Beta Epsilon*, Oklahoma
- 7091 Harry P. Cooker, *Eta Xi*, Philadelphia Textiles
- 7092 Donald C. Shipsky, *Xi*, Michigan-Ann Arbor
- 7093 James H. Neurauder, Jr., *Gamma Pi*, Loyola-Chicago
- 7094 Wayne S. Schleutker, *Alpha Theta*, Cincinnati
- 7095 Stephen R. Mikler, *Theta Sigma*, Florida Tech
- 7096 George H. Gardner, Jr., *Beta Pi*, Kent State
- 7097 Gary R. Dalbke, *Epsilon Omega*, Eastern Illinois
- 7098 Calvin Montgomery, *Beta*, Northwestern-Chicago
- 7099 David E. Barker, *Eta Rho*, Wisconsin-LaCrosse
- 7100 Raymond P. Vernon, *Alpha Delta*, Nebraska-Lincoln
- 7101 David R. Biek, *Epsilon Omicron*, Western Michigan
- 7102 John R. Gregory, *Theta Sigma*, Florida Tech
- 7103 James S. Loney, Jr., *Gamma Xi*, Santa Clara
- 7104 Michael F. Murray, *Theta Upsilon*, Siena
- 7105 Pete R. Aube, *Delta Upsilon*, Texas Christian

CUT AND MAIL TO: DELTA SIGMA PI, 330 SOUTH CAMPUS AVENUE, OXFORD, OHIO 45056

DELTA SIGMA PI

SPECIAL APPLICATION FOR AN ACTIVE LIFE MEMBERSHIP

From _____ Chapter _____

Address _____

City, State _____ Zip _____

I am enclosing my check for \$ _____ to cover _____ payment(s) of \$5.00 each. It is my understanding that I will receive a 30% discount as a result of my being an undergraduate and a member of a chapter that has achieved Honor Roll or Honorable Mention status in the Chapter Efficiency Index.

RECORD OF \$5.00 PAYMENTS

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



ALLEN AND CYNTHIA PERRY are caught in this view as they prepare for the New England Clambake. Allen is president of Sigma Alpha Beta Fraternity at the University of North Carolina at Wilmington which is seeking a chapter charter.

- 7106 Ronald L. Hauptfleisch, *Eta Sigma*, Southern Illinois-Edwardsville
- 7107 Harry W. Cooper, *Beta Phi*, Southern Methodist
- 7108 Lawrence J. Socie, *Gamma Rho*, Detroit
- 7109 Donald Kitchen, *Beta Epsilon*, Oklahoma
- 7110 Gene W. Johnson, *Theta Psi*, Indiana Northwest
- 7111 John M. George, *Epsilon Theta*, California State-Chico
- 7112 William B. Praun, *Epsilon Theta*, California State-Chico
- 7113 Robert L. Malone, *Gamma Pi*, Loyola-Chicago
- 7114 Edward W. Deffley, *Upsilon*, Illinois-Urbana
- 7115 Richard M. Rawson, *Epsilon Tau*, Dayton
- 7116 Jack V. LoPresti, *Epsilon Chi*, Georgia Southern
- 7117 Michael J. Gillean, *Theta Omega*, St. Edward's
- 7118 Richard M. Osborn, *Gamma Sigma*, Maryland
- 7119 James A. Kwapich, *Alpha Kappa*, State U. of New York-Buffalo
- 7120 Thomas E. Hixon, *Beta Gamma*, South Carolina
- 7121 Stephen C. Kane, *Gamma Omicron*, San Francisco
- 7122 Andrew E. Zeisler, *Gamma Omicron*, San Francisco
- 7123 Paul C. Shoup, *Gamma Rho*, Detroit
- 7124 George F. Ross, *Alpha Theta*, Cincinnati
- 7125 Richard L. Cantwell, *Alpha Pi*, Indiana
- 7126 James F. Kacsmar, *Alpha Omicron*, Ohio U.
- 7127 Kenneth E. Maue, *Eta Sigma*, Florida Tech
- 7128 Clifford L. Hicks, *Gamma Omega*, Arizona State
- 7129 Mark S. Gehrs, *Eta Chi*, California Poly.-Pomona
- 7130 Michael L. Ward, *Theta Lambda*,

- Xavier
- 7131 Desmond C. Wong, *Alpha Pi*, Indiana
- 7132 William M. Fuller, *Theta Omega*, St. Edward's
- 7133 Mark B. Kentner, *Theta Omicron*, St. Ambrose
- 7134 Stephen C. Skelton, *Eta Sigma*, Southern Illinois-Edwardsville
- 7135 Donald D. Letts, *Gamma Kappa*, Michigan State
- 7136 Richard J. Parnitzke, *Alpha Kappa*, State U. of New York-Buffalo
- 7137 Charles E. Farrow, *Gamma Psi*, Arizona
- 7138 Edgar D. Pryor, *Epsilon Phi*, California State-Sacramento
- 7139 John F. Farr, *Gamma Pi*, Loyola-Chicago
- 7140 James K. Murray, *Epsilon Rho*, Tampa
- 7141 Patrick M. Dohany, *Delta Rho*, Ferris State
- 7142 Harvey D. Lecollier, Jr., *Alpha Omicron*, Ohio U.
- 7143 Douglas R. Sibert, *Eta Sigma*, Southern Illinois-Edwardsville
- 7144 William R. Koah, *Theta Phi*, South Florida
- 7145 William H. Baker, *Gamma Epsilon*, Oklahoma State
- 7146 Robert W. Johnson, *Zeta Xi*, Lewis
- 7147 John T. McHugh, *Gamma Omicron*, San Francisco
- 7148 Carl R. Quickmire, *Beta Gamma*, South Carolina
- 7149 Alexander M. Ayon, *Delta Omicron*, California State-San Francisco
- 7150 Charles A. H. Waelti, *Eta Sigma*, Southern Illinois-Edwardsville
- 7151 William B. White, *Alpha Beta*, Missouri-Columbia
- 7152 Gregory L. Davenport, *Epsilon Phi*, California State-Sacramento
- 7153 Mark S. Fritz, *Alpha Pi*, Indiana
- 7154 Michael J. Tillar, *Alpha Theta*, Cincinnati
- 7155 Bradley W. Foreman, *Theta Sigma*, Florida Tech



GARY B. MILNE appears rather pleased about the 29th Grand Chapter Congress. Could it be his new nylon jacket or satisfaction with the New England Clambake? Gary was the delegate of Eta Chi Chapter at Cal Poly at Pomona.

- 7156 Harvey H. Hatling, *Delta Omicron*, California State-San Francisco
- 7157 Herbert D. Adams, *Eta Xi*, Philadelphia Textiles
- 7158 Barry L. Shafer, *Delta Omicron*, California State-San Francisco
- 7159 Carl R. Sawyer, *Theta Iota*, Connecticut
- 7160 Thomas G. Smith, Sr., *Epsilon Rho*, Tampa
- 7161 Gary B. Milne, *Eta Chi*, California Poly-Pomona
- 7162 Daniel A. Ostendorph, *Eta Sigma*, Southern Illinois-Edwardsville
- 7163 Lindsey C. Boney III, *Beta Lambda*, Auburn

Continued on page 29



ONE OF THE MANY fun activities at the 29th Grand Chapter Congress was the Las Vegas party.

Frank M. Busch, Jr.

Frank is currently associate professor of office administration and business education in the College of Administration and Business at Louisiana Tech University, a position he has held for more than seven years. During this period he has served the last five years as advisor to Beta Psi Chapter.

Brother Busch received the B.B.A. degree from North Texas State University with high honors and the M.B.A. degree from Indiana University. He was initiated into the fraternity by Epsilon Mu Chapter at Sam Houston State University. He began his teaching experience at O'Fallon Technical High School in St. Louis, Missouri, later holding positions at Sam Houston State and Indiana University before assuming his present position at Louisiana Tech.

During his military service he served as a military stenographer. Brother Busch co-authored the Faculty Advisor's Handbook. He is a charter member of the Shreveport Alumni Club. He is also a member of numerous learned and professional associations.

LaVerne A. Cox

LaVerne is returning to the Board of Directors after an absence of approximately 15 months. He was first appointed to the Board in 1961 to fill the unexpired term of the then Regional Director and continued to serve in that capacity until his resignation in August 1972.

A native of Bladen, Nebraska, Brother Cox received his bachelor's, master's and doctor's degrees from the University of Nebraska at Lincoln. It was here that he was initiated into the fraternity by Alpha Delta Chapter, where he later served as chapter advisor.

Shortly after accepting a new position at St. Cloud State College he assisted in the organization of Theta Tau Chapter and also briefly served that chapter as advisor. Widely known through the Midwest, Brother Cox is currently chairman of the Department of Management and Finance in the School of Business, St. Cloud State College, St. Cloud, Minnesota.

William C. Ward

A native of San Antonio, Bill Ward attended Culver Military Academy.

Culver, Indiana. He then attended the University of Texas at Austin and earned the BBA degree there in 1966. Following his graduation he served two years as a Logistics Officer in the U.S. Air Force and two years as an instructor at Officer Training School at Lackland AFB. After completion of his military service he worked as a Credit Analyst at Capital National Bank in Austin. During the past two years he has been self employed.

Bill was initiated into the fraternity in 1964 by Beta Kappa Chapter. He has also been a member of the Austin Alumni Club. He and his wife and daughter live in Austin, Texas.

Thomas R. Harnett

Tom was initiated into the fraternity by Zeta Rho Chapter at Menlo College in 1967 when he was a freshman. He served his chapter as secretary and president. He was also treasurer of the Associated Students, graduating in 1970.

Shortly after graduation he began work with the San Francisco office of Arthur Andersen & Co. where he is now employed. During this period he has risen to his present position of Tax Senior. A CPA, he is a member of the American Institute of CPA's and the California State Society of CPA's.

Before being elected Western Regional Director, Brother Harnett had been serving as a District Director in that region. He currently lives in Piedmont, California.

Craig S. Chapman

Born in Pittsburgh, Pa., Craig attended the University of Wisconsin at Madison where he was initiated into the fraternity by Psi Chapter. He graduated from Nicolet High School in Milwaukee which he now considers home.

Scouting has played an important role in Craig's life. He became an Eagle Scout at 14 and was his troop's first initiate into the Order of the Arrow. His extracur-

ricular activities in college centered around Delta Sigma Pi and the Army ROTC which he commanded in his senior year at the University of Wisconsin. He was also president of Psi Chapter and was an officer in numerous other activities, including the honor societies of Phi Eta Sigma and Phi Kappa Phi.

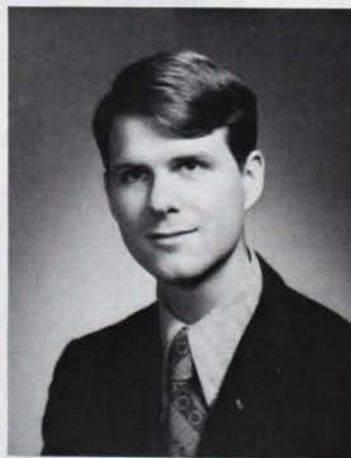
Brother Chapman is now completing his military obligations at Fort Hood Texas. He and his new wife live in nearby Kileen.

Charles W. Murphy

Selected as the Undergraduate of the Year 1973, Charles W. Murphy is the third undergraduate to serve on the Board of Directors. A native of Richmond, Virginia, Charles attended Virginia Commonwealth University where he was initiated into the fraternity by Eta Omega Chapter and served as the chapter president.

Brother Murphy ranked 44 in a class of 1600 seniors at VCU. He assisted in the founding of a chapter of the American Society of Personnel Administrators at the university. He established the VCU Professional Interclub Council and assisted in establishing the honor fraternities of Phi Beta Kappa and Phi Kappa Phi on campus. He was three times named to the Dean's list and was selected for Who's Who. While a student he was an active member of the Richmond Jaycees.

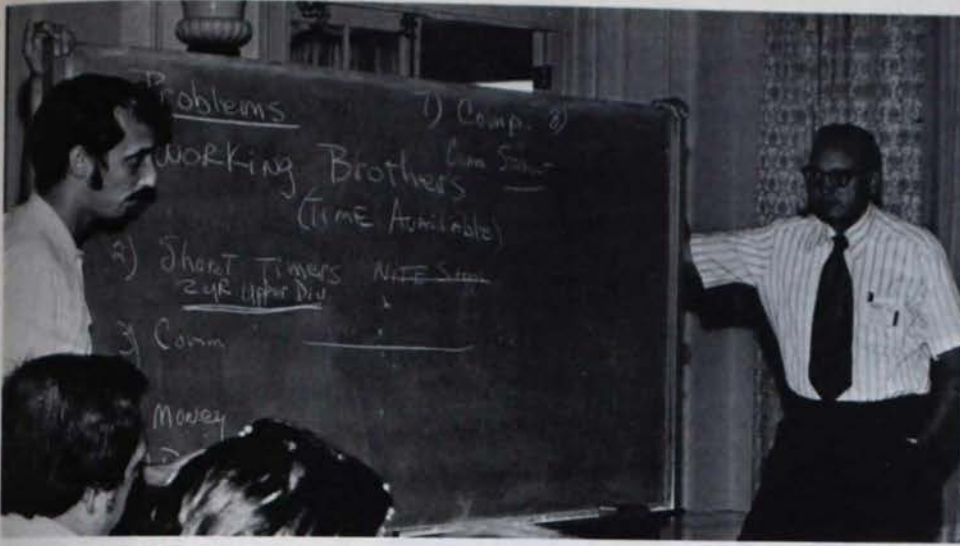
Charles is currently Assistant Director of the Finance Center in the College of Business Administration at the University of South Carolina where he is also pursuing the doctoral degree.



Craig S. Chapman
University of Wisconsin-Madison
Undergraduate of the Year 1972



Charles W. Murphy
Virginia Commonwealth University
Undergraduate of the Year 1973



SOUTHEASTERN REGIONAL Director George E. Ragland, right, and Undergraduate of the Year 1973 Charles Murphy conduct one of several educational seminars for the undergraduate members in attendance at the 29th Grand Chapter Congress.

Continued from page 5

Even more telling is the second survey which measures public attitudes towards corporate social responsibility. Since 1966, there has been an average slippage of 20 points in the public's perception of business as a real help to the communities in which it is located.

Less than half the people surveyed think business is a positive force in supporting education, in supporting hospitals, in working for good government, in helping the needy, in helping minority groups. Less than one-quarter have a positive feeling about the contribution of business toward controlling air and water pollution. Only 7 years ago, a substantial majority of Americans responded favorably to all questions about business responsibility. The loss of faith is accelerating each year.

A key question is whether the public thinks business should be taking leadership in civic and community affairs. When this question was put directly, it was answered overwhelmingly in the affirmative by 78 to 19 percent. When asked why they felt that way, well over half answered that business has the power to get things done and, therefore, ought to be active in solving our critical social problems.

Instead of being disheartened by the heightened criticism of corporate citizenship, business leaders should be highly gratified by the implications of this public concern. Only a few years ago we were disturbed that lack of confidence in business was leading citizens to seek ever-increasing government assumption of social responsibility. What these survey figures show, in my view, is that while the public may not feel business is doing all that it can in discharging its social responsibilities, it does have a high degree of confidence in business' ability to make a significant contribution to society.

In less complicated times, Calvin Coolidge could say with assurance that—"The business of America is business." He and millions of Americans were convinced that as long as business prospered, the blessings of our civilization would be secured. Government and private institutions would take care of social needs. Families would see to their

moral responsibilities. Schools would educate. Business would employ. And, as long as the bottom line stayed soundly in the black, there was nothing to fear.

The sheer complexity and weight of today's social ills I believe is clear proof that no single institution—be it government, business, the church, the family or the schools—is or can ever be expected to provide the level of help needed. What is required in face of these problems is nothing short of a reordering of national priorities and the interdependent effort of both the private and public sectors.

Corporate social responsibility, in fact, requires a very practical analysis of and response to present problems and future needs. If it is the ability to predict that is the hallmark of good corporate decision-making, the socially responsible corporation is one that can forecast the effects of its present decisions on future markets, on future products, on future growth and profitability.

Because every corporation lives in two

cities—the city of the present and the city of the future—the socially responsible business must be a good citizen of both. Every action it takes now will have a direct impact on future—for better or for worse. If it continues to pollute the air and water, it will not only degrade the environment now but it will surely destroy the life of tomorrow's city. If it does not develop training programs for minority groups, it will find itself isolated in a future city of unskilled and unproductive citizens. If it does not support cultural activities, it will condemn itself to a city devoid of intellectual stimulation which attracts and satisfies the caliber of people it wants to employ. If it stints on product value, it will face hostile consumers who will bar its products from their homes and their lives. If it does not support decent housing, urban renewal and rehabilitation, it will become an ineffective shell in a decadent and dying city.

Let me illustrate first with examples from my own industry with which, of course, I am most familiar. We see our fundamental obligation in the insurance business as providing society with the means of preserving material and human values through the wide range of products and services we offer. Consistent with this obligation is the need to conduct our business at a profit to assure a continuing source of financial strength for those we insure. Thus, we find in the course of our normal business practices the basis for a positive response to the problems in our society.

By providing engineering services aimed as much at reducing potential dangers as controlling premiums, the insurance industry makes a very direct and significant contribution to the welfare of millions of Americans who may not even be customers of our individual companies. An integral part of our insurance industry's service, the engineering function is helping to curb pollution, reduce on-the-job hazards and injuries, and assure the consumer products that are safe and dependable. In making this contribution to society toward the solution of some of its ills, we have not reached beyond



PICTURED HERE ARE a number of the Pink Poodles during their traditional luncheon. They are from left to right: Eleanor Lawson, Mae Ragland, Marie McKewen, Claire White, Ruth Brown, Barbara Merrick, Norma McMahon and Lenore Brewer.

the scope of our business purpose, but are working within it. This is not altruism . . . it's just plain good business.

Furthermore, because our corporations and our shareholders benefit from minimizing potential losses, our contribution to society is no less significant.

There are many acts of good corporate citizenship that can be honestly made in the name of good business.

Turning again to my own experience for an example, the companies in the Hartford area which have banded together in support of a renewal effort called Hartford Process are striving to revitalize and rejuvenate the region now and for the future. It's not good business to pull the shades down on corporate windows, and turn away from the community in which we live, for should that community decay and become sterile, everyone suffers. The life blood of the corporations would be cut off, and we too would decay. So, good citizenship is good business.

Many corporations and businesses are providing job opportunities and training programs for those who've had difficulty finding employment in the open market. At The Travelers home office in Hartford, we have a training program called MOST—Modern Office Skills Training. This program prepares previously underemployed and undereducated women to take their places as qualified, contributing members of the work force. The most important lesson learned by MOST graduates is self-confidence. Knowing you can do something is just as important as knowing how to do it. This is just one example of extending business expertise in training employees in an area that benefits society and in the long run is good business.

Many businessmen also regard as our corporate social responsibility the providing of opportunities for individual growth and achievement of our employees. Through such programs as job enrichment, we are demonstrating the importance of fulfilling the ambitions of the individual and not just filling a job. This is good business, too. For an em-



THE MEMBERS OF THE alumni clubs also had an opportunity to discuss their activities and plans for the next biennium. Shown here from left to right are District Directors Jeffrey Smock and Steven Benvenuto, Director of Alumni Activities Bill Tatum, Rudolph Tarabek, Jack Edmiston and Vice Chairman of Alumni Activities Herbert W. Finney.

ployee who feels fulfilled contributes more to his effort with a very beneficial increase in his productivity.

In the area of human renewal, corporate contributions to education are helping to provide opportunities for development of a potential pool of trained personnel to support our future needs and growth. It's good business and it's good citizenship.

After the initial impact of criticism of business by the professional consumerists, we have come to recognize the consumer as a friend and not an enemy. He asks only that which we are obliged to give: responsive service, dependable products, at a reasonable price. Even Ralph Nader, as Peter Drucker has pointed out, is not trying to push our

society into socialism or anarchy. "Nader," he says, "believes in economic performance above all. He has made it the central touchstone of a good society."

It is in failing these demands that we bring upon ourselves the wrath of the consumer in today's marketplace. So long as we conduct our business with these obligations to the consumer clearly in mind, we have nothing to fear from the consumer. We have everything to gain.

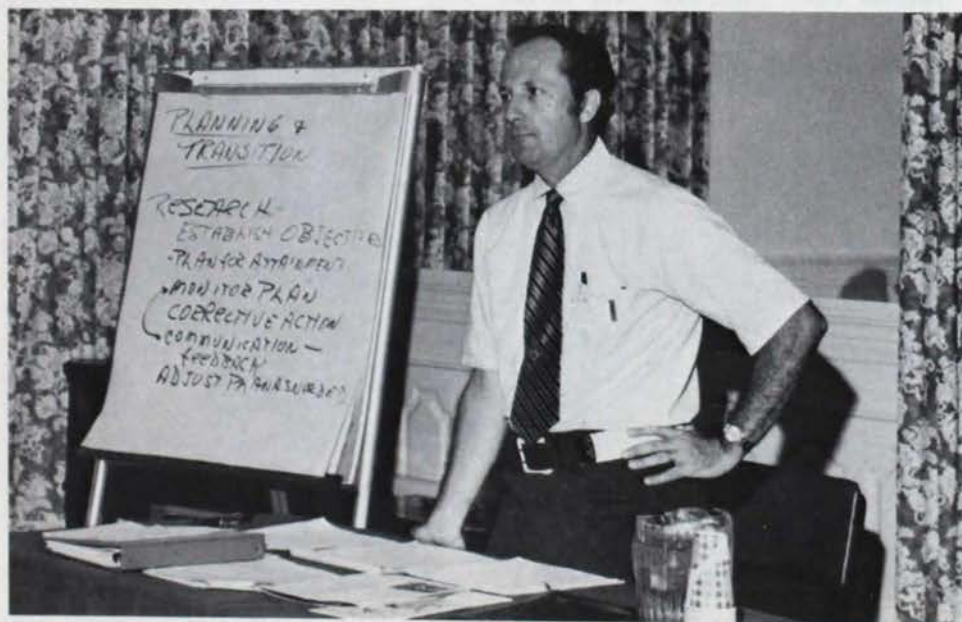
If you accept my premise that given today's environment corporate social responsibility can be good business, you also have reason to share with me a great sense of hope, hope for the future of our society and the role business will continue to play in shaping it.

There are many reasons why businessmen like myself can look to the future with hope. We know that you who follow us have had much more of a preparation for life than we had.

I believe that it is the responsibility of today's top management to work toward creating business structures which will challenge and fulfill those of you who will come after us.

I want to reinforce your belief that young people can find satisfaction in corporate life. That all is not drudgery and insensitivity to the world outside. I want to make it clear, too, that I regard corporate social responsibility not as something apart from, but a part of normal business operations.

Further, it is my belief that business must put out the "welcome mat" to the imaginative, innovative and socially sensitive individuals we need to make tomorrow's business responsive to the broadest needs of society. By qualifying as members of Delta Sigma Pi, each of you has demonstrated the desire and the ability to respond in a positive manner to the needs of business. We must convince you then, by deed, that the business world is very



PLANNING AND TRANSITION was the title of this seminar at the Congress being conducted by East Central Regional Director Andrew T. Fogarty.



CHAPTER CONSULTANT Mike Tillar visits with Martin and Debra Lange during the Grand President's reception. Brother Lange is a member of Gamma Iota Chapter at the University of New Mexico.

much a part of the real world, and that the profit motive has not and will not blind us to the larger responsibilities we all share as members of society.

Some of us here tonight were already well along in our careers before the vast explosion in knowledge that has marked recent years. Perhaps because we remember a far different world we may have a different perspective than those of you who are about to begin the climb to management responsibility.

As those of you who will have to master all this new technology start to emerge to top management positions, you will find answers which have eluded us because you will have had to acquire greater wisdom along the way. The important thing to remember is that the corporation is nothing more than a collection of individuals. How the corporation responds to its responsibilities and obligations to society reflects, in many instances, the collective attitudes and experiences of those individuals who give it life. So, change in a corporation's response to its external environment is inevitable. As individuals bring new experiences, new thinking and new sensitivities to the business community, their influences will be felt in corporate actions which affect the well-being of society and its perception of business.

Woodrow Wilson once said, "The truth is, we are all caught in a growing economic system that is heartless." Unfortunately, from the Harris Poll figures I quoted earlier, a disturbingly large segment of our society still believes this. I do not believe this because in my years in business I have observed and participated in change which has brought about a much greater concern for the needs of the individual as employee and as customer. Change is a vital and living process. It's in a state of being. And that presents all of us—those now active in the business world and those soon to enter it—with an exciting and stimulating challenge. We are in a period in the evolution of our business system where growing awareness of our obligation to create the future by reshaping the present provides us

with an unparalleled opportunity to bring about a more relevant interaction between our goals and the goals of society.

I would say to the young people here tonight that the new perspectives that you'll be bringing to our business institutions can and must have a direct and positive impact on the future if our free enterprise system is to continue as a vital force in the American society.

I'd like to conclude with the observation I made earlier that not only does business have a responsibility to society, but that it can best discharge that responsibility if it is operated in accordance with its real reason for being. There is no question that our primary responsibility is to maintain healthy and profitable growth in our basic business activity. Sick companies, like sick people, must turn inward

to cure themselves, and the improvement of society then becomes secondary to the struggle for survival. But it is also important that those of us who devote our careers to business keep in mind that good corporate citizenship is also good business.

Continued from page 4

At the request of the members and delegates a portion of the free time on Thursday morning was set aside for an informal discussion of the question of coed membership in the fraternity.

Upon reconvening on Thursday afternoon, the first order of business was additional nominations for national office. William C. Ward was nominated by Douglas L. Weigle for the position of Southwestern Regional Director. Louis H. Quihuis nominated Charles I. Sutton for Director of the Intermountain Region, while Charles J. Wentzell nominated Richard L. Schreiner to be Director of the South Central Region.

Consideration was then given to the question of coed membership in Delta Sigma Pi. Following a roll call vote of the chapter and alumni club delegates, the proposed amendment to permit the initiation of women into the fraternity was defeated by a margin of four to one.

The meeting was then recessed for the initiation of the Honorary Member at Large, Roger C. Wilkins, chairman of the board of the Travelers Insurance Company. Assisting Grand President Mocella on the ritual team were Dennis W. Fitzgerald, *Shepherd*; Roy Kip

Continued on page 32



EXECUTIVE DIRECTOR Charles Farrar presents the attendance trophy to members of Gamma Iota Chapter at the University of New Mexico who had the largest number of man-miles traveled. Accepting the trophy is Tom Morgan, as Doug Lenberg looks on.

It is not that we have run out of energy; it is just that it is not economically and technologically feasible to produce the resources that geologists say exist in known deposits and in those yet to be discovered.

Recent studies show the U.S. has reserves of 45 billion barrels of crude oil and natural gas liquids, and geologists say there are another 100 billion barrels to be found — a 65-year supply. We are told we have 280 trillion cubic feet of gas reserves, and more than twice that amount yet undiscovered — enough for 50 years.

The United States has 150 billion tons of coal — enough to supply the country for nearly 200 years at the rate of 800 million tons per year. We have over 30 billion barrels of oil shale reserves that can be developed with existing or imminently ready technology. This is a 35-year supply. And we have 1.6 million tons of uranium, which is enough to carry us through a 25-year transition period from the hydrocarbon era to the nuclear age, if that is what lies ahead.

It has been estimated that the petroleum industry will have to spend \$150 billion over the next 10 years to find and develop 105 billion barrels of oil and 560 trillion cubic feet of natural gas. And that is what is required. These volumes are more than the total production of either fuel by the entire U.S. petroleum industry since it was founded in 1859. And as for the \$150 billion, this amounts to almost \$750 for every man, woman and child in the country.

Present indications are that the industry will fall some \$40 billion short of generating this amount internally. This means that if we are going to have a healthy domestic industry, oil people are going to have to receive more for their product. The day of bargain-basement prices for energy is gone.

Of course, one way to conserve energy supplies would be to restrict the growth rate of energy use. This would reduce economic progress. We would fail to achieve our most pressing national goals. For example, we would have to curtail efforts to clean up our

environment, since additional energy will be required to secure needed environmental improvements to treat sewage, to recycle waste and to remove sulfur from fuels.

Therefore, for the benefit of all segments of our society, we must assume that energy requirements will continue to grow. Well, O.K., say some otherwise knowledgeable people, but why don't we lock up our own reserves and save them for an emergency, while importing more foreign oil?

Let's look at some of the fallacies in such a proposal, recognizing that we already are importing tremendous quantities of foreign crude oil. Foreign oil certainly is abundant, but prices are rising sharply, and the supply is far from dependable.

For example, since the end of World War II, there have been 10 significant disruptions of oil supplies from the Middle East and North Africa.

Unless immediate steps are taken to strengthen domestic operations, we will soon become almost totally dependent on these foreign sources. This means that thousands of highly skilled people in America will be pushed out of the industry. Then, if imported oil supplies are cut off or become exorbitantly expensive, we would have to spend many years and billions of dollars to recruit and train a new U.S. industry from the ground up. And, remember, it takes from 3 to 10 years to develop an oil field even after a commercial discovery has been made. We cannot afford to wait.

We use 600 million gallons of oil every day, enough to fill 43,000 tank cars, or a train 500 miles long. In 1965, the U.S. consumed nearly 12 million barrels of oil a day, produced 9 million barrels a day, imported only about 2-and-one-half million barrels daily, and had about 3 million barrels a day spare producing capacity.

By last year, we were consuming 16 million barrels a day, producing just over 11 million barrels a day, and importing 4-and-one-half million barrels daily. What's more, there was no spare producing capacity.

And by 1985, our demand will be more than 26 million barrels daily, and our productive



GRAND PRESIDENT Harold Cannon presents a testimonial of appreciation to Past Grand President Tom Mocella for his service as Grand President from 1971 to 1973.

capacity will be less than 12 million barrels daily, so we will have to import 13 to 14 million barrels every day.

Our ability to meet this kind of demand depends principally on the government policies we must operate under. Economic and tax policies, for example, can help the industry attract needed investment capital — or they can drive investors away.

Obviously, then, solving these energy problems must be placed high on the list of national priorities. And time is of the essence, since after a decision is made it often takes 5 to 10 years to develop new fuel sources or to construct electric generating facilities.

The heart of a solution must be a comprehensive plan — a national energy policy — a policy that will establish national goals, provide adequate incentives to develop energy resources and identify alternate solutions to the problem.

As I see it, this nation has four general objectives with respect to energy. First, we need to develop an adequate supply of energy at reasonable prices. This means that energy policies should fully recognize the benefits of our economic system and should be based on sound business principles. It also means that a favorable economic climate must be developed to attract the massive amounts of venture capital needed to develop new supplies of energy fuels.

Removing constraints from gas pricing and permitting the prices of crude oil and products to rise naturally would do much to produce such a climate.

It is worth noting that energy from natural gas costs you only about one-third as much as the same amount of energy from oil, which is itself priced too low. We believe that when this ridiculous disparity between the prices for these fuels is eliminated and we begin receiving a reasonable price for our gas, exploration and development of reserves will be stimulated.

Perhaps one of the most important steps toward this objective would be the development of a mechanism for resolving conflicts between energy and environmental considerations.

Our second objective is to maintain a safe and healthy environment for both present and



SHOWN HERE ARE A number of the members attending an educational seminar being conducted by Intermountain Regional Director Bill Wilson and Chapter Consultant John Richardson.

future generations. There is no doubt in my mind that we can and must strike a balance between environmental protection and economic development, including energy growth.

Our third objective should be the achievement of relative self-sufficiency through the maximum development and utilization of all domestic fuel resources. Also desirable would be incentives to prevent the exportation of refineries to foreign sites. This latter item is a matter of both national security and economics.

Fourth, we must strive to attain maximum efficiency in the production, distribution and utilization of all forms of energy. Perhaps we need some sort of tax incentive to encourage conservation of energy — such as an automobile tax that increases as the power and size of the car increase. We must also provide for long-range research and development in the energy field.

These objectives can be met if all segments of our society join together in the effort. At first glance, it may appear that we as individuals can do little to help, but that is not the case. Each of us has a responsibility to help use energy wisely and efficiently. Even very simple things can help a lot. For example, we must insulate our homes and choose our appliances with care. We must make sure that our cars are properly tuned, and that we drive with extra concern for gasoline mileage.

There is no question that the job ahead will be difficult and that the cost will be high. But the energy squeeze is on, and we *all* are at bat.

DIVIDENDS

To Brother and Mrs. Charles L. Thompson, *Western Kentucky*, on January 12, 1973, a son, Wesley M.

To Brother and Mrs. Charles Webre, *Louisiana State-Baton Rouge*, on April 28, 1973, a daughter, Tara E.

To Brother and Mrs. Brian E. Schayot, *Louisiana State-New Orleans*, on May 19, 1973, a son Bradford B.

To Brother and Mrs. James Taylor, Jr., *California State-San Francisco*, on July 26, 1973, a son, Jay M.



GRAND PRESIDENT Harold L. Cannon, right, is introduced to the 29th Grand Chapter Congress following his election as the 25th president of the fraternity. Making the introduction is Past Grand President Thomas M. Mocella.

To Brother and Mrs. James C. Winston, *Sam Houston State*, on October 19, 1972, a son, Jeremy Todd.

To Brother and Mrs. Clifford Franz, *California State-Chico*, on March 10, 1973, a daughter, Charlene.

To Brother and Mrs. William S. Maupin, *Texas Tech*, on February 9, 1973, a daughter, Kristen Ann.

To Brother and Mrs. John Thurman, *Texas-Austin*, on April 3, 1973, a daughter, Christy Lynn.

To Brother and Mrs. C. Ralph Fontaine, Jr., *Western Kentucky*, on April 2, 1973, a son, John Howard.

To Brother and Mrs. Robert T. Fuller, *Texas Tech*, on February 28, 1973, a son, Matthew Jay.

7165 Clifton J. Purdom, *Gamma Pi*, Loyola-Chicago

7166 Richard S. Griffith, *Alpha Lambda*, North Carolina

7167 Kee J. Eng, *Gamma Lambda*, Florida State

7168 Gary R. Pinnell, *Beta Kappa*, Texas-Austin

7169 William F. Heckner, *Chi*, Johns Hopkins

7170 Gary G. Rachuba, *Gamma Tau*, Southern Mississippi

7171 Michael M. Ponich, *Gamma Phi*, Texas-El Paso

7172 Steven J. Bellina, *Gamma Omicron*, San Francisco

7173 Edward R. Arnold, *Zeta Iota*, Mississippi College

7174 Donald A. McCormick, *Lambda*, Pittsburgh

7175 Tom H. Riggs, *Alpha Iota*, Drake

7176 Patrick M. Handlos, *Psi*, Wisconsin-Madison

7177 Frank G. Folsom, Jr., *Eta Chi*, California Poly-Pomona

Continued from page 23

7164 John T. Eldred, *Delta Tau*, Indiana State



Bruce A. Myers
Shepherd College



Ferdinand C. Simon, Jr.
Texas A & I University

1974 Undergraduate of the Year

Chapter nominations for the 1974 Undergraduate of the Year must be submitted to the Regional Director no later than January 1, 1974

For your financial future...

The Delta Sigma Pi Group Life Insurance Plan



As a member of Delta Sigma Pi, you can own \$20,000 of group life insurance for less money than you might expect. And because it's a group plan, it's available only to Deltasigs and their families.

\$20,000 OF DELTA SIGMA PI GROUP LIFE INSURANCE CAN HELP BUILD YOUR FAMILY'S FINANCIAL SECURITY.

You can insure your family, too, as an extra option. Your spouse may be covered for \$5,000, and each child for \$2,500.

Pay no premiums for your insurance if you become totally and permanently disabled before reaching age 60. During your disability, your insurance — and your family's coverage — will remain in force and you'll pay no premiums, according to the terms of the policy.

Convert your insurance to any cash-value policy offered by Valley Forge Life at applicable rates with no physical exam:

- * After you've been insured for five years . . .
- * Within 31 days after your policy terminates on the policy anniversary date following your 75th birthday.

Individual Terminations: Once insured, your policy cannot be cancelled unless you do not pay premiums, drop your fraternity membership, reach age 75, or the group policy is terminated.

YOUR LOW SEMI-ANNUAL PREMIUMS

YOUR AGE	MEMBER'S INSURANCE \$20,000	FAMILY COVERAGE	
		Spouse Insurance \$5,000	Each Child's Insurance ² \$2,500
Under 35	\$ 30.60	FOR FAMILY PROTECTION, ADD \$12.55	
35-44	50.40	\$ 17.15	
45-49	89.20	25.85	
50-54	134.60	35.15	
55-59	202.60	49.25	
60-64 ¹	304.60	68.35	

Premiums are based on your age as of effective date and each policy anniversary (August 1) thereafter. You'll be notified in advance when future premiums are due.

¹ Insurance decreases to 50% on the policy anniversary date following your 65th birthday, to 25% on the policy anniversary date following your 70th birthday, and terminates on the policy anniversary date following your 75th birthday. Premiums change accordingly.

² Newly acquired children will be automatically insured from age 14 days to 23 years. Dependent children ages 14 days to six months are insured for \$500. You are automatically the beneficiary of your family's insurance. In Wisconsin, dependent children's coverage is limited to \$1,000 at comparable rates.

QUALITY COVERAGE: Your life insurance benefits will be paid for death any time, any place, and from any cause.

EXCLUSION: suicide within two years of the effective date of your coverage.

ELIGIBILITY: If you're a member of Delta Sigma Pi under age 60, you may apply for coverage for yourself, your spouse and your children. Individual policies will be issued to residents of Texas, Ohio, Wisconsin, Maryland and New Jersey.

APPLY NOW. Simply complete this application form and mail it to:

Delta Sigma Pi Group Insurance Administrator
Suite 500
400 South County Road 18
Minneapolis, Minnesota 55426

SEND NO MONEY. You'll be billed when your application is approved and your Certificate of Insurance is issued.

DELTA SIGMA PI FRATERNITY Group Life Insurance Application Form



Application to Valley Forge Life Insurance Company
A Stock Company — Home Office: Reading, Pennsylvania
Executive Offices: Chicago, Illinois

ADMINISTRATION OFFICE USE	
Cert. No.	_____
Eff. Date	_____
Cov. Code	_____
Memb. Exp.	_____
Memb. Code	How Pay _____
State Code	_____
City/County Code	_____
Summary	Ack. Card _____
Approved	_____
Amount Received	_____

Full Name _____
 Last Name _____ First Name _____ Middle Initial _____
 Permanent Mailing Address _____ Phone Number (AC _____) _____
 City _____ State _____ County _____ Zip Code _____
 Date of Birth _____ Age _____ Place of Birth _____
 Occupation _____ Height _____ Ft. _____ In. Weight _____ Lbs.
 Beneficiary _____ Relationship _____

1. Indicate coverage for which you are applying: \$20,000
 Please bill me (check one) Annually Semi-Annually
2. Do you wish coverage for your eligible dependents? Yes No If "Yes" complete below

Spouse	Date of Birth	Children	Date of Birth	Children	Date of Birth

3. Will this coverage replace any of your existing Life Insurance Plans?..... Yes No
4. Have you or any dependent named ever had or been advised that you had any brain disorder, nervous or mental disorder, heart or circulatory disorder, respiratory or lung disorder, cancer, leukemia or diabetes?..... Yes No
5. During the past five years, have you or any dependent named had any medical, surgical or psychiatric advice or treatment, or have you had any condition requiring the use of medication, diet or physical therapy?..... Yes No
6. Do you or any dependent named have any impairments, deformity, disease or limitation of physical activity other than stated above?..... Yes No

If "Yes" to any part of Questions 4. through 6. give details below			
Name of Person	Condition & Treatment	Date-Duration	Degree of Recovery

I represent that the statements and answers shown above are complete and true to the best of my knowledge and belief and understand that the insurance applied for will not become effective unless and until the first premium has been paid during the lifetime of the insured and the Valley Forge Life Insurance Company unconditionally approves and accepts this application.

Date _____ **X** _____
 Signature of Applicant

Z0-76642-A

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BROTHER MILTON S. EISENHOWER paid a surprise visit on the opening day and addressed the members and delegates. Dr. Eisenhower was initiated into the fraternity by Alpha Gamma Chapter at the Pennsylvania State University and was "Deltasis of the Year" in 1958.

Continued from page 27

Othold, *Louisiana Tech*; Clifford D. Brune, *South Carolina*; Louis M. Cosenino, *Pittsburgh*; Gary W. Langford, *California State-Chico*; Thomas T. Morgan, *New Mexico*; and Timothy R. Wirth, *Miami-Florida*. Serving as honor guards were Past Grand President Warren E. Armstrong; Thomas F. Gilliams III, *Tampa*; Allen H. Cohen, *Virginia Commonwealth*; Charles Rodriguez, *California State-Sacramento*; L. Melvin Kent, *Indiana Northwest*; and William T. Pledger II, *Ball State*.

The highlight of the Congress came on Thursday evening with the traditional Grand Chapter Congress banquet. Brother R. Nelson Mitchell, Director of the Western Region and a retired employee of the Travelers Insurance Company, introduced Brother Roger Wilkins, the principal speaker for the evening. The complete text of Brother Wilkins' address is contained in a separate article in this issue of the magazine.

Following Brother Wilkins' address, the traditional drawings were conducted by Executive Director Farrar for the "door prize". Assisting Brother Farrar were Alice Sehm Colwell, widow of the late Grand President Walter Sehm; Marie McKewen, widow of the late Grand President John L. McKewen; and Barbara Merrick, widow of the late Southwestern Regional Director William Merrick. Winner of the diamond badge was Richard J. Parnitzke, a member of Alpha Kappa Chapter at the State University of New York at Buffalo. Eleanor G. Lawson, wife of Brother Bruno Lawson, received the pearl badge and Kathleen Parnitzke received the children's prize.

Following the adoption of a number of resolutions at the beginning of the session on Friday morning, the attention turned to the election of the national officers. Balloting was first conducted for the office of Grand President. Brothers Cannon and Wilson were escorted from the room by Past Grand Presidents Warren E. Armstrong, Homer T. Brewer, Kenneth B. White and M. John Marko. Selected to tally the votes were Louis H. Quihuis, *Arizona State*; Terrence R. Garrett, *Duquesne*; Eric E. Peterson, *Ohio U.* and Gregory M. Beck, *Loyola-Los Angeles*. Upon completion of the vote count the candidates were escorted back to the stage where Grand President



AN IMPORTANT PART of the proceedings at any Grand Chapter Congress is the nomination of national officers. One such nomination is being made here by Roy Kip Othold, president of Beta Psi Chapter at Louisiana Tech.

Mocella announced that Brother Harold L. Cannon had been elected the 25th Grand President of the fraternity.

Brother William W. Tatum, Jr., was then elected Director of Alumni Activities by acclamation. Harry J. McMahon, Sr., Richard K. Schreiner, William C. Ward, Charles I. Sutton and Thomas P. Harnett were then elected Directors of the Mideastern, South Central, Southwestern, Intermountain and Western Regions, respectively, since they were the only candidates. The delegates from the Southern, Central and Midwestern Regions then caucused to elect Regional Directors. Upon completion of the vote it was announced that Brothers Frank M. Busch, Jr., Steven R. Szekely and Walter D. Nelson had been elected director of the three respective regions.

Other members continuing to serve on the Board are Undergraduates of the Years 1972 and 1973 Craig S. Chapman and Charles W. Murphy; Past Grand President Thomas M. Mocella; Executive Director Charles L. Farrar; Assistant Executive Director Ben H. Wolfenberger; and Regional Directors George E. Ragland, and Andrew T. Fogarty.

During the farewell luncheon, numerous awards were presented to various individuals, chapters and alumni clubs. Certificates of appreciation were also presented to the retiring members of the Board of Directors. The first place award for tennis supremacy was presented to Felix D. Huerta by John D. Richardson and John Mocella, co-chairmen of the tennis tournament. Tony Fernandez, chairman of the golf tournament, presented prizes to Thomas R. Harnett, Richard J. Grudzien and Michael J. Sheehan for having the low gross and low net score and the longest drive, respectively. R. Nelson Mitchell presented the putting championship award to Michael J. Sheehan and to Charles I. Sutton for his hole-in-one shot. The traditional attendance awards for having the largest number of man-miles traveled was presented by Executive Director Farrar to Gamma Iota Chapter at the University of New Mexico and the Greater Detroit Alumni Club.

In conclusion, Grand President Cannon wished everyone a safe trip home and extended an early invitation to each one to attend the 30th Grand Chapter Congress at Tan-Tar-A Resort at Lake of the Ozarks, Missouri, in 1975.



ON AN UNUSUALLY hot and humid day, Grand President Mocella addresses the members of the 29th Grand Chapter Congress on the state of the fraternity.



BILL HENDRY, delegate of the Greater Detroit Alumni Club, accepts the attendance trophy for alumni clubs from Executive Director Charles L. Farrar.



CO-CHAIRMEN OF THE tennis tournament, John Mocella and John Richardson present the winner's trophy to Eta Theta Chapter delegate, Felix D. Huerta.

PERSONAL MENTION

Ralph E. Moslander, *California*, recently retired from Crown Zellerbach Corporation after 41 years in mill sales at locations in San Francisco, Los Angeles and Harlingen, Texas. A Life Member, Brother Moslander received his bachelor's degree in 1932 and his MBA degree in 1960 from Golden Gate University.

John M. Crawford, *Texas-Austin*, was recently awarded an honorary Ph.D. in business administration by Colorado State Christian College. Brother Crawford is the Executive Vice President of the Screen Printing Association International.

Dr. Ashton A. Almand, a member of Alpha Tau Chapter at Mercer University, retired at the recent session of the Florida Annual Conference of the United Methodist Church after 30 years of service to the church and church related institutions. His service included 12 years as treasurer of the Board of Missions and of the World Division of the Board of Missions and three years as Vice President and Treasurer of West Virginia Wesleyan College. He is now serving the First National Bank of De Bary, Florida, as vice president for public relations.

Paul R. Dumas, Jr., *Boston U.*, a recent graduate of the Boston University Law School, has opened his law practice at Rumford, Me.

Adrian P. Ignowski, *Loyola-Chicago*, has been named assistant controller for the Clark Oil & Refining Corporation in Milwaukee, WI.

Michael W. Peterman, *Pennsylvania State*, a supply specialist in the U.S. Air Force, has been assigned for duty at Osan AB, Republic of Korea.

James F. Hughes, *St. Peter's*, has accepted a new position with the Upjohn Company in Kalamazoo, MI., after receiving the CPA in New Jersey.

J. Kenneth Crowell, Jr., *East Carolina*, recently opened his office for the practice of accountancy in Elizabeth City, N.C.

Gerald E. Reiland, *St. Ambrose*, has been named business manager in the partnership of Hynes & Howes in Davenport, Iowa.

Joe M. Hefner, *Texas Tech*, Grand President of the fraternity from 1963-65,

recently was awarded the professional designation C.L.U.

Denis I. Whitacre, *Cincinnati*, has joined the Republic Automotive Parts in Mt. Clemens, Michigan, as an Internal Auditor.

Robert T. Mathei, *Loyola-Chicago*, has been named Director of National Dealer Sales for business equipment with the Bell & Howell Corporation.

Gregory W. Gyllstrom, *Illinois*, recently accepted a new position with Marshall Fields in Chicago as a management trainee.

Dennis M. Cooley, *Loyola-Chicago*, has been named Assistant States Attorney for Cook County, Illinois.

John C. Swiderski, *Loyola-Chicago*, has been named accounting manager for Swiderski Electronics, Inc., in Chicago.

Barry Strauss, *Detroit-Gamma Rho*, was recently named Regional Executive Director of Lafayette Academy in Phoenix, AZ.

Thomas A. Lullo, *Illinois*, has accepted a position with Price Waterhouse & Company as a staff accountant in Chicago, IL.

Donald R. Conte, *Pittsburgh*, has been appointed Pittsburgh District Sales Manager, Denver Equipment Division of Joy Manufacturing Company. He will have representatives in Pittsburgh, Cincinnati and Cleveland.

Ralph Nowak, *Illinois*, has accepted a position with the Trust Department of Indiana National Bank in Indianapolis.

Otto Szabo, Jr., *Pittsburgh*, has been appointed Planning Engineer by the Bell Telephone Company. Brother Szabo has just completed the Command General Staff College



TONY FERNANDEZ, chairman of the golf tournament, presents the prize for low gross to Thomas R. Harnett.

Course of the U.S. Army at Fort Leavenworth, Kansas. He is also a Lt. Col. in the reserves.

G. Norman Egner, *Cincinnati*, recently received a promotion to Eastern Regional Sales Manager in the Textile Division of Stearns & Foster Co. An employee of the company for nearly 17 years, Norm was most recently the District Sales Manager at the Detroit Branch.

Nikolai Kerphar, *Texas-Austin*, was recently elected treasurer of the National Student Nurses Association and President of the Board of the Frances Tompkins Educational Opportunity Fund at the Nurses Association convention in Minneapolis.

Michael G. Casserly, *Loyola-Chicago*, has been named a partner in the firm of Alexander Grant & Co., CPA's.

John S. White, *Missouri-Columbia*, a representative of National Life Insurance Company of Vermont, has won membership in the firm's 1973 President's Club. Brother White has several times been the Memphis agency's "Man of the Year".

Gerald E. Nagel, *Louisiana State-Baton Rouge*, has been named director of Gulf Container Operations for Overseas Enterprises in New Orleans.

John J. Matter, Jr., treasurer of Lambda Chapter at the University of Pittsburgh, has been named an officer in loan administration for the Equibank in Pittsburgh, Pa.

M. Lee Bell, Jr., *Illinois-Urbana*, former Chapter Consultant, has accepted a new position with AT&T Long Lines in Cincinnati, Ohio.

MERGERS

Sanford L. Berthelot, *Louisiana State-Baton Rouge*, to Hazel L. Fagot, on July 21, 1973, at New Orleans, La.

Alvin J. LeBlanc, *Louisiana State-Baton Rouge*, to Judy A. Cusimano, on June 16, 1973, at Harvey, La.

Peter A. Fettig, *Indiana*, to Ann T. Neubauer, on June 16, 1973, at Baltimore, Md.

Kenneth E. Litton, Jr., *Southern Mississippi*, to Sandra K. Wilkes, on August 4, 1973, at Mobile, Ala.

Joseph R. Giglio, *Loyola-Chicago*, to Charlene A. Occhino, on August 26, 1973, at Chicago, Ill.

John C. Williams, *State U. of New York-Buffalo*, to Lucia Mendez, on April 28, 1973, at Big Lake, TX.



MICHAEL J. SHEEHAN, Delta Omicron Chapter's delegate, receives the putting contest trophy from Regional Director R. Nelson Mitchell, chairman of the contest.

Michael T. Duder, *Loyola-Chicago*, to Eleanore C. Hammarlund, on July 20, 1973, at Chicago, IL.

Patrick M. Morley, *Florida Tech*, to Patricia L. Cole, on February 10, 1973, at Miami Shores, FL.

Leo H. Litowich, *Michigan State*, to Margaret T. Milnor, on June 2, 1973, at Pittsburgh, Pa.

James S. Gianforte, *Loyola-Chicago*, to Susan F. Sahetra, on April 14, 1973, at Chicago, IL.

Joseph A. Vezino, *Michigan State*, to Barbara Gracy, on August 11, 1973, at Detroit, MI.

Steven Greene, *Southeastern Louisiana*, to Anette Johnson, on May 19, 1973, at Baton Rouge, La.

William Gurevich, *Michigan State*, to Roxanne Johnson, on May 19, 1973, at Detroit, MI.

John R. Hall, *Western Kentucky*, to Connie L. Johnson, on February 2, 1973, at Louisville, Ky.

Roger S. King, *Colorado*, to Patricia L. Wachtel, on December 29, 1972, at Freeport, IL.

Paris P. Thermenos, *Florida Tech*, to Loretta Conrad, on June 16, 1973, at Orlando, FL.
John M. McCulley, *State U. of New York-Albany*, to Mary Mazzeo, on April 28, 1973, at Auburn, N.Y.

Michael P. Mulcahy, *Loyola-Chicago*, to Jeanne M. Hayes, on August 18, 1973, at Chicago, IL.

John J. Nicholson, *Louisiana State-Baton Rouge*, to Carol E. Stracener, on June 2, 1973, at Baton Rouge, La.

Carl T. Wood, *Florida Tech*, to Sharon J. Feehrer, on August 4, 1973, at Orlando, FL.

David L. Roseberry, *Western Kentucky*, to Rebecca L. Noe, on April 7, 1973, at Louisville, Ky.

SIENA (Theta Upsilon, 1971), Loudonville, NY
President: Raymond M. Fisher, 559 Route 303, Blauvelt, NY 10913

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President: Robert M. Altimar, 32 Nobel Rd., Dedham, MA 02026
Advisor:

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Advisor: Edward J. Domineske, 14 Hinsdale Ln., Willingboro, NJ 08046

Advisor: Frank B. McKeogh, Jr., 16 English Village, North Wales, PA 19454

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Advisor: Norman J. Brantley, 4951 Dixie Bee Rd., Terre Haute, IN 47802
Advisor: Carroll E. Coffing, 2120 Beech St., Terre Haute, IN 47804
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Advisor: Thomas F. Urban, 5 Olde Farm Rd., Oxford, OH 45056
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Advisor:
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Advisor: Arthur Kraft, 12 Canterbury Dr., Athens, OH 45701
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Advisor: Keith F. Lawson, School of Business, West Liberty State Col., West Liberty, WV 26074
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