

the  
**deltasig**  
of delta sigma pi    january 1984



**expanding the horizons  
of free enterprise...  
together**

# commentary



Richard J. Parnitzke

Many times individuals will ask me the fundamental question, "What are professional business fraternities all about?"; a basic question for the novice, but one that we should be able to address when the occasion presents itself.

As most of us who are actively involved in Delta Sigma Pi are aware, there are several types of organizations which bear a Greek designation. Delta Sigma Pi is known as one of the professional fraternities, catering to students of business and with a specific mission in mind; a mission, the results of which are to supplement the existing scholastic system by providing the students with an opportunity to practice what they have learned in the campus classroom and, also, to seek to provide our business community with well-rounded leaders who will be an asset to that community.

In describing any professional fraternal organization, Delta Sigma Pi in particular, we should attempt to address exactly how we achieve the aforementioned mission. To do this, we must first recognize one very important concept—education does not begin, nor does it end in a classroom. Life itself is a learning experience and we, as a professional organization, are providing but one small increment of the total process called learning.

As a small, but vital part of a person's overall education, we contribute to the development of an individual's ability to perform at whatever level he or she is capable of achieving; professional attitude that is so important for future success; confidence in thoughts and actions; sense of responsibility; commu-

nication skills, both verbal and written; and socialization skills, better known as how to get along with people.

In addition to developing the above in each individual, we as a professional fraternity also stress excellence through our Scholarship Key program, Collegian of the Year Award, various chapter award programs, scholarship grants by our Educational Foundation and through interaction with our alumni who are practicing professionals in the world of business.

In summary, Delta Sigma Pi is an organization composed of students and alumni with common professional interest, which presents an opportunity to develop high professional ethics and practices, emphasizes scholastic achievement and personal development, and allows an opportunity to develop lasting relationships among its members.

Delta Sigma Pi—THE professional business fraternity.

Fraternally yours,

Richard J. Parnitzke  
Grand President



# the **deltasig**<sup>®</sup> of delta sigma pi

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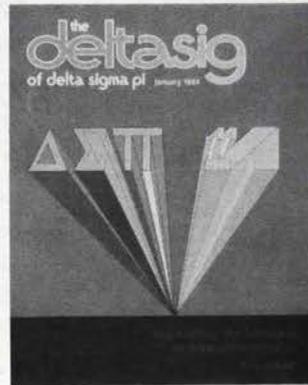


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Delta Sigma Pi is the professional business fraternity founded in 1907. The Deltasig of Delta Sigma Pi, its official publication, was first published in 1912.

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# delta sigma pi

AND



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*Working Together  
To Promote Education in  
Commerce and The  
Free Enterprise System*

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**JUNIOR ACHIEVEMENT**

During its national convention, the Grand Chapter Congress, last August, Delta Sigma Pi adopted Junior Achievement, Inc., as its national community service project. According to then Grand President Michael R. Mallonee, the selection was made after several years of study by the Committee on Professionalism and the National Executive Committee.

For Junior Achievement, which draws heavily on volunteers to help uphold its standards of excellence in economic education, the implications of such a relationship are very exciting.

"Opportunities for involvement by Deltasigs in Junior Achievement sponsored programs are almost limitless", said Mallonee, when adoption plans were in the final stages of consideration. "Individual members may want to become involved as advisors to local JA High School companies or become Consultants to one of its inschool economic classes."

Delta Sigma Pi has come to Junior Achievement's assistance at a time when the entire nation is examining school curricula and President



One of the four JA programs is Project Business, which is an economic education program for eighth and ninth grade students.

Ronald Reagan is leading the way. President Reagan has declared 1983-84, "National Year of Partnerships in Education," and in his proclamation states, "America's future is dependent upon the health and vitality of her education system. Although thousands of businesses, industries, individuals, organizations, teachers, administrators and government at all levels have been involved in the education of our youth, there is more work to be done. More people must become active in improving the quality of education in our nation."

In a very positive way, Delta Sigma Pi has rallied to the President's call with its promise to support Junior Achievement. But what is Junior Achievement?

Junior Achievement is the nation's oldest non-profit economic education organization, devoted to teaching the private enterprise system and improving the business image. Perhaps a brief history of the organization and a description of its four major programs would be of interest.

In 1919, Horace Moses, then president of the Strathmore Paper Company, Springfield, Mass., and Thomas Vail, chairman of American Telephone and Telegraph, founded Junior Achievement. Their thought was to bring to city young people the kinds of learn-by-doing experience that 4-H had brought to a generation of rural youths.

Because of their vision, Junior Achievement has grown from a handful of companies for boys and girls in the Northeast to the dynamic international economic education organization of today.

Originally, Junior Achievement, Inc., offered only one program—the

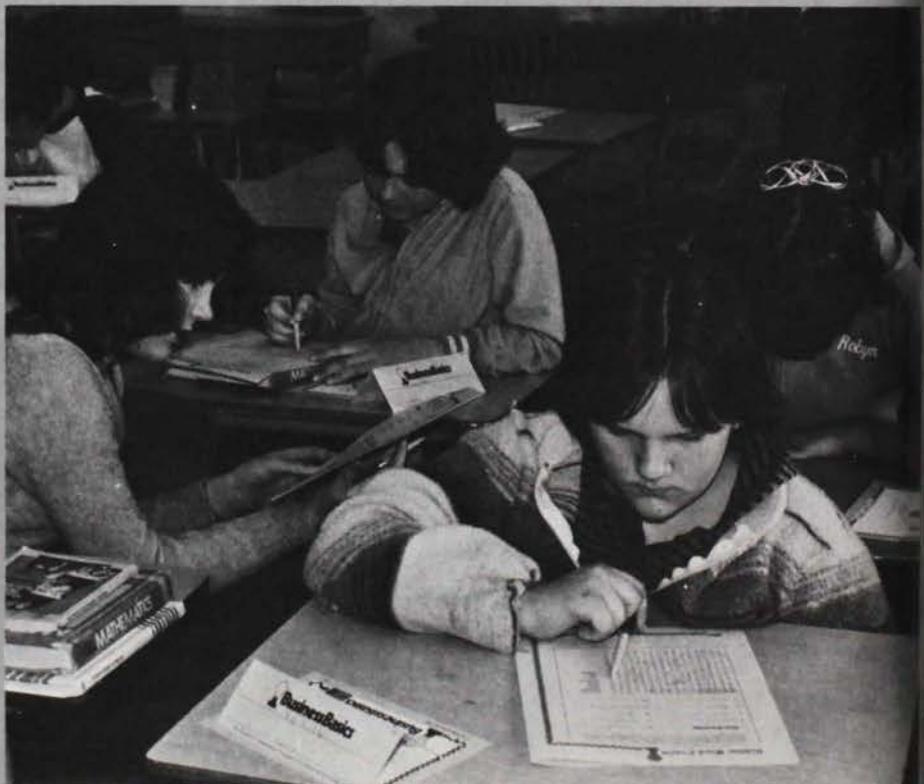
JA High School Program—for students interested in setting up and running their own mini-businesses. In 1975, after four years of experimentation and research, the organization launched Project Business (PB), its economic education program for eighth and ninth grade students, and in 1979 added Business Basics (BB), a class for fifth and sixth graders, to its programs.

At present, the organization is on the threshold of the greatest expansion it has ever known, with the accelerated introduction of its latest program for high school students, an in-school, one-semester class called Applied Economics.

Before its expansion and diversification, however, Junior Achievement and its one high school program stayed within the boundaries of New England. In 1929, a chapter was opened in New York City, and in 1939, Chicago got its first JA franchise.

In the history of Junior Achievement, 1938 was a major turning point. While preparing for the annual Achiever (as participants in the JA program are called) awards day in June at the Town Hall Club in New York City, the Committee of

Achievers asked the National Association of Manufacturers (N.A.M.) to help find a guest speaker for the event. The speaker was Mr. Charles R. Hook, then president of N.A.M. and president of Armco Steel. After visiting with Achievers at the "town hall," he was so taken with the JA concept that he invited some of the teenagers to make a presentation to the N.A.M. convention to be held in New York later that year. The list of delegates to the NAM convention that year read like a Who's Who of the industrial world. James Farley, chairman of Coca-Cola was there, as was Eddie Rickenbacker of Eastern Airlines, and S. Bayard Colgate, chairman of



Another JA program is Business Basics, a class for fifth and sixth graders.



# INTRODUCING THE NORTHERN PROVINCE

With the beginning of the 1983-84 fiscal year, Delta Sigma Pi restructured itself geographically and divided into four different provinces, with several regions contained within each province. The provinces that were created are: Northern Province, Southern Province, Mid-American Province and Western Province.

With this restructuring, The DELTASIG Magazine will begin highlighting chapter activities in "The Chapters Speak" department listed by province. In this issue, chapter articles from some chapters in the Northern Province will be highlighted. In the March, 1984, issue of The DELTASIG, articles from the Southern and Western Provinces will be highlighted and the May, 1984, issue of the fraternity's magazine will highlight articles from chapters in the Mid-American Province.

In addition to highlighting chapter articles in each province, a brief description of each province will be given. In this issue, the Northern Province will be introduced.

The Northern Province is made up of four regions: Eastern, Mid-eastern, East Central and Central. Geographically, it stretches as far north as the northern boundaries of the Canadian provinces of Nova Scotia, Quebec, New Brunswick, Ontario and Prince Edward Island. Its southern boundaries reach Maryland, northern Virginia and Washington, DC, as well as West Virginia and Kentucky. Its boundaries reach west to all of Michigan, Indiana and Kentucky.

The largest province, in terms of active collegiate and alumni chapters, the Northern Province currently has 47 active collegiate and 23 alumni chapters. The province also has the oldest and newest chapters in Delta Sigma Pi: Alpha Chapter at New York University and Kappa Psi Chapter at Bellarmine College.

During the 1982-83 fiscal year,

204 Life Members were purchased in the Northern Province, making it the leader in the fraternity. Also, within the province, the Central Region had the highest regional average in the Chapter Efficiency Index for 1982-83 with 89,675 points. The national winner of the Most Improved Chapter Award for 1982-83 was Mu Chapter at Georgetown University from the Mideastern Region and the winner of the collegiate chapter National Community Service Award for 1982-83 was Theta Kappa Chapter at the University of Akron from the East Central Region. In addition, Zeta Psi Chapter at SUNY-Albany from the Eastern Region produced Collegian of the Year-1983 Linda S. Alchek.

Leading the province for the 1983-85 biennium is Northern Provincial Vice President Michael M. (Mickey) Johnson. Directors for the regions within the Northern Province for 1983-85 are: Eastern Region, Steven D. Kuptsis; Mid-eastern Region, Thomas E. Sheely; East Central Region, William J. (Jeff) Nelson, Jr., and Central Region, John T. Black.

The Northern Province is diverse in the size and types of chapters within it. We hope you will enjoy reading about the different activities and people in the Northern Province.

# the chapters speak

## EASTERN REGION

### BETA RHO RUTGERS

It is at this time that Beta Rho Chapter wishes to recognize and thank Brother Joyce Adams who has served as Eastern Region District Director in our fraternity and who as been a mentor and motivating force in providing our chapter with guidance in obtaining the aforementioned goals.

There should be a great concern among all Brothers in our international fraternity, that is: to remain a cohesive Brotherhood. A message to the collegiate and alumni members of Beta Rho Chapter here at Rutgers: please recognize your strength and dedicated spirit which is the actual root for our chapter survival. Yet, as well as the spirit, we need to further develop the physical involvement which is the catalyst which keeps us in motion and our chapter a strong one. Without you, there is no strong foundation. All members of Beta Rho Chapter: remain active for we are proud to be a DELTASIG! To all Brothers: carry on the message and have a productive year.

—Cheryl A. Anthony

### ZETA OMICRON C.W. POST

This past semester found Zeta Omicron Chapter simultaneously running a number of fundraising projects, including a raffle, road rally, several bake sales and our annual pumpkin sale. We also welcomed three more outstanding Brothers to our roll: Debbie Hutcherson, Michael Montigny and Maria Rebuth. In addition, we played an active role in promoting the American Red Cross blood drive.

Our professional activities included an informative and enjoyable tour of the New York City Stock Exchange and several post-meeting films and lectures.

Socially, we sponsored a mixer with Gamma Psi Delta in the attic of Cobblers, made our traditional pilgrimage to McSorley's with our pledges and alumni, and met with the Brothers of Kappa Rho Chapter for a great Founders' Day Party.

A special word of thanks goes to our alumni Brother, Laura Parenti, who generously gave her time by accepting

our offer to become Zeta Omicron Chapter's alumni consultant this past fall.

—Mike Graca

### ZETA PSI SUNY-ALBANY

The 1983 Area Conference, which was hosted by our gracious Theta Iota Chapter Brothers, was a highlight of the fall semester for Zeta Psi Chapter. It served as a miniature Grand Chapter Congress, complete with national officers and learning experiences. Among those in attendance was a pledge who transferred the experience to the pledge class. The fall, 1983, pledge class worked through the typical problems and emerged as a unified group. Late in November, Zeta Psi Chapter initiated this group of proud new Brothers and they have been a great asset to our chapter.

This past fall over 500 students attended a discussion of marketing strategy for "Diet Coke." The Brothers also enjoyed a tour and dinner at a local Italian restaurant. At our special event, Career Day, 25 businesses were displayed to over 800 students.

The Zeta Psi Chapter also assisted

with the Bloodmobile and many worked with the IRS in the VITA program. Pledges spent time at a local nursing home and also held a Halloween party for handicapped children. The Brothers also assisted, as usual, with Telethon, the university's charity fundraiser.

—Paul Pompeo

### THETA IOTA CONNECTICUT

Theta Iota Chapter President Scott McCarthy announced to the chapter this past fall that it had been chosen "Most Outstanding" for the Eastern Region for the third year in a row. The chapter was also given the honor of hosting the Eastern Regional Conference for this year.

VPPA Aimee Thorpe scheduled speakers that spoke on topics ranging from "Job Hunting and Interviewing Skills" to "The Ongoing in Central America and Caribbean Basin Economic Recovery Act." Tours and other professional activities were also planned.

Community Service Chairperson Loretta Forte arranged a Halloween Party for the children in the Windham Com-



Zeta Psi Chapter's Lucy Edwards, second from left, receives a check for \$2,500 as a winner of the Arthur H. Carter Scholarship Award at SUNY-Albany. Shown presenting the check from left, are Past Grand President Harold L. Cannon, Associate Dean Nancy Bord and Director of Undergraduate Academic Services John Levato.

# the chapters speak



Members of Zeta Psi Chapter at SUNY-Albany get together following one of the chapter's business meetings.

munity Hospital and coordinated a road race with the American Cancer Society. Also, the chapter is in the process of developing an Applied Management program within the School of Business to promote JA, the National Service Project. Also, the fundraising committee under the direction of Donna Glicklin raised a substantial sum this past semester. These, and numerous social activities, highlighted the fall semester.

—Robin Smith

## THETA UPSILON SIENA

The Brothers at the Theta Upsilon Chapter at Siena College started out the fall semester with a fun-filled Beach Party open to all students.

Thanks to the enthusiasm of Senior Vice President Jeff Pitkin and Vice President for Pledge Education Kathy Prothero, we had a large promising pledge class. They were initiated in November with a dinner dance following the initiation.

Our calendar of professional events included a unique combination of tours, speakers and presentations. The tour through the Hudson Valley Winery was one of the highlights.

Lastly, special congratulations to alumni John W. Coburn and Carmen J. Nicastro. Both were recognized by the

Beta Psi Chapter of Delta Upsilon Sigma, the national honor society for students in Catholic Colleges and Universities, as well as by Who's Who Among Students in American Universities and Colleges.

—Laura G. Eckhardt

## KAPPA LAMBDA SUNY-BINGHAMTON

Kappa Lambda Chapter commenced the fall semester with a successful series of recruiting events; including a dynamite recruiting party.

Our previous effective fundraising activities have been revived this year, including our always profitable bagel sales and the commissions from the promotion of credit cards. In addition, a date has been set to show the movie "M.A.S.H." and our campus-wide dance was a success in November.

Professional activities have included an educational speaker and will include lecturers from major corporations as well as a tour of our City Hall. The chapter will also be sponsoring wine and cheese informational sessions where Brothers have the opportunity to speak with management professors on an informal basis.

Our annual Halloween visit to a local hospital as well as a trip to a nursing home were also successful.

—Denise Baron and Mary Stone

## KAPPA RHO ADELPHI

Kappa Rho Chapter has recently instituted a computerized program to foster efficient management techniques. Computer readouts provide our executive committee members, as well as all Brothers, with beneficial and updated information. Access to a computer allows us to consequently print out our meeting agendas, pledge criterium, pledge quizzes and directories.

In maintaining our professionalism, we are continuously presenting informative and energetic speakers.

The response to our recruiting was successful with the pledging of a group of 21 individuals.

Kappa Rho Chapter was proud to have a large representation of Brothers at the area conference in Hartford. We would personally like to extend our special thanks to the Theta Iota Chapter for their hospitality. Those of us who attended had a blast!

The highlight of this fall semester was our social event involving our observation and celebration of Founders' Day.

—Sandy Neumann

## MIDEASTERN REGION

### MU GEORGETOWN

The Mu Chapter is continuing its tradition of hard work and enthusiasm after being named "Most Improved Chapter" nationally. Last semester started off with the establishment of a great pledge class consisting of 12 students and three faculty members, including the Dean of the School.

The chapter co-sponsored Georgetown University's Business Weekend. Highlights included a business ball, productivity seminars given by parents of business school students and a keynote speech given by MCI Chairman and C.E.O. William McGowan on the theme, "Increasing Productivity for Economic Progress".

In addition to our numerous professional and community service functions, we have had many chapter activities. Volleyball intramurals and unofficial weekly dances in local Georgetown pubs bring us even closer together. A bid date on our calendar is our Founders'

# the chapters speak

Day Semi-Formal for Brothers. We hope to make it an annual event!

—Diane Grabowski

## ALPHA GAMMA PENN STATE

Alpha Gamma Chapter at Penn State sponsored numerous activities during fall semester including several dynamic speakers. Home game tailgates, parties and a hayride also highlighted the semester. A special homecoming party and tailgate was planned for alumni and the past and present regional directors: Mickey Johnson and Tom Sheely. District Director Steve Seltzer was also present for the celebrated weekend. In November, the annual Bob Johnson weekend came to fruition. Incidentally, Bob was the recipient of the annual 1982 Alumnus of the Year Award. Congratulations and our most sincere thanks, Bob.

Fund raisers were also planned for November along with a number of community service projects. The chapter has also taken a pledge to build better faculty relations in the College of Business Administration with former Deltasig alumni. A party will soon be held for their entertainment.

—James Gorecki

## GAMMA SIGMA MARYLAND

Gamma Sigma Chapter at the University of Maryland was involved with other student organizations and the university's Career Development Center in putting on Career Day in late September.

Our Founders' Day formal was outstanding. The Brothers filled up on a delicious steak dinner and then worked it off by dancing into the wee hours of the morning.

The Brothers who attended the Grand Chapter Congress in Denver came home brimming with ideas and enthusiasm. The new knowledge has helped to improve the Brotherhood.

The Gamma Sigma Chapter is extremely pleased with its new initiates. Their professionalism and dedication will assure the continued success of our chapter.

—Benjamin D. Taub

## EPSILON KAPPA SHEPHERD

The Epsilon Kappa Chapter at Shepherd College has been keeping busy this past semester. On the weekend of October 8-9, we sold apple butter at the Berkeley Springs Apple Butter Festival.

On October 15, Epsilon Kappa Chapter celebrated Homecoming by holding its annual reception for alumni and faculty at the fraternity house.

Epsilon Kappa Chapter is also proud to have two new Brothers in the chapter from the fall semester.

—Alfred C. Hurst V

## EPSILON SIGMA LA SALLE

The Epsilon Sigma Chapter at LaSalle College would like to extend its greetings and best wishes to all the other chapters of Delta Sigma Pi.

A fine professional activities program with excellent speakers and educational tours was organized. Speakers from Laventhol and Horwath, Quasar Systems and a tour of PBM Cloth Factory were the highlights of the calendar. Campus projects proved successful as we sponsored a Wine and Cheese Lunch-

eon for the faculty.

Some of our fund raisers from last semester included a hayride and the traditional Halloween Beef and Beer. These activities and a road trip to New York City provided us with a most enjoyable semester.

—Peter A. Bayer

## ETA XI PHILADELPHIA TEXTILES

Eta Xi Chapter would like to let you in on what we have been doing. We began last semester with a "Welcome Back to School" party where we had six foot long hoagies and plenty of spirits. Then on October 15 we had our Second Annual Oktoberfest in which many local retail food operations donated food for the occasion. Now we are looking forward to our Rose Banquet on a date that has yet to be determined.

On a professional note, Eta Xi Chapter sponsored a speaker on October 10. Mrs. Linda Speigel, in charge of corporate auditing at Sun Oil Corporation came to campus to speak on interviewing.

On November 10, Ross Tishler, Vice President of Administration for the Al-Mae Company spoke on changes in the apparel industry and related careers.

We would also like to congratulate



Rodd Welker, Delta Omega Chapter at West Liberty State, left, Valerie Tracy, Alpha Upsilon Chapter at Miami-Ohio and Mark Slusher, Nu Chapter at Ohio State, get together at the East Central Area Conference to renew friendships made at the Grand Chapter Congress.

# the chapters speak

and welcome our Alpha Eta pledge class into the Brotherhood.

Last of all, we want to extend our deepest sympathy to the family of the late Mr. Raymond L. Raffetto Jr., who was a faculty member here at Textiles and a Brother of Delta Sigma Pi. Also, we are wishing a speedy recovery for another faculty member and Brother, Dr. Robert W. Rhoads.

—Dana Lapres

## IOTA RHO HOWARD

The Brothers of Iota Rho Chapter are excited because we have set as our goal for this year the achievement of 100,000 points in the CEI for the first time since our chapter was installed in 1980.

Early last semester, Iota Rho Chapter began our Moving Forward series. This bi-weekly activity brought in speakers such as Attorney Claude Roxbury, Thurman McKenzie of M & M Products, Inc., and Delacy Cox of the Commodity Futures Trading Commission. This production has brought much attention to the Brothers of Iota Rho Chapter and has served as a dynamic recruiting device. In an effort to increase our visibility in other areas, we sponsored a fund raising activity to contribute the proceeds to the Sickle Cell Foundation.

The area of fundraising was our strong point last semester. We had great success with the car wash and the buffet luncheon and have planned additional fundraising activities for this semester.

As you can see, we are definitely MOVING FORWARD and we can clearly see the attainment of our dreams. We know that we can attain the 100,000 points which we hope for.

—Denise Y. Williams

## EAST CENTRAL REGION

### LAMBDA PITTSBURGH

The Lambda Chapter at the University of Pittsburgh will be touring the Duquesne Light Nuclear Facility in Shippingport, Pennsylvania. The event is chaired by Vice President for Professional Activities, Laurie Urda.

Recently, the Brothers participated in a workshop entitled: "Preparing for On-



Members of Alpha Upsilon Chapter at Miami-Ohio talk with prospective members at the chapter's informal recruiting function in an Oxford area park.

Campus recruitment." The workshop was coordinated by Edward J. Palascak, Director, Undergraduate and Career Development Programs, Graduate School of Business. Ed Palascak, who is our chapter advisor, felt that the workshop would be a help to students in planning and executing a successful recruiting strategy.

We have been fortunate to have had an excellent representation of speakers from the business community, and will continue to build lines of communication within the corporate market.

—Laura L. Eliason

### NU OHIO STATE

Nu Chapter at The Ohio State University hosted the area conference this year at the Ohio Union Conference Room. We hope all who attended learned about their fellow Brothers and enjoyed their stay at Ohio State.

We again had a successful recruiting effort with more than 30 prospective members at our "Meet the Chapter" recruiting function.

Chapter activities last semester included fundraising and service projects, professional tours, speakers and athletic and social events. Collecting credit card applications for major department stores proved to be an excellent fundraiser, while the sale of raffle tickets netted over \$400 for Easter Seals. Speaker topics ranged from "Entrepreneurship" to "Female Rights in the Professional World" and our tour of IBM was an educational experience that we all enjoyed. Nu Chapter's athletic ability again displayed itself as we soundly trounced Alpha Kappa Psi in our annual tag football game. The Founders' Day party had a Halloween theme this year and was a good time.

—Michael A. Mondlak

### ALPHA THETA CINCINNATI

The Alpha Theta Chapter not only has high hopes for 1984, but it also has the spirit and ability to make this year successful. With an added emphasis on professionalism, the Brothers have been participating in activities such as tours,

# the chapters speak

professional meetings with guest speakers and other professional events which allow for the interaction of the faculty and students.

Community service has not been forgotten. Alpha Theta Chapter has actively supported the American Lung Association and Cincinnati Make-A-Wish. Through this involvement, we have bettered the name of our fraternity in the community.

Although we had a tremendous Founders' Day celebration, Alpha Theta Chapter is currently planning a magnificent celebration for the weekend of May 4th, which will be the 60th birthday of our chapter.

As it was 60 years ago, and still is today, Alpha Theta Chapter and Delta Sigma Pi mean business.

—Mary Miracle

## ALPHA OMICRON OHIO

Alpha Omicron Chapter at Ohio University started fall quarter with a bang! In September, recruiting activities consisted of a full week of interviews that resulted in enthusiastic pledges. October was even better with several tours and speakers. Trevor Hoskins and Dave Gaino spoke on professionalism, while tours of Firestone and Goodyear in Akron, Ohio, kept us busy.

Homecoming came and went with many familiar alumni faces along with our annual tailgate party at Peden Sta-



Filled with enthusiasm following a recent initiation, these members of Beta Pi Chapter at Kent State show the ultimate in Brotherhood by packing 24 Brothers in a VW Rabbit.

dium. Several fundraising activities filled our calendar. Our favorite "Goody Bag" coupons, sponsored by area merchants, were distributed to the campus—9,000 envelopes! Several civic service activities also kept our schedule full throughout the quarter.

Congratulations to Jeff Nelson, our regional director, for his second year in our area. We welcome our new District Director Brenda Weekly from West Liberty State. Good Luck and keep up the Deltasig spirit.

—Marlene Iseman

## ALPHA UPSILON MIAMI-OHIO

Alpha Upsilon Chapter at Miami University has had another fine semester. Chapter members that attended the 1983 Grand Chapter Congress in Denver, Colorado, brought back with them many new ideas and enthusiasm from "Brotherhood a Mile High."

A busy fall brought with it tours of General Motors and Shillito/Rike's as well as speakers from Peat, Marwick, Mitchell & Company and Middletown Federal Savings and Loan Association. Another successful Alumni Pancake Breakfast was held before Homecoming in October.

Also in October, 29 Brothers spent four days in Chicago touring Chicago Board of Trade, Hyatt Regency-Chicago, and a presentation by Sears was heard. A special thanks should go to Kathy Kessel, our Vice President for Professional Activities, for planning such a prosperous trip.

Good luck to all of our Brothers and best wishes for a terrific spring from Alpha Upsilon Chapter.

—Kathleen A. Parnitzke

## BETA PI KENT STATE

This has been a great year for Deltasigs at Kent State. We are growing at a steady pace, initiating new Brothers with plenty of spirit. We all had a great time at the area conference in Columbus and are looking forward with great anticipation to the area conference in the spring. It will be held here in the Kent/Akron area. So come on up and party with the best, because we'll be flying high with Beta Pi!

—Brad Lane

## DELTA OMEGA WEST LIBERTY STATE

Last year's Honors Convocation presented Delta Omega Chapter of Delta Sigma Pi with our second consecutive Dean's Trophy for best organization on campus. We also gained community recognition through the 14 WK Community Service Award.

In August, Brent Koerber and Rodd Welker took the long bus ride to Denver, where Delta Omega Chapter received "Most Outstanding Chapter" in the East Central Region.

Fall semester '83 brought in another strong group of 12 pledges. On October 1, six members attended the area conference at Ohio State and plans are being made to attend the area conference in February.

Special Services continued its Alenheim adopted grandmothers program along with the second year of United Way Auditing.

Activities from last semester also included: Founders' Day party, a tour of Nationwide in Columbus, The Central Office, a Pittsburgh brewery tour, an Equibank tour and the yearly Christmas Dance. Deltasigs really do mean business!

—Lynn Morey

## THETA KAPPA AKRON

Theta Kappa Chapter's major project this year has been the sponsorship of a Junior Achievement Company. With the help of the Norton Company, several Brothers are advising a company of Achievers.

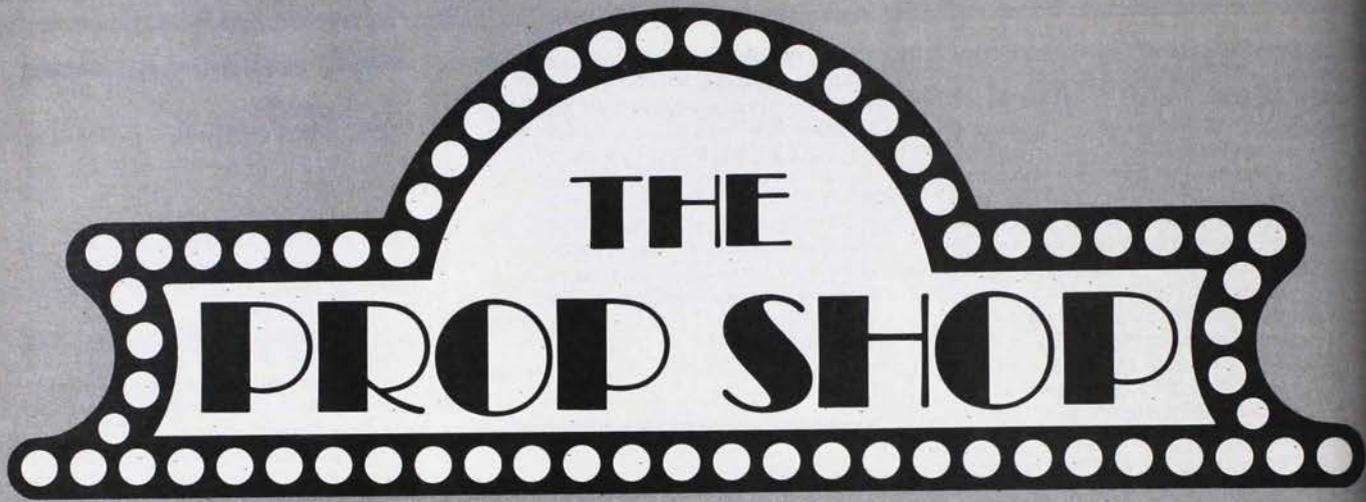
Our big tour this past semester was to the Toronto Stock Exchange. We shared our tour with the Economics Club of the University of Guelph which was an excellent opportunity for new friendships.

After a fun-filled Halloween party, the Brothers of Theta Kappa Chapter donned their costumes again and visited the Akron Children's Hospital. We are also actively involved in the Litter Critter campaign to clean up our campus.

Once again, Theta Kappa Chapter is involved on a campus level. Delta Sigma Pi was represented on the University of Akron's Homecoming Court through Nancy Steinkerchner. In the area of

(See CHAPTERS on page 19)

**Prime Time Promotions**  
presents



**THE  
PROP SHOP**

starring

**GEORGE SIMKOWSKI**

PSI CHAPTER ALUMNUS, GEORGE SIMKOWSKI PLACES PRODUCTS RANGING FROM TOOTSIE ROLLS TO BATTLESHIPS IN FEATURE FILMS AND TELEVISION SHOWS. THE WAREHOUSE STOCKED WITH MANY OF THESE PRODUCTS HAS BEEN DUBBED "THE PROP SHOP"

---

From his office in west suburban Wood Dale, Illinois, George Simkowski cuts film deals every day. His company, Prime Time Promotions, places products that range from Tootsie Rolls to battleships in features and, to a lesser degree, in TV commercials.

The filmmaker pays nothing—and saves enormously on props—and Simkowski's clients, the people who make the props, derive enormous promotional benefits by having their products seen by billions.

For instance, check out the new NEC computer on J.R.'s desk in "Dallas". NEC even programmed the computer for the show so it punches up Ewing Oil. That's courtesy of Prime Time Promotions.

For "Never Say Never Again", a James Bond October release, Prime Time arranged to have wetsuits and tanks shipped to Nassau by the Dacor Company to suit up 60 skin divers.

The NEC computers in "War Games" and the 7-Up consumed in the soon-to-be-released "Dreamscapes" were Prime Time placements. So was a Cessna Citation jet used by John Forsythe in a "Dynasty" episode. And for "Swing Shift", a Christmas release starring Goldie Hawn, Prime Time provided everything, "including 12 World War II



Several products such as Coppertone Tanning Oil, Tootsie Rolls and the Bic Clic were placed by Prime Time Promotions in Warner Brothers' "National Lampoon's Vacation '83" starring Beverly D'Angelo and Chevy Chase.

planes that I found in Pensacola, Florida", said Simkowski.

It's a great deal for the film industry, Simkowski noted. "If a movie costs \$10 million, the props budget is at least 10% of that. If the producer can save just half of that budget by getting props on loan, he's money ahead. If a producer had to rent a jet plane, for instance, it would cost thousand of dollars."

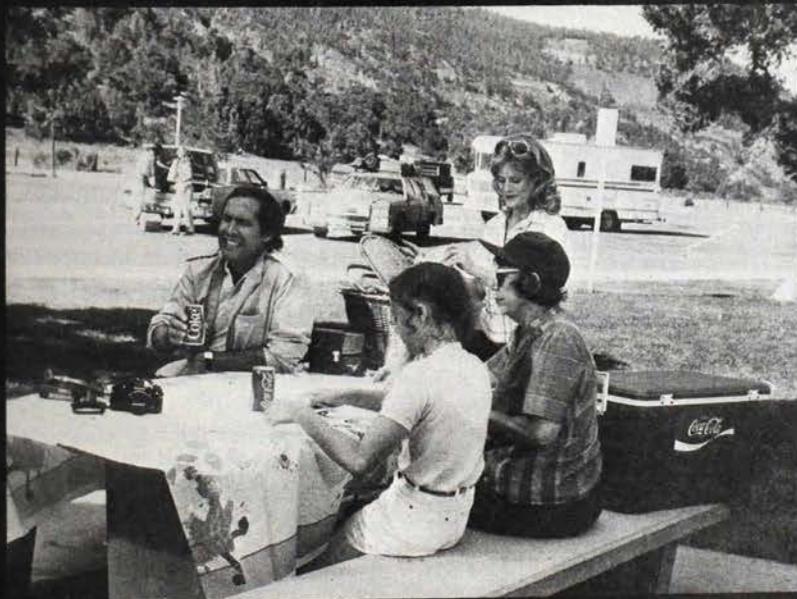
His partner in LA "polices" the filming of pictures to guarantee that clients' props are used in the "right" way, never in a violent manner. A plane provided by an airline can never crash, for instance, nor can a client's flashlight be used to bludgeon a victim.

More than 150 clients pay Prime Time a retainer, or work with it on a single project basis, to find product exposures for them in features.

"Getting a prop seen in a movie is fantastic exposure," Simkowski said enthusiastically. "Say it costs a client \$5,000 to get exposure of his product in a film. That movie will eventually be seen by billions of people by the time it plays theatres here and abroad, and shows up on TV, cable, video cassettes, etc.

Although placing props in TV spots is only a tiny fraction of his

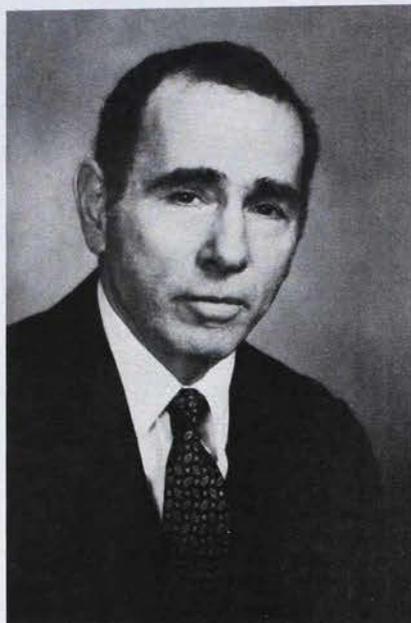
(See PROP SHOP on page 30)



"National Lampoon's Vacation '83" starring Chevy Chase, Beverly D'Angelo and Imogene Coca also brought tremendous product exposure to Coca-Cola and Olympus Cameras.

# POWER

# THE TOP



Dr. Michael Mescon

*In America's quest for the best, most management theorists agree that humans, after all, are the key component*

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**BY MICHAEL H. MESCON, Ph.D., and TIMOTHY S. MESCON, Ph.D.**

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Dr. Timothy Mescon

In a column in May, 1982, Urban C. Lehner, the *Wall Street Journal's* Tokyo representative, told the following story: A Frenchman, a Japanese and an American face a firing squad in a joke making the rounds lately. Offered a last wish, the Frenchman asks to hear *La Marseillaise*. The Japanese asks to give one more lecture on Japanese management. The American asks to be shot first. "I can't stand one more lecture on Japanese management", he says.

Many of us are up to here about the "miracle in Japan". Don't misread this: There's much to admire and emulate, but there's certainly nothing new. As a matter of plain, simple fact, even the sometime student of management history recognizes that the emergence of Japan as a quantity and quality pacesetter is no miracle at all, but rather, the highly successful application of some of the earlier findings of such organizational theorists as Robert Owen, F.W. Taylor, Elton May, and a score of others who built upon the known, the assumed, and the hoped—for.

In the United States, our quest for quality is not thwarted by others and not by lack of technical expertise; for the most part, the enemy is from within. Simply stated, we've forgotten how we got as good as we are; we've not heeded Satchel Paige's admonition not to look back; and and we appear to be suffering from a type of national nar-

ciassism. Each of the above could be fatal. But happily, we can prevail if we are prepared to do what must be done.

In 1813, Robert Owen's *Address to the Superintendents of Manufactories* demonstrated unique insight into the reallocation of management efforts from the "inanimate" machines of production to the "vital" machines—the people involved. Owen is considered by many to be the father of personnel management. One hundred and seventy years ago, in *New View of Society*, Owen wrote:

*"If then due care as to the state of your inanimate machines can produce such beneficial results, what may not be expected if you devote equal attention to your vital machines, which are far more wonderfully constructed?"*

*"Here then is an object which truly deserves your attention; and instead of devoting all your faculties to invent improved inanimate mechanism, let your thoughts be, at least in part, directed to discover how to combine the more excellent materials of body and mind, which by a well devised experiment, will be found capable of progressive improvement."*

People, not machines, Owen argued, were the key; are the key; and will forever be the key to the long-term success of the organization. One hundred years after Owen's discourse on the importance of people in organizations, Frederick Winslow Taylor delivered a speech to a committee of the U.S. House of Representatives on the Workings of Scientific Management. What Taylor, the father of modern management, focused on is the top-to-bottom, bottom-to-top mental revolution that reorients management and labor toward corporate performance, thereby substituting peace for war, and replacing cooperation for antagonism within the organization. Once again, however, the burden is placed squarely on management's shoulders. In his testimony to the committee, Taylor said:

*"Now in its essence, scientific management involves a complete mental revolution on the part of the workingman engaged in any particular establishment or industry—a*

*complete mental revolution on the part of these men as to their duties toward their work, toward their fellow men, and toward their employees. And it involves the equally complete mental revolution on the part of those on the management side—a complete mental revolution on their part as to their duties toward their fellow workers in management, toward their workmen, and toward all their daily problems"*.

Taylor argued and successfully implemented a "we" rather than a "me" ethos in organizations. His scientific management theories revolutionized industrialized organizations by refocusing business efforts on producing and, more importantly, rewarding quality performance.

Finally, what review of management would be complete without a brief look at the insight of George Elton Mayo? Mayo's work at Western Electric over fifty years ago established him as the father of the human relations school of management. His years of research and study concluded that a strong sense of group participation and involvement, along with teamwork, are stronger motivators than many of the material rewards that we too often take for granted. Mayo synthesized his efforts into some very basic conclusions that even today should haunt us, and in *The Social Problems of an Industrial Civilization*, he wrote:

*"In modern large-scale industry the three persistent problems of management are:*

- 1. The application of science and technical skill to some material good or product.*
- 2. The systematic ordering of operations.*
- 3. The organization of teamwork—that is, of sustained cooperation.*

*"The first of these holds enormous prestige . . . is almost wholly neglected yet it remains true that if these three are out of balance the industry will not be successful. The first two operate to make an industry effective . . . the third to make it efficient"*.

**Basics: The Present and the Future**

Striving for quality means we're going to build on basics, but on basics that work and are still applicable. To paraphrase Peter Drucker, it requires we do the right things; and what's right today might not have been applicable yesterday, and might be obsolete tomorrow. This should not be interpreted as an approach permeated by a situational ethic and attitude. With excellence our goal, organizations should adopt a proactionary perspective and constantly search for a better way.

The search is for perfection, and this search has no end. For example, we must put to rest the notion that paying one's dues is a one-time affair. In reality, it simply means you're eligible to get back in line tomorrow. That's the bad news.

The good is that the line is short. Stanley Marcus (of Neiman—Marcus fame) summed it up with his own quest of the best approach. Yet, today's best can very well become tomorrow's historical oddity, and the organization that forgets this might join the ranks of those who forgot what kind of business they were in and failed to recall how they got as good as they were. Corporate cases in point range from W.T. Grant to the smallest fine restaurant which lost its quality when it expanded its menu; the lesson is there for the learning.

### **Job Atomization and the Quality Ethic**

If you cited civilization's great concepts and inventions, near the top of the list would appear the division of labor. Without division of labor, mass production would be impossible, and our much heralded standard of living wouldn't be much to herald. However, along with the division, or perhaps, atomization of labor, has developed a keyhole view of work and responsibility.

Without question, that staunch private enterpriser Adam Smith would be appalled at the impact his research into the manufacture of pins has made him. While Smith formally introduced us to the concept of division of labor by examining the manufacturing of straight pins, he would be intrigued at our peculiar ability to stick it to ourselves by

specializing production to the point where we are now at a level of diminishing returns.

We have so fragmented and diffused the talents of management that, in far too many instances, the pieces simply do not fall together into an effective and efficient organization. In essence, "if it's not part of my job description, it's not my responsibility. Let someone else worry about it". We are today creating a society of knowledgeable ignoramuses. We are producing employees capable of functioning quite well at a specific task, but few, if any, are capable of integrating and coordinating the various organizational functions. Have you ever tried to order a hamburger without pickles or mustard in a fast-food restaurant? Not only might you disrupt the entire system, you may even receive a package containing *only* pickles and mustard! If we're to successfully compete on an international basis, this jaundiced, jurisdictional way of viewing work must be put to rest, and quality must then become a way of life.

#### It's the Net That Counts

There was a CEO who daily would check on the number of units his factory produced. After observing this ritual for the better part of a month, it was suggested he might be better off asking other questions. How many perfect units were produced? How many units were manufactured that would stay in the customers' homes? How many units were shipped that would require no premature service calls or adjustments? How many units were, by the most demanding standards, absolutely first class? How many units literally reeked of quality?

The point is that we are so obsessed with quantity that the quality factor is systematically ignored. Even the most elementary analysis of profits indicates that two basic factors are involved: revenues and costs. Historically, our mindset has focused on the revenue component of the equation. Current economic factors have forced us into examining the costs, or what we argue is the quality component. By concentrating on efficiency through cost containment, not only is a better product or service delivered, but

that great intangible, customer loyalty, is fostered.

#### Talk to the Person Doing It

In recent years, there has been a great deal of interest in quality circles. Hopefully, this interest will be translated into action. It should be understood that there is nothing either mystical or magical about quality circles. Essentially, the entire concept is structured around the belief that if you want to improve an operation, talk to the person doing it.

Chances are this person knows more about it than anyone else; but in all likelihood he or she is the last one ever asked about anything pertaining to quality or productivity. In all too many instances, productivity and quality issues have been handled by management in the traditional mind-over-matter fashion, i.e., we don't mind and you don't matter. Robert Patchin, Northrop's Director of Productivity Improvement Programs, suggests that today's employee is usually better educated and more sophisticated than his older counterpart, and that the individual actually wants to be involved. In Patchin's judgement, the old, authoritarian management philosophy is not equipped to deal with today's employee, who is usually more inquisitive and less willing to accept the unexplained than yesterday's worker.

#### Not Satisfied, Pleased

On several occasions, former bank president Joseph E. Birnie would talk about the need for pleased rather than merely satisfied customers. Birnie would constantly indicate that superior service provided the most significant competitive edge, and that when a customer was pleased, you added another salesperson to your staff at no additional cost. However, pleasing the consumer requires a quality orientation from the top down, and it is pleased employees that please customers.

Bluntly, deal with customers as if you have to live with them for the rest of your life. If you operate in this fashion, each transaction represents a plus for both the customer and the business, and in the process, everyone profits. This is what quality is all about.

Occasionally, step back and examine your own responses as a quality-conscious consumer. How did you respond when your suit was delivered from the dry cleaner, minus a button? Were you a trifle perturbed when you returned your car for repairs on the same problem for the third time in a month? Remember when you attempted to intelligently discuss a billing error with the department store?

Management theories from Z to A deal with human, not material resources. Products, performance and productivity are primarily human-manipulated issues. We have the expertise, the resources, and now the challenge. Why not meet it?

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- Robert Owen, *A New View of Society*, (New York: E. Bliss & E. White, 1825). First American edition from the third London edition.
- Frederick W. Taylor, Excerpt from testimony at hearings before the special Committee of the House of Representatives to investigate the Taylor and other Systems of Shop Management, January 25, 1912, pp. 1387-1389.
- George Elton Mayo, *The Social Problems of an Industrial Civilization*, (Boston: Division of Research, Graduate School of Business Administration, Harvard University, 1945), pp. 85-86.

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*Dr. Michael Mescon is Chairman of the Department of Management at Georgia State University in Atlanta and an alumnus of Kappa Chapter. He also holds the Chair of Private Enterprise. Dr. Timothy Mescon is an Associate Professor of Policy and Entrepreneurship in the School of Business at the University of Miami in Coral Gables.*

# the chapters speak

(CHAPTERS from page 13)

community service, we are actively involved in the Litter Critter campaign to clean up campus.

On the social side, we had a visit from Ohio University's Alpha Omicron Chapter. The weekend let old friends from Grand Chapter Congress get together and let us grow in the Brotherhood of Delta Sigma Pi. Also, our fall banquet was fit for a king and was a perfect way to end a great semester.

—Christine L. Yerkey

## THETA PI BOWLING GREEN STATE

Theta Pi Chapter is looking to a productive 1984 with 20 new enthusiastic initiates, a hard working membership and new chapter advisor, Kim Heimrich. The on-going coffee sales in the foyer of the business administration building continue to be successful for the chapter.

Upcoming events include the formal dinner in March and our annual Stroh's Brewery tour in Detroit, Michigan. Election of new officers in February will be followed by a transition period where old and new officers will work together for three weeks to make the transition smooth. Theta Pi Chapter will also be attending the area conference in January.

—Michele Marie Firment

## IOTA TAU ROBERT MORRIS

A few goals for our chapter during the upcoming semester are a free Spring Formal, a program involving high school students and better communication with chapter advisors, honorary and faculty members. A few of our members have already volunteered to sponsor a Junior Achievement "corporation" which make high school students more aware and involved in the business world. The Brothers also took a road trip to The Central Office at the end of October. This year the chapter's new community service projects are to include: a campus-wide Easter Egg Hunt, a spaghetti dinner and the WQED-TV auction.

Our professional program this year includes: the vice-president of sales at

Washington Steel Company; Mr. Dan Rooney, Sr., who is the President of the Pittsburgh Steelers; and a tour of the Merrill Lynch Realty Company division headquarters.

—Lisa A. Ochman

## CENTRAL REGION

### ALPHA PI INDIANA-BLOOMINGTON

The Alpha Pi Chapter began its fall semester with a successful orientation program whereby we pledged 17 prospective members. Our future Brothers joined in welcoming speakers from the Leo Burnett Advertising Company in Chicago and from Melvin Simon Associates in Indianapolis. Vice President of Professional Activities Stewart Emore has successfully arranged topics that will affect the executive of the future. We have also found relaxation by participation in a campout, canoe trip, and a planned horseback ride.

An Alumni Brunch was arranged by

Dan Hunt, Director of Alumni Relations, for Saturday, October 15, 1983. Further information for alumni about Alpha Pi Chapter activities can be found by contacting Brother Hunt at: 504 E. Cottage Grove, Apt. 2, Bloomington, IN 47406.

—Catherine M. Penn

### GAMMA THETA WAYNE STATE-DETROIT

Gamma Theta Chapter is off to a great start this year, with 11 enthusiastic new members anxious to make 1983-84 the best ever. The result of this past fall semester's recruiting was good food, good times and GREAT new members.

Tours of General Motors World Headquarters, Chevrolet Gear & Axle Plant, and K-Mart Corporation Headquarters expanded our scope of the business world. Professional speakers helped prepare us for on-the-job success, giving advice on how to write an effective resume, dressing for success, gaining acceptance to graduate school and using corporate politics to your advantage. Community



Members of Delta Omega Chapter at West Liberty State gather around the Dean's Trophy which they won for the second consecutive year. The Dean's Trophy is emblematic of the best organization on campus.

# the chapters speak



A past pledge class enjoys its reunion during a recent Theta Pi Chapter party at Bowling Green State.

service was rendered to the Red Cross through the Delta Sigma Pi sponsored blood drive.

Looking forward, Chapter President Steve Cooper has a singular objective, "with our past excellence as a base, we will continue to excel and build the best chapter in the country!" WATCH OUT!

—Amy Roberge

## EPSILON XI BALL STATE

This school year Epsilon Xi Chapter has been very active with our national community service project Junior Achievement. We are sponsoring a local JA company. Brother Karrie Bota, Thom Fulk and Jeff Wyckoff are serving as advisors to the student company.

Epsilon Xi Chapter considered itself prosperous this past December as our pledges successfully fulfilled their requirements and were initiated into the fraternity. Dave Silar proved to be a strong pledge class president and the chapter has high hopes for him as well as all the new members.

Our "Rose Dance" in Indianapolis on January 14 proved to be a lot of fun for

all the Brothers, alumni and guests in attendance. Hats off and thanks to Tammy Lee and Gregg Moore for their dedication and hard work in organizing the event.

Everyone is excited about the fast approaching elections. Then, there will be even more plans to be made.

—Kathy A. Fawley

## THETA PSI INDIANA-NORTHWEST

Theta Psi Chapter started out last semester with our recruiting party at which we had a great turnout, especially from our faculty and alumni. We also had a series of lectures and took a couple of tours to Chicago to visit the Merchantile Exchange and the Chicago Tribune.

Around the pledges' mid-term, we had our annual Pledge/Brother football game with the Brothers winning 21-0. On November 19, we held our initiation and dinner banquet. Some Brothers from the Kappa Phi Chapter came for a visit and helped us welcome our new Brothers.

We plan on visiting our state capitol and touring the capitol building. A Chicago TV and radio station tour is also on the agenda.

—Cathy Thach

## IOTA LAMBDA INDIANA-PURDUE

Due to the enormous efforts of Senior Vice President Linda Kylen last semester, recruiting for the Iota Lambda Chapter at IPFW was a great success. Our 13 pledges completed the pledge program and were initiated on December 2.

We planned a number of tours this past fall including The Central Office, Fort Wayne's Baer Field Airport and Fort Wayne National Bank. We are also having a variety of speakers after our business meetings.

On the lighter side, we celebrated Founders' Day with a party and we also sponsored a hayride. Of course, we all enjoyed the fall banquet where we had Dr. Frank Kenworthy, Dean of Student Services, address our group.

It is with deep emotion we say goodbye to Faculty Brother Dr. D. E. Stonebarger who passed away this past

summer.

—Sherrie Davis

## IOTA SIGMA EVANSVILLE

Iota Sigma Chapter at the University of Evansville would like to wish all the Brothers well in the new year. May each of you fulfill your goals and expectations for the year.

Plans are being made for the fourth Businessman of the Year to be held in the spring. This recognition will go to the businessman in the community that best exemplifies the spirit of Delta Sigma Pi.

—Vicky L. Selby

## KAPPA SIGMA INDIANA-INDIANAPOLIS

The term Brotherhood continues to encompass many new meanings and insights for the Brothers of the Kappa Sigma Chapter of Indiana University at Indianapolis, which will be celebrating its second birthday this April 17.

Several events in the past year have shown us the depth of what Deltasig fraternalism means. Sparked with invaluable information from Denver, and a fine presentation from Mike Walsh, our recruiting efforts brought forth both spirit among the actives and 12 outstanding pledges. On September 22 we hosted a very successful "Business Career Day". Thanks to Brother Lander for his relentless dedication to this project. One of our favorite groups for community service has been the children at the Crossroads Rehabilitation Center. The Easter Egg Hunt last spring and the Christmas party last month helps us keep a proper perspective on all facets of life.

We have been fortunate to participate in the installations of Kappa Phi Chapter, Valparaiso University, Kappa Psi Chapter, Bellarmine College, and look forward to an installation of a chapter at Purdue. It has been fascinating watching the growth of our chapter and the fraternity as a whole. CONGRATULATIONS to the Brothers of Kappa Phi, Kappa Psi and the Purdue colony, from all the Brothers of Kappa Sigma Chapter.

—Annette M. Williams

### THE DELTASIG EXPERIENCE

How long has it been since you repeated the purpose in the Preamble of our fraternity's Constitution and Bylaws and thought about the meaning of the words? As an undergraduate, I thought that the purpose was written primarily for alumni. After all, what can a student do to foster the study of business by others when the primary concern is finding enough hours to keep up with one's own studies? How can an undergraduate encourage scholarship in others when struggling to keep his own grades up? Isn't it difficult to promote a closer affiliation with business when you hardly know any business people? What is a higher standard of commercial ethics? How can you further it?

Most of these activities fit more readily into the life of a Deltasig alumnus. I've always thought that! Our collegian Brothers should learn the purpose in their heart and in their psyche. And in their limited fashion, attempt to live it. Alumni should show them the way!

We all know that rituals deal with beliefs—ours are expressed in our

Preamble. And rituals also deal with the rites of passage through the four crucial stages of life—birth, puberty, maturity and death. As *mature* Deltasig alumni, we are required by our oath to "live" the purpose—to foster, to encourage, to promote and to further all that relates to business.

Admit it. You haven't thought about it all that much. You ask at what level should you participate? What should your contribution be? I ask: How much do you believe? Where are you in the maturing state?

Those aren't easy questions! The answers are even tougher. But as you were told in school: "Why go it alone?" Join other Deltasig alumni, and let your Brothers make the path easier to travel and much more fun . . . Don't you have an alumni chapter in your area? Call me, I'll help you to start one. I'll do anything within reason to keep you from missing out on the best part of the DELTASIG EXPERIENCE.—  
ANTHONY Z. FERNANDEZ, DIRECTOR OF ALUMNI ACTIVITIES

## Deltasig Dates

### CHAPTER ANNIVERSARIES

#### 20th Anniversary

Epsilon Psi Chapter, Christian Brothers College, February 29, 1964-1984

#### 35th Anniversary

Gamma Delta Chapter, Mississippi State University, March 5, 1949-1984

Gamma Epsilon Chapter, Oklahoma State University, March 19, 1949-1984

#### 60th Anniversary

Alpha Epsilon Chapter, University of Minnesota, March 8, 1924-1984

CUT AND MAIL TO: Delta Sigma Pi, 330 South Campus Avenue, P.O. Box 230, Oxford, Ohio 45056-0230

## DELTA SIGMA PI APPLICATION FOR LIFE MEMBERSHIP

Name \_\_\_\_\_ Chapter and Number \_\_\_\_\_

Address \_\_\_\_\_

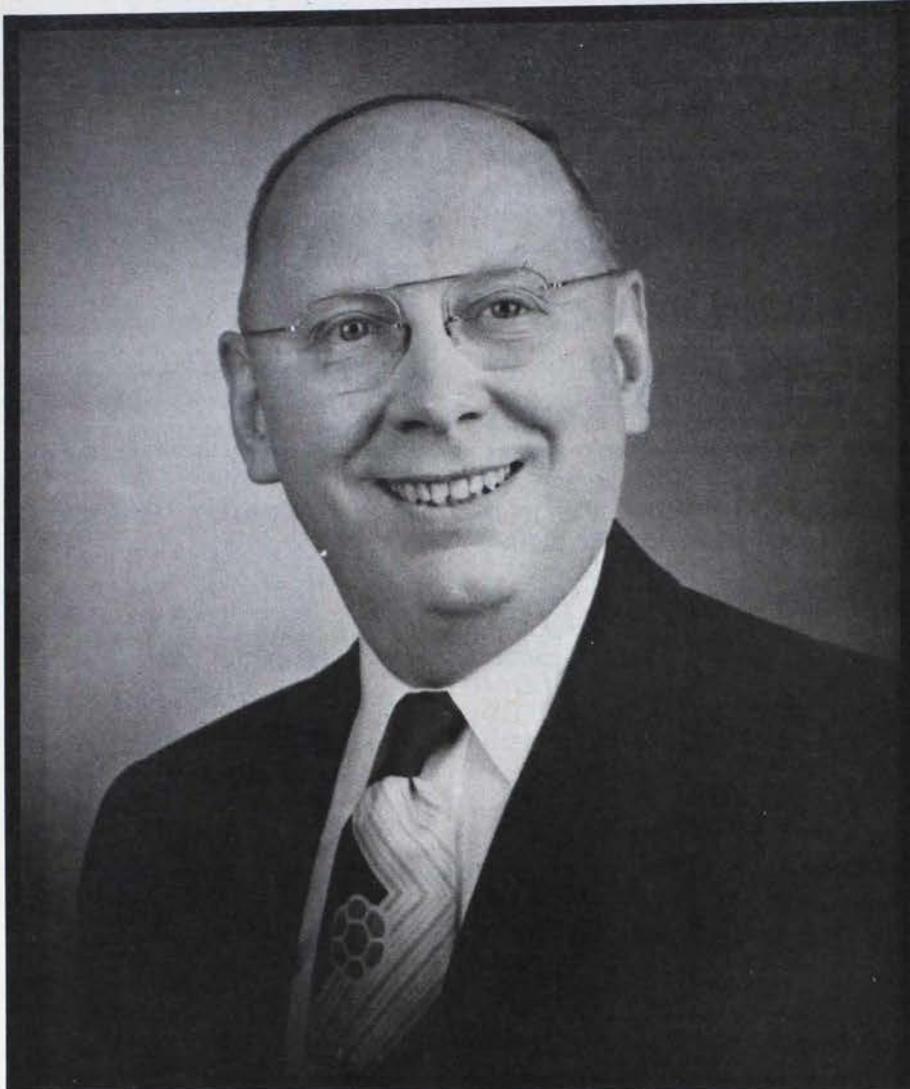
City, State and ZIP Code \_\_\_\_\_

Enclosed is my check for \$ \_\_\_\_\_ to pay ( ) part, ( ) all of my Life Membership.

- \_\_\_\_\_ Alumnus (\$125.00)
- \_\_\_\_\_ Undergraduate (20% Discount—\$100.00)
- \_\_\_\_\_ Undergraduate and CEI Discount (Total 30% Discount—\$87.50)

I understand that if this is a partial payment, consecutive monthly payments of \$10.00 or more will be made until the balance is paid in full. Each time a payment is received at The Central Office, a statement for the remaining balance will automatically be sent to me. I will keep The Central Office apprised at all times of my current address.

## DELTASIG LOSES A LEADER



J. Harry Feltham

It is with great sadness that we note the passing of Past Grand President J. Harry Feltham on November 16, 1983. Brother Feltham was initiated in 1923 as a member of Chi Chapter, then located at the University of Maryland, but now located at Johns Hopkins University. While a collegiate member of Chi Chapter, he served in a variety of leadership roles. After graduation, he served as president of the Baltimore Alumni Chapter.

Nationally, Harry served as Chairman of the National Committee of the 17th Grand Chapter Congress held in Baltimore in 1949 and as Director of the Eastern Region from 1949 until 1955. He was also a member of the Delta Sigma Pi Educational Foundation.

At the 20th Grand Chapter Congress held in Detroit in 1955, Brother Feltham became our 18th Grand President and served in this capacity until 1957. His term of office was perhaps among the most exciting because during his term, ground was broken for a new Central Office in Oxford. Also during his term of office The Central Office staff moved into its new national headquarters building from the old offices in Chicago. As Grand President, he also witnessed the celebration of our 50th Anniversary held at the 21st Grand Chapter Congress in New York City in 1957. On May 26, 1973, he was named to the Order of the Golden Helmet in recognition of his over 50 years of service to Delta Sigma Pi.

## OFFICIAL NOTICE

National Executive Committee Meeting

Sheraton Park Central

Dallas, Texas

February 17-19, 1984

**DELTA SIGMA PI EDUCATIONAL  
FOUNDATION SCHOLARSHIP PROGRAM**

For sons, daughters, brothers, sisters, nephews, nieces, grandsons, or granddaughters of members of the International Fraternity of Delta Sigma Pi. To be completed and returned (postmarked) on or before January 31, 1984 to:

Delta Sigma Pi Educational Foundation  
Mr. Richard L. Schreiner  
4400 Hadrian Court  
Alexandria, VA 22310

Please enter me in the DELTA SIGMA PI EDUCATIONAL FOUNDATION SCHOLARSHIP PROGRAM FOR 1984.

I am the  son  grandson  nephew  brother  
 daughter  granddaughter  niece  sister

of a member of Delta Sigma Pi, and I expect to complete high school in 1984 and enter college in 1984. I have taken the Scholastic Aptitude Test (SAT) prepared by the Educational Testing Service. (An extra copy of your score can be obtained by using code 1000 when taking a test or can be furnished by your high school guidance counselor.) I understand that my score on this test will be used to evaluate my candidacy in the Delta Sigma Pi Educational Foundation Scholarship Program.

- Results of the SAT are enclosed.  
 Results of the SAT will be furnished by my counselor.

**PLEASE PRINT CLEARLY**

The exact date will complete high school is \_\_\_\_\_ mo. \_\_\_\_\_ yr.

Name \_\_\_\_\_  
(Last) (First) (Middle)

Month, Day, Year of Birth \_\_\_\_\_

Home Address \_\_\_\_\_  
(Number & Street) (City & State) (ZIP Code)

Present High School \_\_\_\_\_  
(Exact Name) (City & State) (ZIP Code)

High School Where Tested \_\_\_\_\_  
(Exact Name) (City & State) (ZIP Code)

(Name of Parent, Grandparent, Brother, Sister, Uncle, or Aunt) (Designate Which)

(Chapter Affiliation)—Name and Number

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

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 an emphasis (Accounting, Marketing, Finance, Management, etc.) in \_\_\_\_\_

(\* Admission must be in one of 208 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, P.O. Box 230, Oxford, Ohio 45056-0230.)

I understand that the decision of the Delta Sigma Pi Educational Foundation is final in the selection of scholarship winners and that there is no appeal from the decision of the Foundation. It is my further understanding that if awarded a scholarship, the award is \$1,000 per year for four years upon providing evidence of continued satisfactory academic performance to the Foundation.

\_\_\_\_\_  
(Signature of member-parent, grandparent, uncle, or aunt)

\_\_\_\_\_  
(Signature of applicant)

\_\_\_\_\_  
(Date)

**FOUNDATION REPORT**

The Delta Sigma Pi Educational Foundation is a not-for-profit corporation incorporated under the laws of the State of Illinois. While it is a separate and distinct entity from the International Fraternity of Delta Sigma Pi, it does not operate in competition with it. In fact, the Foundation complements the Fraternity's objectives through fostering purposes in consonance with these objectives, with resources acquired through tax deductible gifts not available to the fraternity.

All members in good standing of the Fraternity as well as widows of such members are eligible to become regular (voting) members of the Foundation and do so upon contributing \$100.00 or more to the Foundation. Contributors of less than \$100.00 become regular members upon the aggregate total of their contributions reaching the \$100.00 level. Contributions and gifts from other sources such as corporations, other Foundations and friends are also sought with such contributors identified as Honorary Members as determined by the Board of Directors.

The purposes of the Foundation are exclusively charitable and educational and are directed toward encouraging and aiding students of business (undergraduate and graduate levels); to make available to students of business financial assistance by way of scholarships and grants; and to encourage and assist worthy educational and business research projects.

The Foundation's Board of Directors and Officers sincerely urge all Brothers to support the work of the Foundation. All gifts, contributions, bequests, legacies and transfers made to the Foundation are deductible for Federal estate and gift tax purposes. Contributions and other gifts may be made directly to The Delta Sigma Pi Educational Foundation: Albert S. Gordon, Treasurer, P.O. Box 1374, Cambridge, MA 02283. Additional information about scholarships and grants can be obtained from Richard L. Schreiner, 4400 Hadrian Court, Alexandria, VA 22310.



Kappa Psi Chapter President Don Schieman receives the chapter's charter from Grand President Dick Parnitzke as Central Regional Director John Black looks on.

On November 5, 1983, Delta Sigma Pi's 208th collegiate chapter was founded at Bellarmine College in Louisville, Kentucky. While Kappa Psi Chapter becomes only the third collegiate chapter established in the Commonwealth of Kentucky, the enthusiastic group of 38 charter members guaranteed that several new chapters would appear in the Bluegrass State in the near future.

Dr. Richard A. Dolin, an initiate of Beta Tau Chapter at Western Reserve, first suggested to a group of his business students that a chapter of Delta Sigma Pi might be organized at Bellarmine College during the fall of 1981. Within a few months, a local fraternity, Alpha Beta Delta, came into existence. During the remainder of the 1981-82 academic year, the members of the organization planned and sponsored a number of professional and community service activities. After additional planning during the summer and a concerted recruiting effort at the beginning of the fall semester in 1982, a substantially strengthened Alpha Beta Delta began to systematically fulfill the requirements for a collegiate chapter charter from Delta Sigma Pi.

# DELTASIG COMES TO

# BELLARMINE COLLEGE

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Our third chapter  
in Kentucky and  
our 208th overall,  
Kappa Psi Chapter  
was installed on  
November 5, 1983

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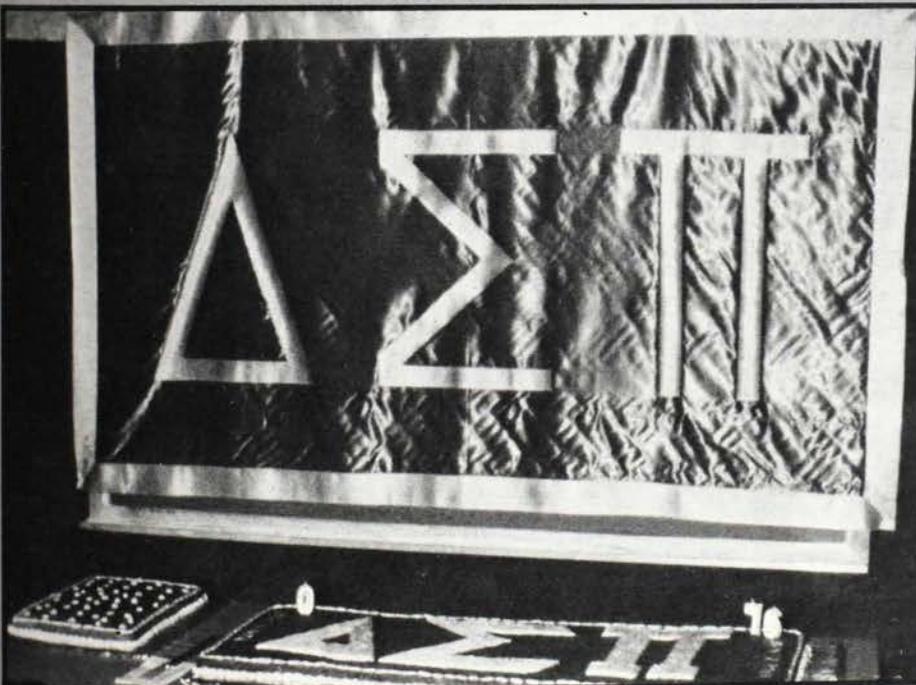
Dr. Joseph Horton, dean and new faculty initiate, welcomed everyone to Bellarmine College at the installation banquet.

Above left: the Bellarmine College logo.

calendar of activities that was planned for the fall semester. As a result of additional recruiting, a total of 38 pledges were inducted in October.

A large group of Deltasigs congregated on Bellarmine's campus in Louisville on the morning of November 5. Among them were the members of the installation team: Grand President Richard J. Parnitzke; Director of Alumni Activities

Anthony Z. Fernandez; Northern Provincial Vice President Michael M. Johnson; Director of Chapter Operations Mark A. Roberts; Chapter Consultant Richard M. Garber; Central Regional Director John T. Black; District Directors David J. Campbell, James P. Higgins and Joni M. Rahman, and members of Alpha Pi (Indiana—Bloomington), Epsilon Xi (Ball State) and Kappa Sigma (Indiana—Indianapolis) Chapters and the Cincinnati, Indianapolis and Louisville Alumni Chapters. After the initiation of the 38 charter members of Kappa Psi Chapter during the afternoon, the charter itself was presented that evening during the banquet attended by Executive Director Michael J. Mazur, Jr., and the parents of many of the charter members. Delta Sigma Pi will be represented at Bellarmine College by the members of, for the moment, our newest chapter.



A special cake was baked in honor of the birth of Kappa Psi Chapter and the 76th birthday of Delta Sigma Pi.



Applied Economics is the accredited, one-semester high school class that incorporates computer teaching techniques.

Specially-trained Achievers from the high school program become BB student consultants during one class each week. While reinforcing their own business knowledge, these young instructors involve their classes in four sequential discussion topics: business organization, management, production and marketing.

Applied Economics, Junior Achievement's most challenging program to date, was introduced into the high school curriculum as a pilot class last year.

The accredited, one-semester class incorporates the proven, hands-on teaching method of JA High School program, with the addition of state-of-the-art computer teaching techniques. Using experience gained from its PB program structure, Junior Achievement has designed the new course to draw on the knowledge of a Consultant from the busi-

ness community during one class a week.

Applied Economics has already won the support of the educational and corporate communities, but its popularity alone is not enough to warrant its value to the public schools. During the past academic year it has been refined into a cohesive unit, with each segment supporting the other. After 18 weeks, students learn to understand and feel the forces that influence the economy of the country and the world.

These are the programs that Delta Sigma Pi is committed to support.

"We wanted to support an organization with which Deltasigs could become involved on the local and national levels, but which would also reflect our traditional values in the areas of commerce and education," said Mallonee. "We believe

we have found all that and more in Junior Achievement."

Armed with the President's proclamation and its own reputation for excellence in economic education, Junior Achievement feels it has earned Delta Sigma Pi's respect. With their help, Junior Achievement will be able to continue serving the youth of today in the way it thinks most important to the prosperity of tomorrow—through economic education.

*Special thanks go to Doris H. Nielsen, Vice President - Public Relations, Junior Achievement in Stamford, Connecticut, for this contribution to The DELTASIG.*

## NOTICE OF ADDRESS CHANGE

Attach your current mailing label in the space provided, fill in your new address and return this form to the address below.

Please change my address as follows:

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

# bits and pieces

## personal mention

Patrick G. Blanchard, *Georgia Southern*, president of the Georgia State Bank, Main Office, Martinez, Georgia, has been recently elected to the Five Member Region 3 Advisory Board of Bank Administration Institute.

Lisa L. (Prater) Simpson, *Corpus Christi State*, has been promoted to service director of H.E.B. Food Stores in Corpus Christi, TX.

Donald N. Andrews, *Miami-Ohio*, has been promoted to supervisor of Bearing Operations System at the Timken Company in Canton, OH.

Margaret H. Kubuski, *Kent State*, has been promoted to supervisor of Bearing Operations System at the Timken Company in Canton, OH.

Raj Aggarwal, *Indiana-Northwest*, professor and chairman of the finance department of the University of Toledo, has been awarded a Fulbright Research Fellowship to study in Singapore this year.

Conrad N. Jackson, *Louisiana Tech*, has recently had published "The Effort of Representatives' Power Within Their Own Organizations on the Outcome of a Negotiation," *Academy of Management of Management Journal*, March 1983.

Dale L. Neiss, *Kent State*, is now an assistant bank examiner with the Office of the Comptroller of the Currency of the U.S. Treasury Department in Indianapolis, IN.

A Zuheir Sofia, *Western Kentucky*, has been named vice chairman of The Huntington National Bank, and senior vice president of Huntington Bancshares, Incorporated, in Columbus, OH.

James Frank Betts, *Louisiana Tech*, managing partner of Ross, Eubank, Betts & Co., a CPA firm in Jackson, Mississippi, is co-author of "Guide to Auditor's

Reports," a two-volume book published by Practitioners Publishing Company of Fort Worth, TX.

Jimmie L. Mason, *Texas Tech*, was recently elected to serve as president-elect of the Texas Society of Certified Public Accounts, at the annual meeting of TSCPA in Hawaii.

At the recent annual meeting of the Texas Society of Certified Public Accountants held in Hawaii, John W. Burdette, *Texas Tech*, was elected to serve as an executive committee member of that society.

Bruce A. Majeske, *Ferris State*, is the new general manager for the Holly's Landing Restaurant in South Bend, Indiana. This is a unit of Holly's, Inc., of Grand Rapids, MI.

Lois M. Hoelle, *Indiana Purdue-Ft. Wayne*, has been promoted to Tax Accountant I at Lincoln National Corporation, in Fort Wayne, Indiana.

Deborah Sue Oliver, *Indiana Purdue-Ft. Wayne*, has a new position as junior personnel administrator with the Magnavox Electronic Systems Company in Fort Wayne, Indiana.

Karen Izmirlian, *Drake*, has started her own corporation in St. Louis, Missouri. The corporation, named Trouveer, Inc., handles position placement for doctors in clinics all over the United States.

Kevin Scully, *Drake*, is business manager in Sundown Products, Inc., in Des Moines, Iowa. The corporation, which he started with another Drake student, sets up concerts for the Des Moines community.

Joseph A. Liotta, *Christian Brothers*, has joined Prudential-Bache Securities, Inc., as an account executive in Melville, New York.

Michael Owens, *Christian Brothers*, has joined the staff at Christian Brothers College in Memphis, Tennessee, as a full time admissions counselor.

Dennis G. Sartain, *Missouri-Columbia*, was recently promoted to supervisor at Touche Ross & Company of Kansas City,

Missouri. Brother Sartain is a former Delta Sigma Pi district director for Missouri.

Carole Weron, *Robert Morris*, has a new position as senior accountant with Reddinger Stoker & Company, Inc., in Pittsburgh, Pennsylvania.

William H. Filmore, *Troy State*, has been admitted to the Alabama State Bar and is now associated with the law firm of Steagall & Adams in Ozark and Daleville, Alabama. Brother Filmore is a Delta Sigma Pi district director in the Southeastern Region.

Lucy Edwards, *SUNY-Albany*, was one of 50 national winners of the Arthur H. Carter Scholarship for \$2,500. The scholarship is awarded to outstanding students majoring in accounting.

Kim Aline Pacini, *Nevada-Reno*, was a state representative in the recent Miss America Pageant. As Miss Nevada, Brother Pacini was awarded a \$1,000 scholarship as a non-finalist in the Miss America pageant.

Selected members of the Academy of Managers have rated as "indispensable" the books, "Leadership: What Effective Managers Really Do & How They Do It" by Leonard Sayles, *Michigan-Ann Arbor*, and "MBO: A System of Managerial Leadership for the '80s" by George Odiorne, *Rutgers*.

Barry A. Kleypas, *Angelo State*, was recently installed as a new board member of the San Angelo Better Business Bureau of San Angelo, Texas.

John M. Crawford, *Texas-Austin*, has been designated as a recipient of the American Society of Association Executives' Key Award, the highest recognition which the ASAE gives its members who are chief staff executives. Brother Crawford is president of the Screen Printing Association International.

Shari Noll, *Indiana Purdue-Ft. Wayne*, on April 16, 1983, to Tony Durbin, at Decatur, Indiana.

Jan L. Byers, *North Carolina-Greensboro*, on June 11, 1983, to Randy Aaron, at Thomasville, North Carolina.

Mitch Israel, *North Carolina-Greensboro*, on August 8, 1983, to Lisa Hundley at Winston-Salem, North Carolina.

Jennifer Miller, *North Carolina-Greensboro*, on July 23, 1983, to Brad Green at Roanoke Rapids, North Carolina.

Diane Stepnick, *Robert Morris*, on August 27, 1983, to David Word, at Pittsburgh, Pennsylvania.

Donald G. Howard, Jr., *Robert Morris*, on April 19, 1983, to Connie Sheeler, at Somerset, Pennsylvania.

Barbara J. DiYanni, *Robert Morris*, on June 11, 1983, to Richard Angelo, at McKees Rock, Pennsylvania.

Vicki J. Dash, *Robert Morris*, on October 15, 1983, to Donald Slesinski at Pittsburgh, Pennsylvania.

Joy A. Bayly, *Robert Morris*, on May 14, 1983, to Douglas Wiley, at Phoenix, Arizona.

Paul Spellman, *Indiana-Indianapolis*, on March 17, 1983, to Linda Burton at Key West, Florida.

Steven J. Dall, *Indiana-Indianapolis*, on June 23, 1983, to Diana Walker, *Indiana-Indianapolis*, at Indianapolis, Indiana.

Mary Ann Jaskiewics, *Indiana-Indianapolis*, on April 26, 1983, to Randy Meredith at Indianapolis, Indiana.

Randy Dobbs, *Indiana-Indianapolis*, on November 12, 1983, to Beth Schuh, *Indiana-Indianapolis*, at Indianapolis, Indiana.

Steve Priener, *Indiana-Indianapolis*, on June 25, 1983, to Janelle Speir, at Indianapolis, Indiana.

Trudy Stacy, *Ball State*, on June 18, 1983, to Bruce Germain, at Lafayette, Indiana.

Claudia K. Younkovich, *Ball State*, on September 3, 1983, to David McCollum, at Muncie, Indiana.

Debbie Dieterly, *Ball State*, on June 18, to Dave Heeter, at Syracuse, Indiana.

Cynthia Lutocka, *Ball State*, on August 6, 1983, to Brad Rowe, at Indianapolis, Indiana.

Christopher J. Walker, *Ball State*, on June 30, 1983, to Tina A. Mort, at Muncie, Indiana.

## dividends

To Brother DeWayne Elliott, *Ball State*, and Mrs. Elliott, on August 10, 1983, a daughter, Stephanie Ann.

To Brother Janet Mansdorfer Raypole, *Indiana Purdue-Ft. Wayne*, and Mr. Randy Raypole, in April 1983, a son, Clinton Tyler.

To Brother Kathleen K. Westman, *Indiana Purdue-Ft. Wayne*, and Mr. Kurt Westman, on May 9, 1983, a daughter, Lindsay Ann.

To Brother Cyndi Robinson, *Robert Morris*, and Mr. Preston Robinson, on June 11, 1983, a daughter, Courtney.

## in memoriam

Philip J. Warner, *New York*, 1981

John C. Seseck, *Kentucky*, 6-83

A. L. Turner, Jr., *Texas Tech*, 10-4-83

Clifton A. Jacobsen, *Utah*, 9-30-83

George W. Schwartz, *Northwestern-Chicago*, 1-10-83

John W. Lowery, *South Carolina*, 3-9-83

J. Harry Feltham, *Maryland*, 11-16-83

## recalls

On page 42 of the November, 1983 issue of The DELTASIG, Karen Taritas was mistakenly identified as Mary Michalek. We apologize to both ladies for the error in identification.

## merger

# National Chapter Awards

Tough competition  
characterized the 1983  
chapter awards

## National Winner

Iota Pi Chapter  
San Diego State University

## Regional Winners

Eastern Region-Theta Iota Chapter  
University of Connecticut

Mideastern Region-Gamma Sigma Chapter  
University of Maryland

Southeastern Region-Pi Chapter  
University of Georgia

East Central Region-Delta Omega Chapter  
West Liberty State College

Central Region-Delta Tau Chapter  
Indiana State University

Great Lakes Region-Iota Chi Chapter  
Illinois State Chapter

Gulf South Region-Beta Psi Chapter  
Louisiana Tech University

## Most Outstanding Chapter



## National Winner

### Mu Chapter

Georgetown University

## Regional Winners

Eastern Region-**Beta Gamma Chapter**  
University of South Carolina

Central Region-**Gamma Rho Chapter**  
University of Detroit

Intermountain Region-**Alpha Nu Chapter**  
University of Denver

Western Region-**Phi Chapter**  
University of Southern California

## Most Improved Chapter



## Most Outstanding Alumni Chapter

### National Winner

New Orleans-Crescent City

### Regional Winners

Mideastern Region-**Shepherdstown**  
Great Lakes Region-**Chicago**

## Alumni Chapter Community Service Award



National Winner  
Tucson-Old Pueblo

## National Winner

**Theta Kappa Chapter**  
University of Akron

## Regional Winners

Gulf South Region-**Eta Iota Chapter**  
Nicholls State University

Intermountain Region-  
**Gamma Phi Chapter**  
University of Texas-El Paso

## Collegiate Chapter Community Service Award



(PROP SHOP from page 15)

business, Simkowski says the system works equally well in that field. He doesn't seek out placement in spots, but commercial producers come to him, and he has placed such props as cameras, tennis rackets and boats in commercials.

Simkowski spent 25 years working for business corporations in the Chicago area. He was president of Bell & Howell's consumer products division for 10 years, where he learned the value of product exposure in films.

(He recalls placing Bell & Howell cameras, projectors, etc., in "The Candidate", the Robert Redford feature). Through the years he made a lot of contacts with the California film community—enough to make it worthwhile to set up his own prod-



In the made for television movie, "Christine", starring George Wendt, Prime Time Promotions placed Lite Beer from the Miller Brewing Company.



Brother George Simkowski, President of Prime Time Promotions

uct placement business four years ago.

He keeps his headquarters in the Midwest because 95% of his clients are east of the Mississippi. Five people are in the Wood Dale office, and 10 associates work out of major markets to service clients.

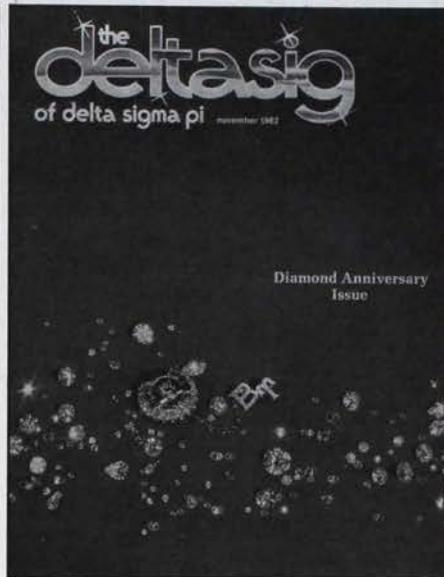
The warehouse, dubbed "the prop shop", is a 100,000 square foot spread in Los Angeles stocked with manufacturers' goodies, so Prime Time can rush products out on a moment's notice, or on a few days notice if the request is for something unusual.

*Brother George Simkowski, Deltatig of the Year 1975, is a graduate of the University of Wisconsin at Madison and is an alumnus of Psi Chapter.*

# focus:

Two and a half years ago, Mike Mazur and Mike Walsh assumed the editorship of The DELTASIG of Delta Sigma Pi and quietly made some small changes to the design of the magazine. These changes in design made to a few departments, the title page and some feature articles, may have gone unnoticed by most of the 25,000 plus readers of the magazine, but they have caught the attention of a few individuals. These individuals, members of or affiliated with the College Fraternity Editors Association, have recognized The DELTASIG as the recipient of some awards in the field of collegiate fraternity and sorority publications.

The College Fraternity Editors Association, which just celebrated its 100th anniversary, is an association of collegiate fraternities and sororities interested in the development of professional publications for Greek-letter societies. These members, along with the associate members such as the firms that produce The DELTASIG, recognize member publications



The DELTASIG, November 1982.

for outstanding achievement in several areas. This past year awards were given in the following categories: Innovative Handling of Routine Materials; Feature Article Content; Feature Article Layout; Four Color Covers; and Covers Other Than Four Color.

The DELTASIG received two

awards this past year. The first was Honorable Mention for Innovative Handling of Routine Materials, "National Chapter Awards", January, 1982. The second was Honorable Mention for the "Diamond Anniversary Issue" Four Color Cover, November, 1982. In addition to these awards, The DELTASIG won two other awards the previous year for best Feature Article Layout and Four Color Cover.

The readers of The DELTASIG over the past few years have been complimentary of the publication while the membership of the fraternity has identified itself with it. We feel it is important now you know that The DELTASIG has been recognized for its achievements. Through the work of the editors and the invaluable assistance provided by the people at Compolith Graphics and Maury Boyd and Associates, we hope that The DELTASIG will continue to be an enjoyable and informative publication presented in an attractive and professional manner.

<p><b>MOST OUTSTANDING CHAPTER AWARD</b> Presented to the undergraduate chapter which, through its actions and activities, best exemplifies the professional spirit of the fraternity.</p> <p><b>NATIONAL WINNER</b> Gamma Phi Chapter University of Texas-El Paso El Paso, Texas</p> <p><b>REGIONAL WINNERS</b> Eastern Region—Theta Iota Chapter University of Connecticut Storrs, Connecticut South Atlantic Region—Beta Eta Chapter University of Florida Gainesville, Florida East Central Region—Iota Tau Chapter Robert Morris College Coropolis, Pennsylvania Central Region—Delta Rho Chapter Ferris State College Big Rapids, Michigan Great Lakes Region—Iota Chi Chapter Illinois State University Normal, Illinois North Central Region—Alpha Delta Chapter University of Nebraska-Lincoln Lincoln, Nebraska Midwestern Region—Iota Nu Chapter Northern Missouri State University Kirksville, Missouri Intermountain Region—Gamma Phi Chapter University of Texas-El Paso El Paso, Texas</p>	<p><b>NATIONAL CHAPTER AWARDS</b> The winners of the national chapter awards for 1982 have been chosen. Although this is just the second year that these awards have been given, there was heavy application submitted and the competition on both the Regional and National levels was stiff.</p> <p><b>MOST IMPROVED CHAPTER AWARD</b> Presented to the undergraduate chapter which exhibits the greatest degree of improvement in its general operations, professional programming and membership support.</p> <p><b>NATIONAL WINNER</b> Zeta Omicron Chapter C. W. Post College Greenvale, L.I., New York</p> <p><b>REGIONAL WINNERS</b> Eastern Region—Zeta Omicron Chapter C. W. Post College Greenvale, L.I., New York Southern Region—Pi Chapter University of Georgia Athens, Georgia Central Region—Gamma Theta Chapter Wayne State University Detroit, Michigan Southern Region—Alpha Phi Chapter University of Mississippi Oxford, Mississippi Intermountain Region—Epsilon Upsilon Chapter New Mexico State University Las Cruces, New Mexico Western Region—Theta Chi Chapter San Jose State University San Jose, California</p>	<p><b>NATIONAL COMMUNITY SERVICE AWARD</b> Presented to the chapter which has made the most significant contribution to the most effective program of community service and service to society.</p> <p><b>NATIONAL WINNER</b> Gamma Phi Chapter University of Texas-El Paso El Paso, Texas</p> <p><b>REGIONAL WINNERS</b> East Central—Iota Tau Chapter Robert Morris College Coropolis, Pennsylvania Intermountain—Gamma Phi Chapter University of Texas-El Paso El Paso, Texas</p>
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The DELTASIG, January, 1982 "National Chapter Awards."

# deltasig

## ACCESSORIES

### ALL PURPOSE NOTE CARDS (11-80)

Note cards and envelopes, box of 25, off-white paper with fraternity logo and coat of arms in gold. Card is 3½" x 5" and meets U.S.P.S. requirements.

\$5.00

### BRASS BELT BUCKLE (11-81)

Finely detailed Cast Brass Coat of Arms Belt Buckle fits almost any belt, 2½" x 2¾".

\$10.00



Send order to:  
Delta Sigma Pi  
330 South  
Campus Avenue  
P.O. Box 230  
Oxford, Ohio  
45056-0230

### VINYL GARMENT BAG (11-93)

Nylon lined, vinyl garment bag with fraternity logo in gold; holds 2 suits. 23" x 39".

\$20.00

