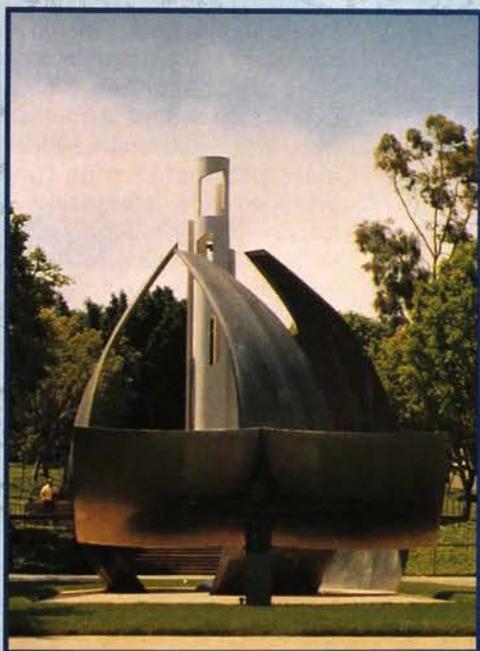


The Deltasig of Delta Sigma Pi®

Fall 1988



Long Beach

Blueprint of
an Installation

Commentary



Dear Brothers:

Welcome back! I am pleased to announce that excitement is building on many fronts of fraternity activity and I'm proud to report it to you!

GRAND CHAPTER CONGRESS— “Gateway to Brotherhood”

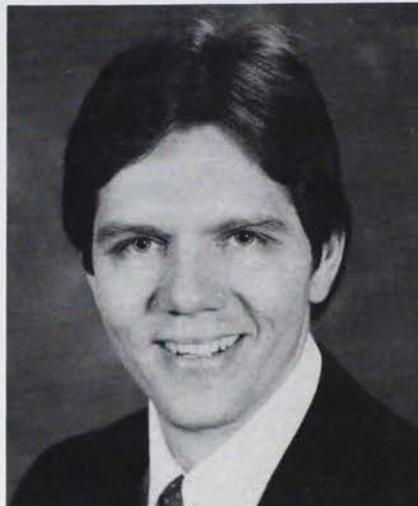
As we enter the second half of our 1987-1989 biennium, enthusiasm is growing for our upcoming Grand Chapter Congress in St. Louis, Missouri, and our Congress theme: “Gateway to Brotherhood”.

For those planning to attend, did you know:

- We are sponsoring a Career Fair for our attendees, and hope to have 100 firms from corporate America participate!
- New, exciting, and expanded special functions are being planned for our alumni members attending.
- Our convention hotel, The Adam's Mark, is across the street from the Gateway Arch and the excitement of the riverfront on the Mississippi.
- We have previewed the hotel's ballroom and it can easily accommodate a Grand Chapter Congress banquet of 1000!
- Our host alumni chapter, the St. Louis-Gateway Alumni Chapter, is helping to plan optional events and activities that will make this Grand Chapter Congress all the more memorable for attendees.

HORIZONS—Full Steam Ahead

During this biennium our HORIZONS program, begun last quarter, continues to fully encompass and



John V. Henik

shape our membership's awareness regarding our fraternity's future. We are very excited about the potential impact HORIZONS is having on the future of our fraternity's growth and direction as it relates to our professional and educational development. You are invited to read more about this program within this issue and in upcoming issues!

Welcome Aboard—Dan Doyle

This summer we hired our fraternity's first Director of Development, Daniel S. Doyle, an alumnus from Lambda Mu Chapter at the University of the Pacific. As you may recall, our Director of Development position was designed to energize our fraternity's professional, educational and financial resources as they relate to our membership, corporate America and our own future growth.

With the arrival of Dan, exciting times lie ahead for our fraternity, its members and our relationship to the business world! As Deltasigs, we are all a part of this building momentum and vision for success; and in time, when asked, we must all enthusiastically lend support for our fraternity's future. We must all support that guiding ship of commerce, known as Delta Sigma Pi.

Leadership School A Success

Finally, we are very proud of The Leadership School, offered this summer in the four provinces to collegiate and national officers. This Leadership School attracted over 500 Deltasigs, nationally. This is even more amazing when no funding was provided for attendees. Brothers learned not only about management skills as they relate to our fraternity but, more importantly, leadership skills which enrich the personal and professional skills of the individual. Team building techniques so crucial in today's international business environment were also presented.

In conclusion, it is always a pleasure serving this great fraternity and its members. Good luck to everyone this second half of the biennium! Plan NOW to attend the Grand Chapter Congress in St. Louis!

Fraternally,

JOHN V. HENIK
Grand President

The Deltasig[®] of Delta Sigma Pi

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Features

4 Lambda Phi Installation

The fraternity welcomes its 219th and newest chapter to Cal State-Long Beach.



Page 4

8 Twin Cities Alumni Chapter

Introducing the Twin Cities Alumni Chapter from Minneapolis-St. Paul.



Page 8

20 Leadership School Highlights

The fraternity successfully completes The Leadership School on a provincial level.



Page 20

Departments

10 Educational Foundation

14 Taking Note

16 Bits and Pieces

23 Focus



Cover

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Member of
CFEP
College Fraternity Editors Association

Lambda Phi Installation



California State University-Long Beach



Lambda Phi Chapter President Lori Gonzalez receives the chapter's charter from Grand President John Henik, Western Provincial Vice President Bill Kinsella, far left, and South Pacific Regional Director Paul Garcia.

On Saturday, May 14, 1988, the fraternity's 219th and newest collegiate chapter was installed as Lambda Phi Chapter at California State University-Long Beach in Long Beach, California.

On that date, collegiate and alumni Brothers from the Western Province joined Grand President John V. Henik, Western Provincial Vice President William R. Kinsella, Past Grand President William W. Tatum, Jr., South Pacific Regional Director Paul J. P. Garcia, Western Regional Director William F. Stebelski, Intermountain Regional Director Charles E. Farrow, and Eastern Regional Director Marc A. Robbins in the installation of the chapter.

Initial interest in establishing a chapter at California State University-Long Beach occurred in the fall of 1985. Representatives from the university met with then South Pacific Regional Director William R. Kinsella and Director of Chapter Services C. Dean Ferguson to discuss the establishment of a chapter. Plans were made to begin recruiting activi-

ties during the spring semester of 1986. A small group of determined students were recruited and plans made for the 1986-87 academic year.

Numerous activities and programs were conducted throughout the 1986-87 academic year. The students selected a colony name of Alpha



Over 7,000 students are enrolled in the School of Business Administration pursuing both undergraduate and graduate degrees.

Left, the newly initiated Brothers of Lambda Phi Chapter.

Theta Beta to represent their group until a chapter charter was obtained. Membership in Alpha Theta Beta Colony slowly expanded during this time period. The minimum membership required for a chapter in Delta Sigma Pi was obtained one year later after the colony had developed a broad range of activities.

Few colonies have ever participated as fully in regional activities as the Alpha Theta Beta Colony did. Members of Alpha Theta Beta Colony attended the 80th Anniversary Banquet of the fraternity sponsored by the Southern California Alumni Chapter. In addition, members attended Area Conferences in the South Pacific Region and often attended events sponsored by other collegiate chapters.

Chapter Consultant Robby L. Hultz attended a meeting of the colony officers in February of 1988. This visit was one of many provided by The Central Office staff, District Directors, and Regional Directors. Newly elected South Pacific Regional Director Paul J. P. Garcia and District Director Joseph F. Miller provided the bulk of visitations to the colony. Western Provincial Vice President William R. Kinsella also attended events sponsored by Alpha Theta Beta Colony.

On March 24, 1988, South Pacific Regional Director Paul J. P. Garcia conducted a pledging ceremony for the 31 members of Alpha Theta Beta Colony. The pledge education program was directed by District Director Joseph F. Miller. The final requirements for establishing a chapter were fulfilled in early April and a vote sheet mailed to the fraternity's Board of Directors. On April 29, 1988, colony President Lori A. Gonzalez was officially notified that the fraternity's Board of Directors had approved their installation as Lambda Phi Chapter. The installation was scheduled for May 14, 1988.

Grand President John V. Henik served as Headmaster for the Ritual Team. Other members of the installation team included: Western Provincial Vice President William R. Kinsella, Past Grand President William W. Tatum, Jr., South Pacific Regional Director Paul J. P. Garcia, Western Regional Director William F. Stebelski, Intermountain Regional



Left: Felicia Jolivet presented chapter awards. Middle: Paul Garcia served as master of ceremonies. Right: Bill Kinsella introduced Grand President Henik.

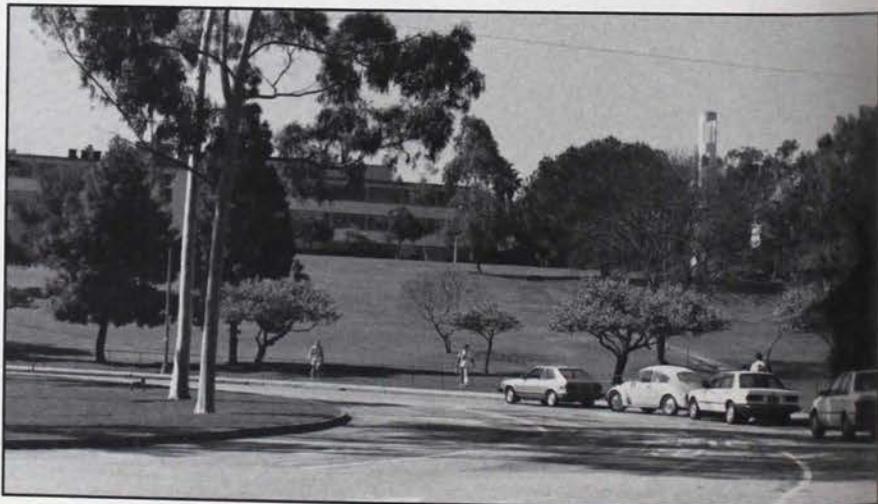
Director Charles E. Farrow, Eastern Regional Director Marc A. Robbins, District Directors Chip Dunavent, Helen Paustian, Steven Ropfogel, Joseph Miller, and Brian Judd, Golden Council member Joe S. Loomis, and Director of Chapter Services C. Dean Ferguson.

The Ritual Team was comprised of collegiate members from Phi Chapter at the University of Southern California, Delta Sigma Chapter at Loyola Marymount University, and Lambda Sigma Chapter at California State University-Fullerton. Following the installation of the chapter at the university's Student Union, the installation banquet was conducted. The banquet was held at the Skylinks Golf Course in Long Beach. South Pacific Regional Director Paul J. P. Garcia served as Toastmaster. The Invocation was provided by the newly elected chapter President Patricia Mullen. Dr. Laurence Shapiro, Professor of Finance, Business Law and

Real Estate, welcomed all who were in attendance at the banquet. A history of the School of Business Administration was presented by Associate Dean Valerie Bordeaux.



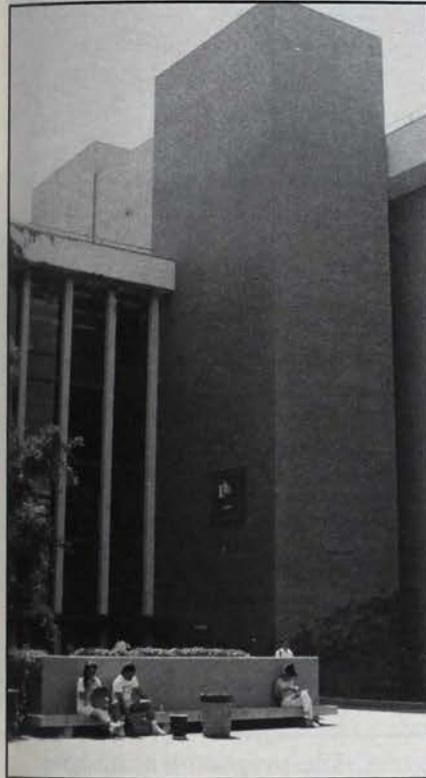
The California State-Long Beach Student Union.



One of the many beautiful campus scenes at California State University-Long Beach.



Left: Faculty initiate Dr. Laurence Shapiro welcomed everyone to the campus. Right: The Soon-to-be Brothers gathered early in the day for the initiation.



The library on the CSU-Long Beach campus.

Lambda Phi Chapter's President Lori A. Gonzalez presented the history of Alpha Theta Beta Colony, which became Lambda Phi Chapter. Following this presentation, a few remarks were made by Western Provincial Vice President William R. Kinsella who also served to introduce Grand President John V. Henik. Grand President Henik then presented the charge and charter of the Lambda Phi Chapter to chapter President Lori A. Gonzalez. Following the presentation of several individual awards, Director of Chapter Services C. Dean Ferguson presented Fraternal Greetings from chapters and members from across the country welcoming Lambda Phi Chapter.

Lambda Phi Chapter now represents Delta Sigma Pi at California State University-Long Beach. The university was originally founded in 1949 as the Los Angeles-Orange County State College and was designed primarily to serve Orange and Southeastern Los Angeles counties. The city of Long Beach donated land

to the university in 1950 which became the university's permanent site. The college was renamed in 1950 and twice since until it became a university in 1972. A particular point of pride with the university is its ability to offer a cultural diversity which encourages the free exchange of ideas and philosophies while also serving as a center for interlectual curocity and debate.

Today, California State University at Long Beach offers 65 baccalaureate degrees and 54 graduate degree programs. The university is composed of nine schools which include Applied Arts and Sciences, Business Administration, Graduate Education, Engineering, Fine Arts, Humanities, Natural Sciences, The Graduate Center for Public Policy and Administration, and Social and Behavioral Sciences.

The university is located in an urban setting with a large majority of students commuting to campus. Sixty permanent buildings comprise the university which resides on a 322 acre campus overlooking the Pacific Ocean. Accredited by the Western Association of Schools and Colleges, the university enrollment now exceeds 34,000 students.

California State University at Long Beach has offered business courses since its founding in 1949. Over 7,000 students are currently enrolled in the School of Business and Administration pursuing both graduate and undergraduate degrees. Majors are available in a variety of areas including: Accounting, Administrative Systems, Business Computer Methods, Human Resources Management, Management, Marketing, Operations Management, Quantitative Methods, and Finance, Real Estate and Law. Graduates from the School of Business and Administration receive a Bachelor of Science degree. Certificate programs are also offered in several additional areas.

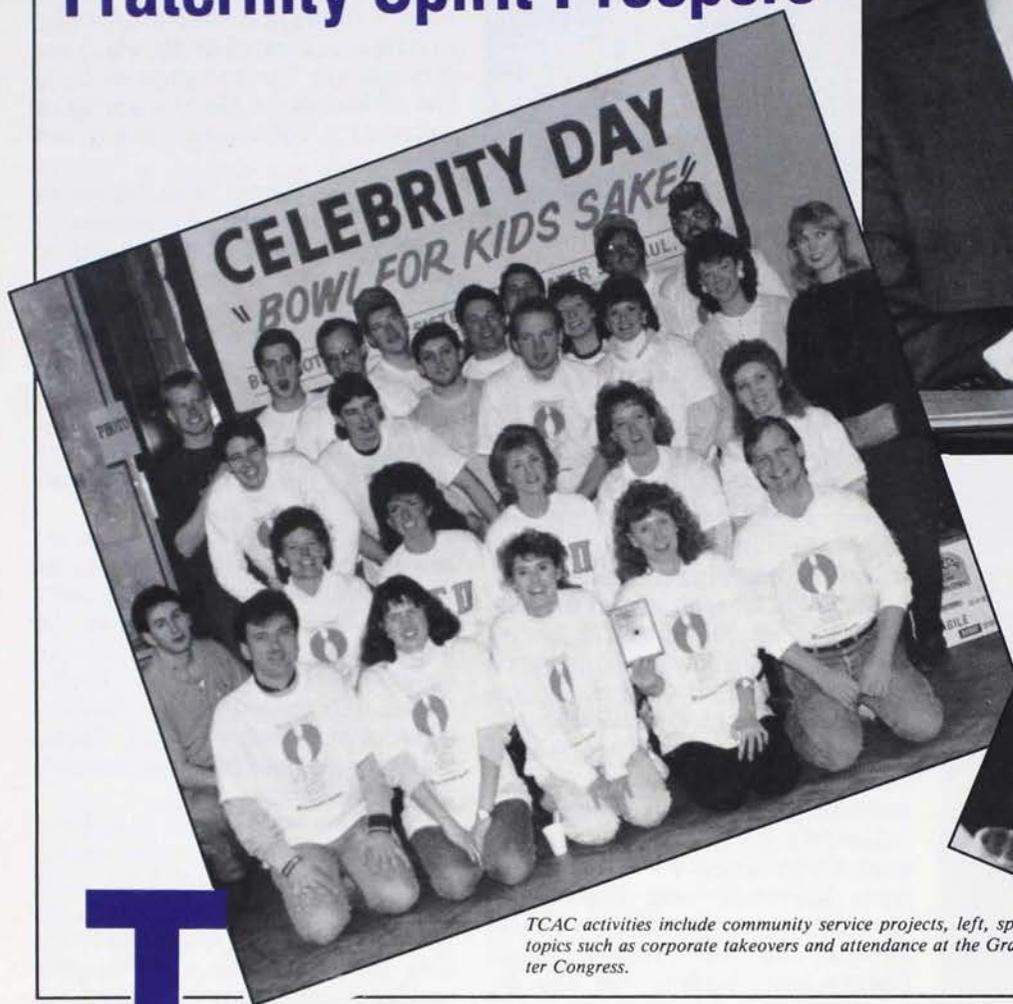
Delta Sigma Pi welcomes the 29 new charter members of Lambda Phi Chapter. It is the 20th chapter founded in the state of California and continues to proudly represent Delta Sigma Pi at California State University at Long Beach and as a member of the South Pacific Region and Western Province.



This prominent sculpture has come to symbolize the California State University-Long Beach campus.

TCAC

Fraternity Spirit Prospers



TCAC activities include community service projects, left, speakers on topics such as corporate takeovers and attendance at the Grand Chapter Congress.

Through the active participation of Brothers, fraternity spirit prospers in the Twin Cities Alumni Chapter (T.C.A.C.) in Minneapolis-St. Paul. TCAC members share a common belief that Deltasisg is not just for four years, but rather for life. It is through this belief that the TCAC attempts to further the aims and ideals set forth by the International Fraternity of Delta Sigma Pi.

The TCAC strives to meet the professional needs of its membership by providing professional speakers and panels at monthly meetings and special events. Brothers, as well as prominent business people, share their knowledge on various business topics such as: careers, business ethics, cor-

porate takeovers, and other current business issues. At one meeting a panel of Brothers shared their knowledge on purchasing a home. The panel addressed the areas of real estate, property taxation, and homeowners insurance.

One of the chapter's premier professional events is its annual Forecaster. The Forecaster is an annual event which provides Brothers the opportunity to gather and discuss the financial and economic outlook for the future. The featured speaker this past year was Dr. Thomas F. Stinton, the State Economist of Minnesota. Dr. Stinton shared his views on the economy from both a national and state perspective.

In 1987-88, TCAC introduced an expanded community service pro-

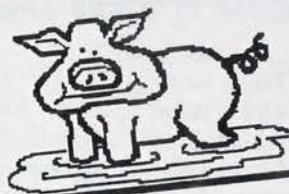
gram. The program was designed to bring about an awareness of the less fortunate and to further enhance the spirit of Brotherhood within the chapter. Brothers volunteered their time to help various charities. TCAC sponsored a rummage sale to benefit the homeless. All the proceeds raised and unsold clothing were given to a shelter for the homeless. At Christmas, Brothers caroled at an elder care center. The chapter also participated in a Bowl for Kids' Sake fund raiser for Big Brothers/Big Sisters.

In August, the Brothers served food at the Metro Paint-A-Thon, which is an event in which volunteers paint an elderly or disabled person's home. This year the chapter plans to select a house they themselves will paint.



SUEEY: PIGMANIA '88

This is just a reminder to keep Sunday June 26th, 1988 open for the Twin Cities Alumni Chapter's annual Pig Roast. Please follow the update letters and the monthly meetings for more information and details for the place and time.



TCAC members have participated in the regional basketball tournament, a camping retreat, upper right, and have sponsored their annual pig roast. They sent a large delegation to the Grand Chapter Congress, left, and heard Dr. Thomas F. Stinson, the Minnesota State Economist.

In addition to the professional and community service events, TCAC also organizes and sponsors several social events. The chapter sponsors an annual softball tournament. Members of the chapter competed against Brothers from two collegiate chapters. Other events throughout the year included attendance at professional sporting and cultural events, the annual pig roast and monthly happy hours.

Interaction with collegiate chapters was a highlight of TCAC's Founders' Day celebration. A professional tour followed by a dance was attended by three collegiate chapters.

During the 1987-88 fiscal year, membership experienced a 33 per cent increase. With 80 actively participating Brothers, TCAC emphasizes

the essentials of communication. The chapter publishes a quarterly update letter, calendar, and a roster to its members, prospective members, and the collegiate chapters. This past year the chapter began publishing a newsletter tri-annually to over 2500 Deltasigs currently living in Minnesota. In addition to mailings, members are personally called monthly to be reminded of the meetings and special events.

One of TCAC's goals has been to develop a strong relationship with the collegiate chapters. Throughout the year, visits were made by members to the collegiate chapter's various functions: meetings, initiation and social events. During a visit to the Alpha Epsilon Chapter, several members took part in a Career Night. As a re-

sult, the collegiate Brothers attend monthly meetings and special events.

In 1987-88, TCAC began to develop a database of the membership. The database will be generated into a portfolio which will serve as a source for the collegiate chapters to obtain professional speakers, in addition to promoting future networking connections for both alumni and collegiates.

The Twin Cities Alumni Chapter has adapted to a broadening membership by enhancing its professional, community service, and social programs. By this enhancement, and in its efforts to develop strong relations between alumni and collegiate Brothers, the Twin Cities Alumni Chapter truly advances the ideals and principles of Delta Sigma Pi.

Educational Foundation

Graduate Scholarship



Undergraduate Scholarship

Winner of the Howard B. Johnson/Thomas M. Mocella Undergraduate Scholarship is Marcia L. Harris. Ms. Harris is a graduate of Clearwater High School in Clearwater, Florida, graduating in the top five per cent of her class. She plans to attend the University of Florida.

While in high school she was a member of the National Honor Society and was named to Who's Who Among American High School Students. She was also named to the Society of Distinguished American High School Students. She served as sports editor of the Clearlight, the school's newspaper, and was also a member of the school's track and swim teams. In addition, she was a peer facilitator and a youth group representative. Marcia was also a member of the Methodist Church Youth Choir, PAK Sorority and was a DeMolay Little Sister.

Named to the Clearwater High School Hall of Fame, Marcia received the Senior All-Sports Award as a scholar athlete. A Florida Academic Scholar, Marcia has also received the St. Petersburg Junior College Trustee Scholarship and the Scholastic Excellence in Social Studies Award.

Her brother is Gregory C. Harris, an alumnus of Delta Xi Chapter at East Tennessee State University. He is an internal auditor for American Express International, Inc., and resides in Frankfurt, the Federal Republic of Germany. Her sister, a graduate of the business school at the University of Florida, is an M.C.S. Manager with Ernst and Whinney in Chicago, Illinois.

The recipient of the Lester H. White Graduate Study Grant is Karen S. Harting, an alumnus and founding member of Lambda Xi Chapter at Grand Valley State College in Allendale, Michigan. While attending Grand Valley State, she obtained her degree in management with an emphasis in personnel. She also minored in French.

While at Grand Valley State, Karen served Lambda Xi Chapter as Secretary and on various committees during her two and a half years as a collegiate member. She was also a member of the band, the French club and participated in the campus ministry. In addition, she was a member of the American Society of Personnel Administrators, the Industrial Relations Research Association and Delta



Mu Delta, an honorary business fraternity.

Karen plans to attend Michigan State University, pursuing an MBA in human resource management, with additional course work in M.I.S.

President's Message

As we begin the countdown to the Foundation biennial meetings at the Grand Chapter Congress next August in St. Louis, we find ourselves poised for the next phase in our development. In June, the fraternity hired Brother Daniel S. Doyle to be the very first Director of Development. This brand new position at The Central Office is responsible for helping to develop programs for both the fraternity and for the Educational Foundation. A major part of those efforts will be on-going fund raising activities. Dan will not only help to develop new programs with input from both fraternity and Foundation members, but he will also help coordinate efforts between the fraternity and the Foundation.

With his efforts as a full-time staff member we expect to see many programs and projects for both the fraternity and the Foundation come to pass. The Foundation has had to primarily rely on volunteers in the past, but we shall now benefit from the services of a paid staff member. The Foundation reimburses the fraternity for a portion of the expenses of this position.

Since taking office in New Orleans over a year ago, I have had a number of meetings with the Grand President, the Executive Director and with the Director of Development regarding plans for the future of both of our organizations. We have developed a close and productive relationship between our two organizations. Nothing less would be acceptable. During the next several months, additional meetings will be held to further develop our plans under the HORIZONS banner that was announced previously in The DELTASIG Magazine by Grand President Henik. By the time we meet in St. Louis, this program will be operational and a major fund raising effort will be under way.

In closing, I wish to thank all of you who helped the Delta Sigma Pi Educational Foundation with donations this past year. We continue to grow in membership size, net worth and in programs offered. Our future looks bright and we hope you will be a part of it.—JAMES L. PRESCOTT, President

Educational Foundation

Programs

Graduate Study Grants for Deltasigs

One-time grants of \$1,500.00 for graduate study are available to Deltasigs who have completed at least 75% of the undergraduate requirements for graduation. An applicant must be an undergraduate brother of the Fraternity who has been a member for at least one year, or an alumni brother, in good standing. Applications are sent to all collegiate and alumni chapters, and Deans of Schools of Business. Currently, only one such grant is awarded each year. This grant is named in recognition of Brother Lester H. White of Alpha Chapter.

Undergraduate Study Grants for Deltasigs

One-time grants of \$500.00 for undergraduate study in the field of business are available to undergraduate Deltasigs in their freshman, sophomore, junior or senior year. An applicant must be an undergraduate brother of the Fraternity in good standing with at least one semester or quarter of college remaining. The grant is based on fraternity service, scholarship and financial need. Currently only one annual grant is available, and is named in recognition of Brother Ben H. Wolfenberger of Beta Upsilon Chapter.

"Sparky" Sparks Collegian of the Year Scholarship

A one-time grant of \$2,500.00 for graduate study is available to the national winner of the Collegian of the Year annual competition. This scholarship must be used no later than five years following completion of the Brother's undergraduate degree. This scholarship is named after Brother Sidney "Sparky" Sparks of Beta Kappa Chapter.

Undergraduate Scholarship for Deltasig Family Members

A four-year, \$1,000.00 per year, scholarship awarded to a son, daughter, grandson, granddaughter, niece, nephew, brother or sister of a Deltasig in good standing. Applications for this scholarship are printed in The DELTASIG Magazine. Up to two such scholarships are awarded each year and are named in memory of Brothers Howard B. Johnson (Kappa Chapter) and Thomas M. Mocella (Beta Chapter).

Biennial Survey

The Delta Sigma Pi *Biennial Survey of Universities Offering An Organized Curriculum in Commerce and Business Administration* is distributed to educators, businesses, and to federal, state and local governments.

The Delta Sigma Pi Scholarship Key and Scroll

The Delta Sigma Pi Scholarship Key is awarded annually at each university where the International Fraternity of Delta Sigma Pi maintains a chapter. The key is presented to the senior who, upon graduation, ranks highest in scholarship for the entire course in the field of business at the university. The Delta Sigma Pi Scholarship Key Scroll is used by chapters of Delta Sigma Pi to record the name of the annual winner of the Delta Sigma Pi Scholarship Key. Both the Keys and the Scrolls are funded by the Delta Sigma Pi Educational Foundation.

Help Your Foundation Grow By Sending in a Contribution Today!

LESTER H. WHITE GRADUATE STUDY GRANT REQUEST FOR APPLICATION

(See program description above)

To: Delta Sigma Pi Educational Foundation
Timothy D. Gover
112 Wabash Avenue
Mattoon, IL 61938

- Please send information and an application for the Lester H. White Graduate Study Grant to the individual and the address below:

Name (print)

Street and Number

City, State, ZIP

Educational Foundation

DELTA SIGMA PI EDUCATIONAL FOUNDATION UNDERGRADUATE DELTASIG STUDY GRANT PROGRAM

(BEN H. WOLFENBERGER AWARD)

A one-time grant of \$500.00 for undergraduate Deltasigs in good standing with at least one full semester or quarter of college remaining after this semester or quarter. This completed application and all supporting documentation are to be mailed together and postmarked no later than 1/31/89. Send this application and supporting documents direct to:

Delta Sigma Pi Educational Foundation
Timothy D. Gover
112 Wabash Avenue
Mattoon, IL 61938

Supporting documentation required to be submitted with this application:

- 1) Applicant must write a report on his fraternal involvement since initiation, which report must include a comment on his financial need.
- 2) Letters of recommendation must be secured from applicants chapter/faculty advisor, from the dean or equivalent university official, and from the most senior chapter officer from the applicants chapter (other than the applicant).
- 3) Most recent transcript of grades. (May be submitted separately to above address if school will not release transcript directly to the applicant.)

Please enter me in the Delta Sigma Pi Undergraduate Deltasig Study Grant Program for 1989. Enclosed with this application are all of the supporting documents requested, except that transcript of grades may be sent under separate cover. I understand that this application and all supporting documentation (including transcript of grades) must be postmarked no later than 1/31/89.

Name (print)

Chapter & Initiation #

Street & Number

If Life Member Give #

City, State, ZIP

Class (Fr., So., Jr., Sr.)

Name of School Currently Attending

Date _____

Signature _____

Educational Foundation

DELTA SIGMA PI EDUCATIONAL FOUNDATION UNDERGRADUATE 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 February 28, 1989 to:

(Howard B. Johnson/Thomas M. Mocella Awards)
Delta Sigma Pi Educational Foundation
Timothy D. Gover
112 Wabash Ave.
Mattoon, IL 61938

Please enter me in the DELTA SIGMA PI EDUCATIONAL FOUNDATION SCHOLARSHIP PROGRAM FOR 1989:

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 1989 and enter college in 1989. 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)

High School Senior Class Ranking: _____ out of _____ (example: 15 out of 368)
(Information should be submitted to the Foundation by the high school counselor)

(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 219 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)

EDUCATIONAL FOUNDATION OFFICERS

1987-89

**President and Executive
Director**

James L. Prescott

Vice President for Membership

James W. H. Gerhardt

**Vice President for Financial
Aid**

Timothy D. Gover

**Vice President for Research &
Development**

Edward T. Gover

Secretary

Christopher H. Dunavent

Treasurer

Victor A. Tabor

MEMBERSHIP INFORMATION

Any Deltasig in good standing is eligible to join the Delta Sigma Pi Educational Foundation. Voting Membership is given once the total of your tax-deductible contributions reaches \$100. Make your check payable to the Delta Sigma Pi Educational Foundation, P.O. Box 980501, Houston, TX 77098-0501.

Taking Note

Theodore J. Ohls, Jr., Akron, is V. P. Finance and C.F.O. of the Danner Press Corporation in Canton, OH.

WILSON APPOINTED UNITED STATES ATTORNEY

James E. Wilson, Alabama, has been appointed United States Attorney in Montgomery, Alabama.

A Life Member, he graduated from the University of Alabama and attended the University of Alabama Law School, receiving his Juris Doctorate Degree. Thereafter, he entered four years of active Air Force duty as a Staff Judge Advocate with service in Arkansas and Louisiana. He has served as an Assistant United States Attorney for the Western District of Louisiana and served as an Assistant United States Attorney in the Middle District of Alabama in Montgomery. He is also a member of both the Alabama and the Louisiana State Bar Associations.

In June, 1987, he became the interim United States Attorney for the Middle District of Alabama and was formally nominated by President Reagan in November, 1987, for the permanent position. The United States Senate confirmed his nomination in February, 1988, and President Reagan signed the commission appointing him United States Attorney. On that same date he was sworn in as the Presidentially appointed United States Attorney for the District of Alabama by Attorney General Edwin Meese III.

D. David Carter, Alabama, has been promoted to the position of Senior Consultant with the Management Information Consulting Division of Arthur Andersen & Company in Atlanta, Georgia. He is currently beginning a three-year assignment with the Technical Services Organization in Arthur Andersen & Company's Chicago World Headquarters.

John D. Parker, Angelo State, is a Technical Programmer with the Goodyear Tire & Rubber Company in San Angelo, TX.

James V. Drobnic, Arizona State, has accepted a new position as Grain Merchandiser with the Continental Grain Company in Chicago, IL.

Steven C. Siessman, Bowling Green State, is Manager of Micro-Technology & Development with the Sherwin Williams Company in Canton, OH.

Susan Schmidt Kesig, Bowling Green State, is Personnel Manager with the Sheraton Inn and Conference Center in Springfield, MO.

Rand H. Morimoto, California-Berkeley, has opened his own computer store, Computer Options, in Berkeley, CA.

Susan D. Sayers Hannibal, Cal Poly-San Luis Obispo, is a Programmer/Analyst at Tandem Computers in Cupertino, CA.

Bill N. Angove, Cal State-Chico, has accepted a position as Commercial Real Estate Agent with the Kuhl Corporation in Roseville, CA.

Virginia Hesse Fleming, Cal State-Northridge, is a Client Service Representative with the J. D. Edwards & Company in Foster City, CA.

Barbara A. Pletcher, Cal State-Sacramento, is Executive Director of the National Association of Professional Saleswomen. She addresses an average of 75 professional conferences and meetings each year for business firms, associations, government agencies, health care organizations and educational institutions.

She has been the featured guest on hundreds of radio and TV talk shows, and has been interviewed by numerous major metropolitan newspapers and national periodicals. She has written four books on building successful sales careers.

Barbara holds a Doctorate in Business Administration and has served on the faculties of four universities.

Heidi M. Schroeder, Cal State-Sacramento, has accepted a new position as Assistant Buyer with Macy's California in San Francisco, CA.

Danita Guilford Cockrell, Central Missouri State, is an Accounting Supervisor with Amoco Corporation in Tulsa, OK.



COWARD NAMED TRUST OFFICER BY THE BRANCH BANKING AND TRUST COMPANY IN NORTH CAROLINA

Connor L. Coward, Clemson, has been promoted to trust officer by the Branch Banking and Trust Company's Board of Directors in Wilson, North Carolina. She is a trust administrator for Employee Benefit Services and joined the bank in 1986 as a management associate.

South Central Regional Director Coward is a graduate of Clemson University with a degree in financial management and also a member of the Unity Church of Raleigh.

Kerri M. Hair, Clemson, is a Branch Manager with First Union National Bank in Charleston, SC.

Richard W. Greene, Jr., Clemson, is an Operations Manager for Transamerica Trailer Service in Charlotte, NC.

Rebecca L. Clulow, Connecticut, has accepted a new position as a Research Associate with Mars & Company in Cos Cob, CT.

Dana E. Spaeth, Corpus Christi State, has been promoted to Director of Purchasing with Monterey House.

Michael J. Earlywine, Dayton, has accepted a new position as Customer Support Representative with Knight-Ridder in New York, NY.

Lori R. Martinez, Dayton, has opened Adia Personnel Services' first franchise office in Dayton, OH.

John R. Staib, DePaul, is a VP Mortgage Backed Securities Manager, Mortgage Originations, with Drexel Burnham Lambert, Inc., in New York, NY.

Suzanne P. Alarcon, Drake, is a Senior Auditor for General Mills in St. Paul, MN.

Sara J. Carlson, Drake, has accepted a new position as Staff Accountant with Peat Marwick & Main in Des Moines, IA.

Jerry L. Grim, Eastern Illinois, has accepted a new position as District Manager with FDL Marketing, Inc., in Dubuque, IA.

Stephen L. Black, Eastern Illinois, has accepted a new position as Accounting Procedures Analyst with State Farm Insurance Companies in Bloomington, IL.

Donald B. Fuller, Eastern Illinois, has been named 1988 University of Illinois Law School Alumni of the Year.

Mary Wagenblast Blotna, Eastern Illinois, has been promoted to Finance Assistant with Germania Bank, FSB in St. Louis, MO.

Kimberly A. Libbert, Evansville, has accepted a new position as Staff Accountant with Ernst & Whinney in Louisville, KY.

D. Jeffrey Carter, Ferris State, graduated, summa cum laude, from the Detroit College of Law in January, 1988. He received a Bachelor of Science degree in Accountancy from Ferris State College and became a certified public accountant. He is currently employed with the Detroit law firm of Honigman, Miller, Schwartz and Cohn as an associate attorney.

Alberto Gonzalez, Florida, is a Business Development Officer with Ameri First Bank, Boca Del Mar Banking Center, in Boca Raton, FL.

Gregory J. McClasky, Florida Atlantic, has been promoted to the position of Assistant Controller for the Southern Region Operations Center in the Travel Related Services operating unit of American Express.

Stuart A. Berry, Florida State, is an Operations Representative with Sun Bank/Miami, N.A., in Miami, FL.

William D. Anderson, Jr., Georgetown, has accepted a new position as Auditor with Coopers & Lybrand in New York, NY.

Taking Note

Christie Granade Copeland, *Georgia*, is a Production Planner with Yamaha Motor Manufacturing Corporation of America in Newnan, GA.

Wayne D. Stoffer, *Illinois-Urbana*, has accepted a new position as Financial Analyst with Household Manufacturing in Prospect Heights, IL.

Jill N. Coffey, *Illinois-Urbana*, is an Advertising Assistant with Angelica Uniform Group in St. Louis, MO.

Luke J. Moretti, *Illinois-Urbana*, has accepted a new position as Commodity Trading Advisor with Stotler & Company in Chicago, IL.

Debi Rodich Zoumis, *Indiana Northwest*, is an Admissions Representative with Sawyer College of Business in Hammond, IN.

Cathy A. Christmas, *Indiana State*, is an Internal Auditor with Apache Corporation in Denver, CO.

Nancy Hobbs Miller, *Indiana State*, has accepted a position as General Ledger Accountant with the Manitowoc Company, Inc., in Manitowoc, WI.

Alison Glenner, *Iowa*, is a Management Information Systems Consultant with Arthur Andersen & Company in Chicago, IL.

Timothy J. Burds, *Iowa*, has accepted a new position as Investor Relations Representative with First Capital Financial Corporation in Chicago, IL.

Cindy J. Jones, *Kansas*, has accepted a position as Sales Representative with Jones Storage & Moving in Wichita, KS.

Elise J. Patterson, *Longwood*, is an Assistant Staff Manager with Bell Atlantic Systems Programmer/Analyst in Silver Spring, MD.

Jennet M. Burington, *Longwood*, is a Navy Comptroller with the Financial Control Division, Pentagon, in Washington, DC.

Mary T. Freeland, *Louisiana State*, is an Internal Audit Supervisor with Ambank in Baton Rouge, LA.

Peggy Wholey Jensen, *Loyola-Chicago*, is Facilities Manager with Ross Laboratories in Columbus, OH.

BRENAN APPOINTED TO THE NEW YORK STOCK EXCHANGE ARBITRATION BOARD

A resident of South Florida for many years, **Mike Brenan**, *Miami-Florida*, graduated from the University of Miami. After graduation he was affiliated with the Minnesota Twins Professional Baseball Organization.

He then joined Dominick & Dominick in New York, after graduating from the New York Institute of Finance and worked in their Research Department. Prior to returning to Miami and joining Dean Witter Reynolds Securities, Inc., he was founder, partner and sales manager of the Over-the-Counter firm of Travis & Company in Atlanta.

He is a member of the New York Stock Exchange Arbitration Board, International Association of Financial Planners, Charter Member of Greater Miami Stockbrokers Society, Elks Lodge, Emerald Society, Palm Beach County Sports Hall of Fame, University of Miami Athletic Federation, Fellowship of Christian Athletes, and the Homestead-Florida City Chamber of Commerce.

GEEDING NAMED DEAN

Dr. Daniel W. Geeding, *Miami-Ohio*, a member of the Xavier College of Business Administration faculty for 20 years and a Xavier administrator for 15 years, has been appointed dean of the college.

Since joining the faculty in 1969, Dr. Geeding, a Cincinnati native, has been both teacher and innovative business educator whose work has been felt in the Greater Cincinnati business community.

Dr. Geeding is the principal developer of Xavier's Center for Management and Professional Development. The center's seminars annually teach contemporary management techniques to thousands of employed professionals and staff personnel in Greater Cincinnati.

Since 1982, Geeding also has directed the Executive MBA program for current and potential executives. The new dean is treasurer and a commissioner of the Cincinnati Bicentennial Commission, a trustee and board president of Santa Maria Community Services. He is also a member of the sub-committee on the Leadership Academy for the Cincinnati Youth Collaborative.

Co-author of the book *Management, Principles and Practices*, Geeding is a frequent speaker on management topics. He is a member of the Academy of Management and the American Institute of Certified Public Accountants.

Geeding, his wife, Janet, and their six children live in the Hyde Park section of Cincinnati, OH.

Ross O. Williams, *Minnesota-Minneapolis*, has accepted a new position as Marketing Administrator with Onan Corporation in Plymouth, MN.

Kim M. Jensen, *Minnesota-Minneapolis*, is an Accounts Assistant with the University of Minnesota Hospitals and Clinics in Minneapolis, MN.

Charles E. Vianey, *Mississippi College*, has accepted a new position as Marketing Manager with IBM in Jackson, MS.

James R. White, *Missouri-Columbia*, is V. P. Finance and Operations with Summit Engineering Company, Inc., in Lee's Summit, MO.

Rosemarie DeLorenzo, *New Mexico*, is a Customer Service Representative for America West Airlines in Phoenix, AZ.

Christopher W. Lind, *New Orleans*, has been promoted to Consumer Services Project Analyst with Postal Service Headquarters in the Office of Consumer Affairs in Washington, DC.

Lea McClure Campbell, *Northeast Louisiana*, has accepted a new position as Accountant with Don M. McGehee, CPA, in Ruston, LA.

Brian R. Gardner, *Northeast Missouri State*, is Manager of Carney Funeral Chapels in Macon and Bevier, MO.

Christie A. Groves, *Ohio U.*, has been promoted to Regional Sales Representative with National Patent Dental Products, Inc., in Schaumburg, IL.

Robert P. Lawrence, *Oklahoma*, is a Staff Accountant with Pannell Kerr Forester in Chicago, IL.

Kari L. Bright, *Pacific*, has accepted a new position as Human Resources Representative with Pacific Gas & Electric Company in Stockton, CA.

Deborah Popkin Rudoy, *Penn State*, is a Product Manager with H. J. Heinz in Pittsburgh, PA.

Leroy R. Dapper, *Penn State*, is Director of Personnel and Administration with Arthur Andersen & Company in Minneapolis, MN.

Maria T. Labrum, *Penn State*, has accepted a new position as Accountant for Stores with Charming Shoppes, Inc., in Bensalem, PA.

Carol A. Galimberti, *Penn State*, is a Leasing Representative for DePetris Realty Group, Inc., in Philadelphia, PA.

Harvey M. Leis, *Philadelphia Textiles*, has been promoted to Vice President with Memco in Philadelphia, PA.

Robert C. Sipple, *Philadelphia Textiles*, has accepted a new position as Managing Partner with McGladrey & Pollen in Phoenix, AZ.

Maury Kauffman, *Philadelphia Textiles*, has accepted a new position as Conference Manager with Meeting Planners, Inc., in Aston, PA.

Deborah A. Robinson, *Philadelphia Textiles*, has been promoted to Customer Service Representative with Eastman Chemical Products in New York, NY.

Alfred F. Riedel, Jr., *Philadelphia Textiles*, has been promoted to Auditor with Defense Contact Audit Agency in Philadelphia, PA.

Frank J. Mulhern, *Philadelphia Textiles*, has been promoted to Customer Support Manager with General Electric in Arkansas City, KS.

Thomas J. Gussen, *Philadelphia Textiles*, has accepted a new position as a professional basketball player with the Oskarshamn Basketball Club in Oskarshamn, Sweden.

Neil C. Peritz, *Philadelphia Textiles*, has accepted a new position as Accountant with Friedlander Dum & Company in Washington, PA.

Carole L. Perloff, *Philadelphia Textiles*, has been promoted to Sales Representative with Yellow Freight in Philadelphia, PA.

Bits and Pieces

Recalls

In the May, 1988, issue of *The DELTASIG*, on page 22, within the department Taking Note, Brothers Andy L. Cherry and William G. Toole III, were incorrectly listed as being from Wisconsin-Whitewater and should be listed as being from Philadelphia Textiles.

Mergers

Lori LaSalle, *Adelphi*, on September 18, 1988, to Jim Carrick, at New Hyde Park, NY.

Richard H. Wolf, *Adelphi*, on August 27, 1988, to Donna Voessler.

Hernan Serrano, Jr., *Adelphi*, on July 29, 1988, to Linda Moncini.

Alan C. Hanson, *Adelphi*, on May 21, 1988, to Christine E. Sanders, *Adelphi*.

Reece C. Oslinker, *Adelphi*, on June 18, 1988, to Sabrina D'Monte.

Michael A. Barrie, *Arizona*, on July 25, 1987, to Deborah A. Saylor, *Arizona*, at Laguna Beach, CA.

Alana L. Cantley, *Arizona*, on February 13, 1988, to Matthew T. Mazon, at Tucson, AZ.

Gabrielle A. Thorp, *Arizona State*, on November 29, 1987, to Joseph P. Crippes.

Jamie A. Moore, *Ball State*, on June 4, 1988, to I. Kelly Smeltzer.

Glen G. Gemigniani, *Cal State-Chico*, on February 14, 1988, to Barbara Serafin, at Pleasanton, CA.

Ronald J. Speno, *Cal State-Sacramento*, in July, 1987, to Gail A. Donnelly, *Cal State-Sacramento*, at Sacramento, CA.

Mary K. Wagenblast, *Eastern Illinois*, on September 25, 1987, to Michael E. Blotna, at Jerseyville, IL.

Steven J. Ward, *Ferris State*, on April 23, 1988, to Annette Caldwell, at Jackson, MI.

Catherine A. L. Cates, *Florida Southern*, on June 27, 1987, to Keith Fadely.

Teresa L. Hasty, *Longwood*, on April 23, 1988, to Michael M. Lynch, at Richmond, VA.

Andrew D. Moak, *Mississippi*, on June 4, 1988, to Kimberly L. Walker, at Birmingham, AL.

Michael W. Thomas, *Nicholls State*, on June 5, 1987, to Cindy Fernandez, at Morgan City, LA.

Ashley A. Richard, *Nicholls State*, on August 8, 1987, to Maria R. Smith, *Nicholls State*.

Kenneth P. Dupre, *Nicholls State*, on April 8, 1987, to Joan M. Malbrough, *Nicholls State*.

C. Jill Winner, *Northeast Missouri State*, on August 8, 1987, to Shane Salmon, at Columbia, MO.

Brian R. Gardner, *Northeast Missouri State*, on May 21, 1988, to Cynthia J. Davison, at Macon, MO.

Brent E. Ravenscraft, *Northeast Missouri State*, on May 28, 1988, to Jodi K. Andrews, *Northeast Missouri State*.

Steve J. Davison, *Northern Illinois*, on November 21, 1987, to Therese M. Andersen, *Northern Illinois*, at Des Plaines, IL.

Jennifer A. Davis, *Northern Illinois*, on November 28, 1987, to Steve Liptke, at Aurora, IL.

Bruce C. Malesk, *Ohio U.*, on February 22, 1988, to Pranee Saengchompo, at Khon Kaen, Thailand.

Lynette Pecinovsky, *Ohio U.*, on September 19, 1987, to Raymond Zidzik, at Columbus, OH.

Clifford R. Montgomery, *Penn State*, on September 11, 1987, to Linda Davis.

Diane Pilling, *Philadelphia Textiles*, on April 4, 1987, to Kevin Birmingham, at San Francisco, CA.

Robert C. Sipple, *Philadelphia Textiles*, on June 7, 1987, to Yvonne V. Sipple, at Mesa, AZ.

Michael D. Eckert, *Purdue*, on January 9, 1988, to Diana R. Lowery, *Purdue*, at Stockwell, IN.

Debbie L. Greenwaldt, *St. Cloud State*, on November 27, 1987, to Glen Meyer, at Pierz, MN.

Jim M. Groenke, *St. Cloud State*, on June 13, 1987, to Jim Flescher, at Robbinsdale, MN.

Christopher B. Jungman, *San Diego State*, on June 27, 1987, to Alison Chapman, at San Diego, CA.

Kathleen T. Mayberry, *San Diego State*, on January 16, 1988, to Larry D. Bradley, at San Diego, CA.

Tom L. Berkley, *San Jose State*, on October 3, 1987, to Jennifer J. Lott, *San Jose State*, at San Jose, CA.

Richard C. Maat, *San Jose State*, on October 10, 1987, to Maria Gutierrez at Bellflower, CA.

Mario Sarabia, *San Jose State*, on February 27, 1988, to Gail Tagg, *San Jose State*, at Santa Clara, CA.

Cynthia L. Smith, *Southern Methodist*, on June 18, 1988, to Mel Yarbough, at Huntsville, AL.

Timothy J. Gargiulo, *Southern Methodist*, on May 28, 1988, to Joli R. Stuchell, *Southern Methodist*, at Roanoke, TX.

Thomas W. Hayden, *Southwest Missouri State*, on June 6, 1987, to Cathleen T. Hercules, *Southwest Missouri State*.

Michael R. Gorman, *Texas-El Paso*, on December 19, 1987, to Wendy A. Brodbeck, at Holland, OH.

Kathy J. Boman, *Washington*, on December 26, 1987, to Douglas E. Dunn, at Lawrence, KS.

Maureen T. Sullivan, *Wayne State-Detroit*, on September 18, 1987, to Philip J. Terranova.

Thomas E. Ervin, *Western Kentucky*, on June 20, 1987, to Jodi Campbell, at Nashville, TN.

Sharon K. Waggner, *Western Kentucky*, on March 26, 1988, to Walter B. Green, at Columbia, KY.

Dividends

To Brother M. Theodore Farris II, *Arizona State*, and Brother Beverly Brown Farris, *Arizona State*, on November 10, 1987, a daughter, Stephanie Jeanne.

To Brother Randy T. Arikawa, *Cal Poly-Pomona*, and Tanya Arikawa, on March 29, 1988, a son, Matthew Burns Teruo.

To Brother Michael C. Engle, *Cal State-Sacramento*, and Brother Debra Blom Engle, *Cal State-Sacramento*, on February 12, 1988, a son, Jason.

To Brother Heidi M. Schroeder, *Cal State-Sacramento*, and Dustin Czay, on March 24, 1988, a son, Christopher James.

To Brother David D. Long, III, *Georgia State*, and Deborah M. Long, on March 24, 1988, a son, Daniel Sumner.

To Brother Dean P. Forbes, *Houston*, and Diana Forbes, on February 23, 1988, a son, Mark William.

To Brother Laetitia Newby Ulery, *Indiana State*, and Bradford T. Ulery, on November 16, 1987, a son, Matthew Thornton.

To Brother John S. Wenzel, *Maryland*, and Louisa Wenzel, on December 7, 1987, a son, Stephen Anthony.

To Brother Reed J. Ferrari, Jr., *New Mexico*, and Brother Analisa Cordoba Ferrari, *New Mexico*, on September 7, 1987, a daughter, Michaela Cristina.

To Brother and Mrs. J. Daryl Cameron, *Northeast Louisiana*, on November 21, 1987, a son, Jason Paul.

To Brother Mark A. Di Agostino, *Northern Arizona*, and Brother Debbie Sharp Di Agostino, *Northern Arizona*, on January 26, 1988, a daughter, Jean Marie.

To Brother Annamarie Magiera Zucconi, *Robert Morris*, and Dennis Zucconi, on April 4, 1987, a daughter, Erica.

To Brother Leon S. Niles, *Rochester Tech*, and Brother Gail Baumer Niles, *SUNY-Buffalo*, on March 7, 1988, a daughter, Noel Marie.

To Brother C. Roger McKee, Jr., *South Carolina*, and Brother Shelly Abbott McKee, *South Carolina*, on August 11, 1987, a son, Matthew Ryan.

To Brother Trace L. Benson, *South Dakota*, and Marianne Benson, on January 27, 1988, a daughter, Erica Lynn.

To Brother Lisa Nash Rysavy, *South Dakota*, and Tom Rysavy, on August 18, 1987, a daughter, Elisabeth Margaret.

To Brother Thomas J. Sand, *South Dakota*, and Laurie Sand, on January 26, 1988, a son, Matthew Thomas.

To Brother Barbara Couch Cook, *Southeast Missouri State*, and Gregory A. Cook, on March 6, 1987, a daughter, Lindsay Renee.

To Brother Timothy N. Halbrook, *Southern Illinois-Edwardsville*, and Lavinne Halbrook, on January 31, 1988, a son, Andrew Timothy.

To Brother Stuart L. Altman, *SUNY-Albany*, and Sara Altman, on January 14, 1988, a daughter, Jennifer Sophie.

To Brother Beverly Weed Luetkemeyer, *Western State*, and Brice Luetkemeyer, on December 28, 1987, a son, Clinton Jared.

To Brother Mark H. Teresinski, *Wisconsin-Whitewater*, and Deb Teresinski, on January 3, 1988, a son, Brian Clay.

Life Members

17252 Christine L. Spurling, *Kappa Omicron*, Southwest Missouri State

17253 April C. Esmond, *Iota Pi*, San Diego State

17254 Jill A. Kinsey, *Beta Psi*, Louisiana Tech

17255 Randal L. Mays, *Beta Psi*, Louisiana Tech

17256 Cynthia M. Glenn, *Beta Xi*, Rider

17257 Kevin A. Grant, *Epsilon Xi*, Ball State

17258 Steven R. Shemwell, *Kappa Omicron*, Southwest Missouri State

17259 Johlene D. Boring, *Kappa Omega*, Purdue

17260 Lourdes M. Gelabert, *Eta Psi*, Houston

17261 Ron Rois, *Delta Epsilon*, North Texas

17262 Robin M. Rahe, *Kappa Omega*, Purdue

17263 Jerry A. Woodcock, *Delta Rho*, Ferris State

17264 Wanda E. Llorens, *Delta Eta*, Lamar

17265 Kristine J. Marta, *Gamma Theta*, Wayne State-Detroit

17266 Mitchell L. Miller, *Eta Psi*, Houston

17267 John D. Pepin, *Epsilon Upsilon*, Dayton

17268 Sean P. Goodglon, *Beta Psi*, Louisiana Tech

17269 Fausto M. A. Pombar, *Kappa Rho*, Adelphi

17270 James B. Sliter, *Delta Epsilon*, North Texas

17271 Charles S. Gehring, *Lambda Pi*, San Diego

17272 Colleen A. O'Donohue, *Kappa Rho*, Adelphi

17273 Karen E. Wagnon, *Beta Psi*, Louisiana Tech

17274 Michael J. Chandler, *Upsilon*, Illinois-Urbana

17275 Patricia L. Wilson, *Iota Omicron*, Central Missouri State

17276 Renee L. Little, *Iota Upsilon*, Cal State-Northridge

17277 Dawn M. Saraney, *Beta Pi*, Kent State

17278 Mary K. Ellis, *Kappa Omega*, Purdue

17279 Robert E. McGrath, *Beta Epsilon*, Oklahoma

17280 Dustan E. Hoffman, *Zeta Omega*, Northern Arizona

17281 Nancy R. Robuck, *Epsilon Rho*, Tampa

17282 Dan O. Cisneros, *Beta Eta*, Florida

17283 Shelly K. Smola, *Beta Epsilon*, Oklahoma

17284 John S. Urban, *Zeta Mu*, Texas-Arlington

17285 Christine L. Ploetz, *Alpha Omicron*, Ohio U.

17286 Mike P. Krousos, *Beta Eta*, Florida

17287 Dawna Gropper, *Delta Psi*, Suffolk

17288 Allison D. Witcher, *Kappa Omicron*, Southwest Missouri State

17289 Patricia L. Hennen, *Iota Omicron*, Central Missouri State

17290 R. Craig Bealmear, *Kappa Psi*, Bellarmine

17291 William L. Decker, *Iota Chi*, Illinois State

17292 Lisa B. Dowell, *Kappa Omicron*, Southwest Missouri State

17293 Diana R. Lowrey Eckert, *Kappa Omega*, Purdue

17294 William T. Faison, *Kappa Nu*, Longwood

17295 Pamela M. Fryer, *Kappa Lambda*, SUNY-Binghamton

(Continued on page 19)



The Central Office
Oxford, Ohio

International Fraternity of Delta Sigma Pi

OFFICIAL JEWELRY & ACCESSORIES



Official Badges



Badge Guards



Lapel Pins



Officer Dangles



Men's Rings



Women's Rings



Birthstones



Gifts & Accessories

Bits and Pieces

(Continued from page 16)

- 17296 **Leslie D. Horton**, *Iota Chi*, Illinois State
- 17297 **Angela M. Ingrate**, *Zeta Psi*, SUNY-Albany
- 17298 **Richard J. Kannan**, *Alpha Lambda*, North Carolina-Chapel Hill
- 17299 **Janet C. Lee**, *Alpha Kappa*, SUNY-Buffalo
- 17300 **Hugh R. Leonardo**, *Theta Upsilon*, Siena
- 17301 **Linda M. Nomura**, *Lambda Mu*, Pacific
- 17302 **Russell A. Oxford**, *Zeta Mu*, Texas-Arlington
- 17303 **Andrew S. Powers**, *Beta Omega*, Miami-Florida
- 17304 **Patricia A. Ritchey**, *Kappa Xi*, Southwestern Louisiana
- 17305 **Debra A. Smith**, *Iota Nu*, Northeast Missouri State
- 17306 **Tracy D. Weber**, *Delta Epsilon*, North Texas
- 17307 **Christopher J. David**, *Alpha Gamma*, Penn State
- 17308 **Paul F. Menth**, *Iota Pi*, San Diego State
- 17309 **Joanne D. Bottari**, *Delta Psi*, Suffolk
- 17310 **Mark A. Kassis**, *Kappa*, Georgia State
- 17311 **Joseph R. Beetem**, *Kappa Sigma*, Indiana-Indianapolis
- 17312 **Lisa J. Botolino**, *Delta Psi*, Suffolk
- 17313 **William W. Curtis, Jr.**, *Alpha Tau*, Mercer
- 17314 **Mary P. Emmer**, *Zeta Upsilon*, Virginia Tech
- 17315 **Ellen C. Gordon**, *Zeta Psi*, SUNY-Albany
- 17316 **Christopher S. Peterson**, *Kappa*, Georgia State
- 17317 **Terry E. Jones**, *Theta Kappa*, Akron
- 17318 **Harold A. Lusk III**, *Theta Psi*, Indiana Northwest
- 17319 **Susan L. McNeill**, *Beta Psi*, Louisiana Tech
- 17320 **Maurice R. Ademe**, *Alpha Epsilon*, Minnesota-Minneapolis
- 17321 **James D. Bloomer**, *Delta Chi*, Washburn
- 17322 **Janelle M. Elmore**, *Iota Nu*, Northeast Missouri State
- 17323 **Fred Z. Havens III**, *Iota Pi*, San Diego State
- 17324 **Alison B. Kraus**, *Epsilon Tau*, Dayton
- 17325 **Thomas P. Sakauye**, *Lambda Nu*, Texas A & M
- 17326 **Kyle A. Copple**, *Kappa Omega*, Purdue
- 17327 **Craig P. Roussell**, *Eta Iota*, Nicholls State
- 17328 **Jodi K. Andrews**, *Iota Nu*, Northeast Missouri State
- 17329 **Kimberly A. Childs Busch**, *Theta Omicron*, St. Ambrose
- 17330 **Nanette M. Delants**, *Zeta Kappa*, Western State
- 17331 **Diane K. Duscher**, *Theta Tau*, St. Cloud State
- 17332 **Thomas A. Hutchison**, *Iota Chi*, Illinois State
- 17333 **Douglas J. Klocke**, *Epsilon Tau*, Dayton
- 17334 **John R. Long, Jr.**, *Beta Epsilon*, Oklahoma
- 17335 **Lisa A. Stanton**, *Alpha Kappa*, SUNY-Buffalo
- 17336 **Juan L. Garza, Jr.**, *Lambda Upsilon*, St. Mary's
- 17337 **Richard A. Ortega**, *Lambda Upsilon*, St. Mary's
- 17338 **Barbara S. Locker**, *Beta Nu*, Pennsylvania
- 17339 **Anne Schreiner**, *Gamma Omicron*, San Francisco
- 17340 **Steven J. Stribling**, *Alpha Iota*, Drake
- 17341 **Helen E. Butler**, *Lambda Upsilon*, St. Mary's
- 17342 **Darlene M. Major**, *Lambda Upsilon*, St. Mary's
- 17343 **Craig R. Goldberg**, *Epsilon Rho*, Tampa
- 17344 **C. Kristine Harbour**, *Kappa Nu*, Longwood
- 17345 **Sharon P. Lo**, *Beta Zeta*, Louisiana State
- 17346 **Ronald W. Matchett**, *Iota Chi*, Illinois State
- 17347 **Elisabeth B. Reisch**, *Iota Pi*, San Diego State
- 17348 **Diane J. Sage**, *Kappa Nu*, Longwood
- 17349 **Tara Hannon**, *Beta Nu*, Pennsylvania
- 17350 **Larry J. Savoy**, *Delta Eta*, Lamar
- 17351 **Cynthia R. Crose**, *Iota Pi*, San Diego State
- 17352 **Leslie A. Campbell**, *Iota Phi*, Cal State-Fresno
- 17353 **Debra A. Johnson**, *Theta Kappa*, Akron
- 17354 **Theresa R. Kinzie**, *Kappa Nu*, Longwood
- 17355 **Gladys J. McBurney**, *Epsilon Rho*, Tampa
- 17356 **Deborah S. McConnell**, *Iota Omicron*, Central Missouri State
- 17357 **Bernard J. Reiling**, *Alpha Beta*, Missouri-Columbia
- 17358 **Karen L. Selden**, *Kappa Nu*, Longwood
- 17359 **Ron I. Honig**, *Beta Eta*, Florida
- 17360 **Leslie M. Allen**, *Kappa Psi*, Bellarmine
- 17361 **Kimberly A. Mauney**, *Gamma Zeta*, Memphis State
- 17362 **Kenneth D. Clark**, *Delta Nu*, Loyola-New Orleans
- 17363 **Christopher A. Foley**, *Lambda*, Pittsburgh
- 17364 **Lisa M. Lucas**, *Eta Psi*, Houston
- 17365 **Teresa J. Lynch**, *Theta Sigma*, Central Florida
- 17366 **Peter F. Harker**, *Beta Eta*, Florida
- 17367 **Michele Pavonarius**, *Lambda Sigma*, Cal State-Fullerton
- 17368 **Alan D. Ross**, *Kappa Mu*, Cal Poly-San Luis Obispo
- 17369 **Tracey M. Bell**, *Iota Chi*, Illinois State
- 17370 **Kathleen S. Callaghan**, *Lambda Tau*, Bentley
- 17371 **Graciela Garza**, *Iota Psi*, Corpus Christi State
- 17372 **Steven G. Miller**, *Alpha Epsilon*, Minnesota-Minneapolis
- 17373 **Samantha L. Owen**, *Alpha Tau*, Mercer
- 17374 **W. Samuel Shupe**, *Beta Eta*, Florida
- 17375 **Valerie J. Smith**, *Iota Omicron*, Central Missouri State
- 17376 **Viola A. Yarnell**, *Kappa Omicron*, Southwest Missouri State
- 17377 **Corinne L. Yee**, *Beta Epsilon*, Oklahoma
- 17378 **Richard A. Bloom**, *Zeta Psi*, SUNY-Albany

(Continued on page 22)

HORIZONS Update

The Executive Committee of Delta Sigma Pi is very excited to be able to announce that the initial stages of the HORIZONS program are now underway. Developed over the past two years through the input of our membership, HORIZONS calls for a concentration of effort into four specific areas of great importance to our fraternity: educational/leadership programming; professional development; alumni membership; and the Educational Foundation of the fraternity. Now, with this heightened awareness of their importance, we are poised to begin working toward realizing our potential in each specific area.

In the area of educational and leadership programming, our members can look forward to a comprehensive plan that will tie together all of our various educational forums. Our goal is to create an educational system

within the fraternity that will not only strengthen chapter operations, but also build our individual collegiate members of today into the business world leaders of tomorrow.

On the professional development front we look to create and emphasize "true" interaction with the business community. Since our membership has expressed some dissatisfaction with the passive speaker, tour, and film programming that exists today, we are now exploring avenues in which dynamic interaction with the business community is stressed and realized.

Everyone can also look forward to our alumni being placed in a new and prominent position within the fraternity. We will be working to expand the base of alumni chapter and member involvement and provide greater services and benefits to this extremely important resource of the fraternity.

Finally, the role of the Educational Foundation, and its relationship with the fraternity, is being strengthened. This vital entity will be seeking to expand its support from the outside business community and our membership in the hope of providing greater scholastic assistance and support of the educational and leadership programming of the fraternity.

As you can see, the task ahead of us is great. However, with the commitment of our entire membership, much can, and will, be accomplished. Be sure and read upcoming issues of The DELTASIG, as they will highlight our progress. Also, prepare yourselves for the Grand Chapter Congress in St. Louis where we will be unveiling a unique program of excellence that will assist our fraternity in realizing its true potential.—DANIEL S. DOYLE, Director of Development



Above: The Leadership School faculty was drawn from the fraternity's national officers, including Larry A. Lunsford, a District Director from the Midwestern Region.

Leadership School Highlights

Delta Sigma Pi successfully conducts The Leadership School in all of its provinces during the summer.

This past summer, Delta Sigma Pi successfully conducted The Leadership School during separate weekends in all four of its provinces. The Leadership School, designed to develop fraternity leaders on both the collegiate and alumni level, attracted over 500 attendees. At each location of The Leadership School, collegiate and alumni members attended seminars, social activities and were provided the opportunity to interact among

Below: Participants at each provincial session of The Leadership School were provided with ample opportunity to interact with each other during the seminars.



themselves and with national officers and Central Office staff.

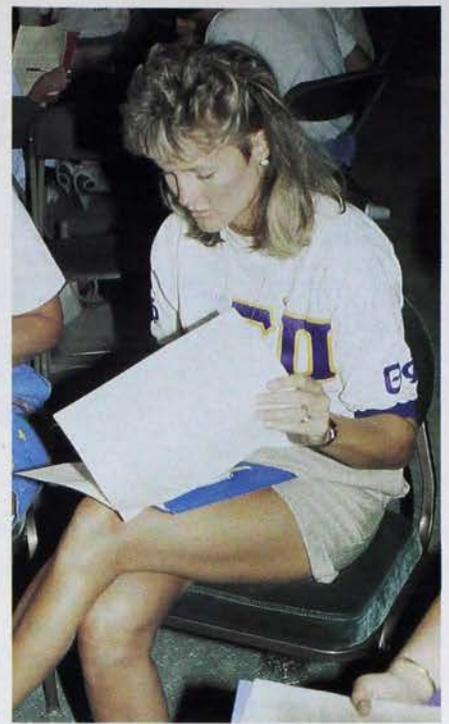
The Leadership School program was developed to complement programming already offered at the regional and area conferences. Developed by the Education/Leadership Programming Division of the fraternity, each session of The Leadership School contained a separate national officer and collegiate officer track of educational seminars.

The curriculum of the collegiate officer track included topics such as chapter management, leadership dynamics, and communications dynamics. The topics covered in the national officer track included collegiate and alumni chapter counseling, time management and exploring the role of the District Director. Both tracks covered strategic planning on the chapter and regional levels and the role of The Central Office. In addition, focus groups addressed different topics and an open forum was scheduled to provide the opportunity to ask questions and express fraternal concerns.

Planning for each provincial session of The Leadership School began

months ago, with each provincial vice president of the fraternity assuming responsibility for the school in his province. The Leadership School in the Northern, Southern, Mid-American and Western Provinces were planned by the respective provincial vice presidents: Samuel F. Shaheen, Charles A. Hazday, Marlow B. Kee and William R. Kinsella. The faculty for sessions of the school included Grand President John V. Henik, Past Grand President Richard J. Parnitzke, Vice President for Alumni Benefits and Services Randy L. Hultz, regional directors and representatives from The Central Office staff.

Overall, The Leadership School provided each attendee the opportunity to develop his personal and leadership skills to be used to make him a better chapter or national officer. While a few refinements will be made to The Leadership School in the future, it should serve as a strong complement to the educational programming offered at the area and regional conferences and at the Grand Chapter Congress.



Above: Many collegiate members traveled over 500 miles to attend The Leadership School, including Karen Stephenson of Theta Phi Chapter at the University of South Florida.

Below: During The Leadership School, attendees broke up into groups focusing their discussions on specific topics.



Bits and Pieces

(Continued from page 19)

- 17379 **Matthew C. Budd**, *Alpha Gamma*, Penn State
- 17380 **David A. Hennel**, *Lambda Tau*, Bentley
- 17381 **Paul T. Patton**, *Eta Psi*, Houston
- 17382 **Mark-Alan C. Barrera**, *Beta Nu*, Pennsylvania
- 17383 **Glenna T. Paige**, *Iota Phi*, Cal State-Fresno
- 17384 **Maria E. Perez**, *Beta Nu*, Pennsylvania
- 17385 **Lana L. Campbell**, *Delta Tau*, Indiana State
- 17386 **Lisa J. Masters**, *Alpha Beta*, Missouri-Columbia
- 17387 **Shari L. Foley**, *Kappa Nu*, Cal Poly-San Luis Obispo
- 17388 **Michael C. Zanino**, *Alpha Kappa*, SUNY-Buffalo
- 17389 **Ross M. Adams**, *Iota Pi*, San Diego State
- 17390 **Marie Witsell**, *Eta Psi*, Houston
- 17391 **James M. Bender**, *Kappa Pi*, North Florida
- 17392 **Joi D. Conrad**, *Gamma Omega*, Arizona State
- 17393 **Steven J. Schlenker**, *Beta Nu*, Pennsylvania
- 17394 **Timothy J. Delany**, *Zeta Xi*, Lewis
- 17395 **Lael T. Nelson**, *Alpha Eta*, South Dakota
- 17396 **Alisa D. Spratt**, *Delta Eta*, Lamar
- 17397 **Deborah J. Tieg**, *Kappa Upsilon*, Winoona State
- 17398 **Janet H. Karasawa**, *Lambda Sigma*, Cal State-Fullerton
- 17399 **Daniel E. Valdez**, *Gamma Iota*, New Mexico
- 17400 **Robert L. Gear III**, *Gamma Omega*, Arizona State
- 17401 **Gregory A. Warren**, *Iota Omicron*, Central Missouri State
- 17402 **Matthew S. Levin**, *Rho*, California-Berkeley
- 17403 **Jana A. Hubbard**, *Gamma Zeta*, Memphis State
- 17404 **Holly K. Stone**, *Kappa Tau*, Clemson
- 17405 **Dianne J. Waldmann**, *Zeta Psi*, SUNY-Albany
- 17406 **Maria A. Garnier**, *Delta Sigma*, Loyola Marymount
- 17407 **Herbert P. Townsend, Jr.**, *Kappa*, Georgia State
- 17408 **Jo Ann M. Weil**, *Kappa Rho*, Adelphi
- 17409 **Stephane L. Rhodus**, *Alpha Iota*, Drake
- 17410 **Harry E. Leckemby, Jr.**, *Iota Tau*, Robert Morris
- 17411 **Catherine E. Staiger**, *Eta Mu*, Northern Illinois
- 17412 **Mark L. Steinert**, *Epsilon Upsilon*, New Mexico State
- 17413 **David A. Eisenbach**, *Phi*, Southern California
- 17414 **Marilyn G. Etzenhauser**, *Iota Nu*, Northeast Missouri State
- 17415 **Peggy A. Langewisch**, *Iota Nu*, Northeast Missouri State
- 17416 **Eric B. Miller**, *Eta Theta*, Angelo State
- 17417 **Jane E. Neale**, *Zeta Theta*, Western Kentucky
- 17418 **Pamela R. Potter**, *Theta Omicron*, St. Ambrose
- 17419 **Sandy L. Lofton**, *Beta Chi*, Tulsa
- 17420 **Shari E. Guest**, *Epsilon Phi*, Cal State-Sacramento
- 17421 **Natalie J. Buechsenschuetz**, *Upsilon*, Illinois-Urbana
- 17422 **Romi L. Matthews Lessig**, *Beta Eta*, Florida
- 17423 **Monique E. Steele**, *Gamma Zeta*, Memphis State
- 17424 **Linda N. Popolaski**, *Gamma Sigma*, Maryland
- 17425 **Tony Coe**, *Eta Chi*, Cal Poly-Pomona
- 17426 **Dianne M. King**, *Alpha Delta*, Nebraska-Lincoln
- 17427 **Keith A. Kinzler**, *Epsilon Tau*, Dayton
- 17428 **Tim A. Morris**, *Lambda Xi*, Grand Valley State
- 17429 **Sharon Davies**, *Gamma Psi*, Arizona
- 17430 **Robert T. Granberry**, *Beta Phi*, Southern Methodist
- 17431 **Brent G. Mathis**, *Gamma Psi*, Arizona
- 17432 **John W. Peck**, *Gamma Psi*, Arizona
- 17433 **Greg M. Kobrick**, *Beta Nu*, Pennsylvania
- 17434 **Katrina M. Arnold**, *Epsilon Psi*, Christian Brothers
- 17435 **Debbie A. Donaldson**, *Delta Epsilon*, North Texas
- 17436 **Stephanie J. Hicks**, *Iota Tau*, Robert Morris
- 17437 **Craig M. Koch**, *Alpha Gamma*, Penn State
- 17438 **Kevin C. Wulfhorst**, *Alpha Gamma*, Penn State

Memoriam

The fraternity, its officers, its staff and the editor of the magazine do not assume responsibility or liability for the accuracy of this column. Information in this column is printed as it is reported to The Central Office for record keeping purposes.

T. Neal Montgomery, *Angelo State*, 1987

John M. Holloway, *Auburn*, 1-13-88

Robert A. Ries, *Cincinnati*, 3-10-88

Robert E. Kriegbaum, *Dayton*, 5-28-87

Harry R. Tinsley, *Denver*, 5-87

Raymond F. Bitter, *DePaul*, 1987

John C. Seaman, *Detroit*, 12-6-87

Roy W. Mohrman, *Drake*, 12-30-87

James L. Radakovich, *Duquesne*, 2-29-88

Clarence V. Nalley, Jr., *Georgia*, 12-18-87

Elijah S. Clarke, *Georgia State*, 8-29-87

Herbert L. Ellis, Jr., *Georgia State*, 11-3-87

Lloyd C. Ginn, *Georgia State*, 1987

William A. Bruce, *Illinois-Urbana*, 9-2-87

George Eberhart, *Indiana-Bloomington*, 1-29-88

Elmer H. Gabel, *Iowa*, 9-9-87

Vance W. Torrance, *Iowa*, 3-28-88

Bernard E. Miller, *Johns Hopkins*, 4-87

George C. Reese, *Johns Hopkins*, 10-31-87

Lee E. Staples, Jr., *Johns Hopkins*, 10-4-87

Arthur G. Bagwell, *Louisiana State*, 9-12-87

William R. Rick, *Louisiana Tech*, 2-1-88

James A. Bonness, *Marquette*, 9-11-87

John D. McNichols, *Marquette*, 4-3-88

Anita L. Cheney, *Mercer*, 3-7-88

Harold R. Nissley, *Miami-Ohio*, 9-7-87

Thane O. Malmstone, *Michigan-Ann-Arbor*, 3-18-88

Lawrence J. Nutt, *Michigan State*, 8-8-87

Arthur W. Gustafson, *Minnesota-Minneapolis*, 10-29-87

Merrill F. Ledue, *Minnesota-Minneapolis*, 1-1-88

Vernon M. Fay, *Missouri-Columbia*, 3-88

Edwin F. Moore, *Missouri-Columbia*, 1-12-88

Elmore H. Melander, *Nebraska-Lincoln*, 7-13-87

Vincent E. O'Sullivan, *New York*, 12-16-87

Frederick R. Ottman, *New York*, 3-1-88

Walter S. Letzsch, *Northwestern-Chicago*, 2-3-88

Paul H. Gregory, *Rutgers*, 4-25-87

Roger P. Hurlburt, *Rutgers*, 4-6-88

Harry E. Johnson, *Rutgers*, 2-18-88

Maurice S. Murray, *St. Louis*, 11-26-87

Lawrence Corley, Sr., *Sam Houston State*, 10-24-87

James L. Williams, *Temple*, 2-26-88

James A. Price, *Tennessee-Knoxville*, 7-7-87

William P. Boyd, *Texas-Austin*, 12-13-87

Hite Bennett, *West Florida*, 5-30-88

Robert J. Swennes, *Wisconsin-Madison*, 7-8-87

Wayne L. Bunn, *Angelo State*

Edward W. Page, *Cal State-Hayward*

Edwin J. Helmon, *Case Western Reserve*

Alumni Commentary

Alumni.

Our leaders of today providing for leaders of tomorrow. As alumni and business professionals we lead by example. Featured elsewhere in this issue is an article highlighting a group of alumni who are truly leading by example—The Twin Cities Alumni Chapter (TCAC) in Minneapolis-St. Paul. Through their varied programs and interaction with collegiate chapters, the TCAC furthers the aims and ideals set forth by Delta Sigma Pi.

Our alumni chapters provide oppor-

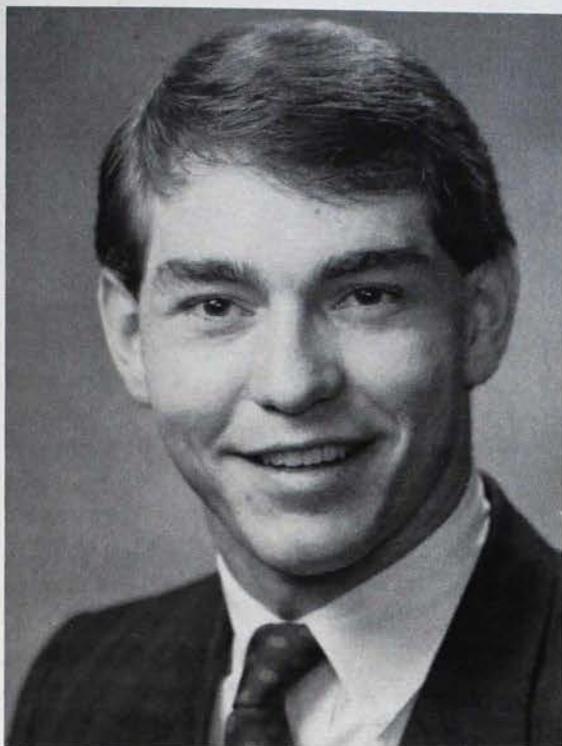
tunities to further the fraternal bonds and professional development of alumni and collegiate Brothers. Beginning with this issue, we intend to include a feature article profiling an alumni chapter. This is not intended to replace the current submission of chapter highlights for publication, rather it is an additional way to provide an in-depth look at our leaders of today.

Leadership development and interaction with collegiates are areas in which alumni and alumni chapters

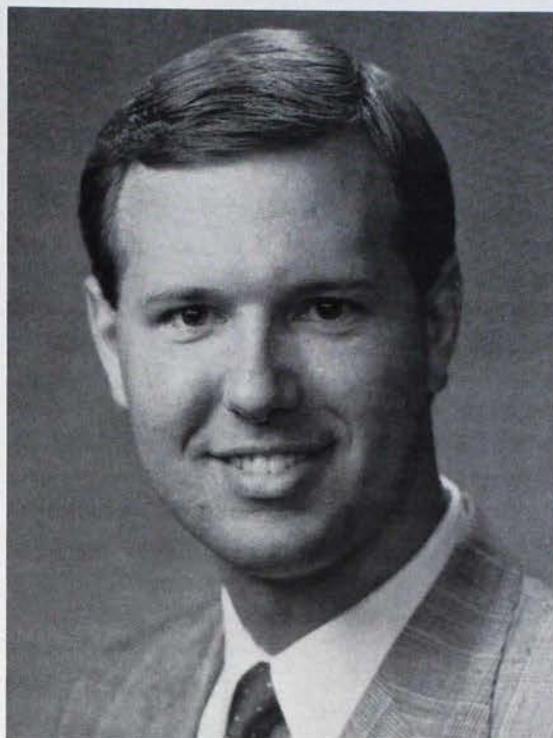
can play a significant role. As business professionals and leaders, we must take the initiative. Alumni chapters can provide a variety of programs and activities designed to promote interaction. These programs may range from serving as career counselors and professional speakers to hosting a social activity. Providing such programs and taking an active role in the development of tomorrow's leaders is the responsibility of leaders of today.—**RANDY L. HULTZ**, Vice President for Alumni Benefits and Services

Focus

As we have done in previous issues of The DELTASIG, we spotlight some changes which have taken place in The Central Office staff. Earlier this year, B. Todd Whisenant left the staff of The Central Office after having served in the position of Chapter Consultant for two years. In June, 1988, he was replaced by Steven R. Whalen. Also joining the staff was Daniel S. Doyle as Director of Development.



Whalen



Doyle

Steven R. Whalen joined the staff of The Central Office in the position of Chapter Consultant. Steve is a graduate of Ball State University at Muncie, Indiana, and holds a Bachelor of Science degree in Marketing and Economics. He was initiated into Epsilon Xi Chapter at Ball State in January, 1986, where he served the chapter as Historian and President. Steve attended the Central Regional Conference in the fall, 1986, several Area Conferences and was the delegate for Epsilon Xi Chapter to the 36th Grand Chapter Congress in New Orleans.

In addition to his activities with Delta Sigma Pi, Steve served on the Council of Student Business Organization Presidents, was a Junior Marshall for university and college graduation ceremonies, a Peer Advisor for College of Business undergraduates, a member of the Edward's Hall Cycling Team and organizer and President of Diabetics on Campus.

During his college days, Steve worked with the Ball State University College Learning Center as a tutor and also worked for the Perfection Paint and Color Company in Indianapolis.

A native of Indianapolis, Indiana, Steve is an avid runner and cyclist.

Also joining the staff of The Central Office in June is Daniel S. Doyle. Dan serves in the newly created permanent position of Director of Development. In this role, Dan is responsible for all development activities in the fraternity and the Delta Sigma Pi Educational Foundation, including assisting in program development, overall planning, alumni relations and fund raising.

Dan is a native of Palo Alto, California, and most recently hails from Santa Cruz. He is a graduate of the University of the Pacific, located in Stockton, California, where he received a Bachelor of Science degree in

Business Administration, with a specialty in conflict management.

While at the University of the Pacific, Dan served as President, Treasurer and Representative of the Student Association of the School of Business and Public Administration.

Initiated by the Lambda Mu Chapter at the University of the Pacific in the fall, 1985, Dan served his chapter as Activities Chairman, Senior Guide, Secretary, Senior Vice President and President. In addition, he served as delegate to the 36th Grand Chapter Congress in New Orleans. During his college years, Dan was employed as a territorial sales representative for Advertising Concepts, was a research and teaching assistant at the University of the Pacific and was employed by the Santa Cruz Seaside Company in Santa Cruz, California.

We welcome both of these fine Brothers to the staff of The Central Office.

37th Grand Chapter Congress August 13 - 18, 1989 Saint Louis

