

The Delta Sigma Pi

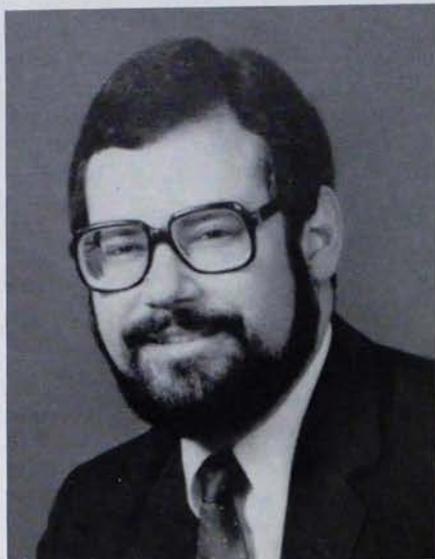
of Delta Sigma Pi

Fall, 1990

225th

Delta Sigma Pi grows to
225 installed chapters
across the nation

Commentary



William R. Kinsella

Dear Brothers:

Believe it or not, it has been more than a year since the 37th Grand Chapter Congress. We left St. Louis with a renewed spirit of Brotherhood and big plans for our chapters and our Fraternity. Unfortunately some of these plans never materialized; they just withered away like so many New Years Resolutions. But others have been fulfilled, many beyond our most optimistic projections, I spoke of three major themes - education, encouragement and endowment. At the midpoint in our 42nd biennium, we have made progress in all three areas.

The 1990 Officer Training School... What a spectacular success! OTiS has proven to be the most successful and effective educational tool in our history. Over 500 chapter officers and present and future District Directors gathered at seven cities across the country. From Las Vegas to Atlanta, Brothers received "hands on" training from our Central Office professionals and operations and consulting. OTiS, conceived in the early eighties, has grown up to become the linchpin of our member education program. Preparations are already underway for the 1991 OTiS and details will be published shortly.

One of the keys to our success over the years has been our volunteers, especially our District and Regional Directors. These individuals give freely of their time, and

money, to help our Fraternity at all levels. Our chapter advisors, both faculty and alumni, are also critical elements in our efforts to assist and counsel our membership. And finally, our alumni, the largest section of our membership, by their involvement with an alumni chapter, collegiate chapter or other Fraternity program, demonstrate by example that indeed, we are Deltasigs for life.

Our first annual Alumni Fling! was a tremendous successful four day Caribbean cruise. Over 170 Brothers and their guests responded to our invitation to enjoy the sun, surf, sand and Brotherhood of the Bahamas. Several celebrated birthdays or wedding anniversaries. In a very special celebration, we were joined by Brother George Tolleson and his wife as they celebrated their 25th wedding anniversary. They had attended the 25th Congress in the Bahamas in 1965 and we were honored that they chose to again share a special time in their lives with the Fraternity. We thank all of our alumni and volunteer officers for their past efforts and encourage their continued support and involvement of the fraternity.

Perhaps the most pleasant surprise of all this past year was the amazing response we received to the Leadership Fund's maiden annual campaign. Some thought it couldn't be done but through your generous efforts, the Leadership Fund surpassed its first year goal and raised over \$100,000. But more importantly, over 400 Brothers gave for the first time. We thank all of you who supported this initial effort and became "charter contributors". As the Fund begins its second year, we are confident that your support and generosity will continue and increase. In this way, we can continue to fund fraternity scholarships, education programs, keynote speakers, business research and other important programs that will benefit us all. Thanks for your sup-

port and we look forward to another record breaking year in the endowment of our fraternity.

As is true with any exciting event, we left the Congress with a great rush of enthusiasm and plans to do this and that. But once we are home and the daily grind returns, it is often easy to forget or postpone these great plans. Right about this time in the biennium, our spirit and enthusiasm begins to wane and we hit a "summer doldrums" period. We must fight this urge to nap. We must push ahead and develop the plans we crafted so carefully. We must hold on to our own "spirit" of St. Louis if we are to continue our success during the rests of the biennium. In the eloquent words of Ralph Waldo Emerson:

"When you do a thing, do it with all your might. Put your whole soul into it. Stamp it with your whole personality. Be active, be energetic, be enthusiastic and faithful and you will accomplish your object. Nothing great was ever achieved without enthusiasm."

Without this enthusiasm we will not meet our goals; with it, we can accomplish everything. Let us all begin to build our enthusiasm, not for the past, but for the future. In a short 10 months, we will meet again for the 38th Grand Chapter Congress in Washington, D.C. on August 14-18, 1991. Begin now to make plans to attend; start fund raising, schedule vacations and time-off so you can be there to witness the Brotherhood, spirit, excitement and enthusiasm that will continue to lead us as we achieve great things.

A handwritten signature in cursive script that reads "William R. Kinsella".

WILLIAM R. KINSELLA
Grand President.

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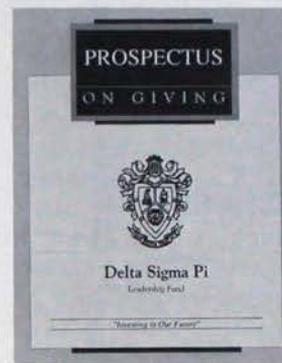
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COLLEGE

LA ROCHE

Delta Sigma Pi installs 224th chapter as Mu Xi



The evening of Saturday, April 28, 1990, was very special for the Brothers of the Eastern Province as they gathered in Pittsburgh, Pennsylvania, to install Mu Xi Chapter at LaRoche College. Grand President William R. Kinsella, East Central Regional Director Harry E. Leckemby, Jr., District Director Donna M. Grasso, and Faculty Advisor, Bernard J. Michalek were all present as 31 new Brothers were initiated. Brothers from Lambda Chapter at the University of Pittsburgh, Delta Omega Chapter at West Liberty State College, and Theta Rho Chapter at Duquesne University also attended in addition to C. Dean Ferguson,

Director of Chapter Services, and Chapter Consultants Steven R. Whalen and Y. Lynnette Servaes.

In the fall of 1988, students at LaRoche College contacted The Central Office of Delta Sigma Pi to gain information on the fraternity. Information about Delta Sigma Pi had already been provided to students at the college from alumni Brother Bernie Michalek an initiate of Lambda Chapter at the University of Pittsburgh. Brother Michalek was serving on the faculty at LaRoche College and was hopeful that a group of students would form a chapter of Delta Sigma Pi. A group of interested students was formed and activities began



Grand President William R. Kinsella (second from the right) presents the charter of Mu Xi chapter to (l to r) District Director Donna M. Grasso, chapter President Shawn W. Driscoll, and Regional Director Harry E. Leckemby, Jr.



The picturesque College Center on the campus of LaRoche College, home of Mu Xi chapter. (Photo courtesy of LaRoche College.)

in the spring of 1989.

A colony of Delta Sigma Pi was formed in March of 1989, and Chapter Consultant Steven R. Whalen visited Omega Alpha Colony in April, 1989. Brother Whalen met individually with each of the colony officers and also with Dr. Stanford H. Rosenberg, Chairman of the Division of Administration and Management. Dr. Rosenberg was very supportive of the group of students and its efforts to form a chapter of Delta Sigma Pi.

Frequent visits to Omega Alpha Colony and LaRoche College were made during the fall semester of 1989 by East Central Regional Director Harry E. Leckemby, Jr., and District Director Donna Grasso. Director of Chapter Services C. Dean Ferguson visited the colony in February of 1990.

Members of Omega Alpha Colony attended two Area Conferences conducted in the East Central Region during the 1989-90 academic year. The colony also sponsored numerous workshops and seminars at LaRoche College in addition to community service and fundraising projects.

The 31 colony members were initiated during the morning and early afternoon and the traditional banquet celebrating the installation was conducted later that evening. East Central Regional Director Harry E. Leckemby, Jr., served as the Toastmaster, Faculty Advisor Bernard J. Michalek provided a history of the Division of Business at LaRoche College, and Shawn W. Driscoll, President of the newly

installed Mu Xi Chapter, provided a history of the Omega Alpha Colony, and accepted the charge and charter of Delta Sigma Pi.

The administration and management division of LaRoche College began as a concentration within social sciences, but in the spring of 1976, it was combined with art and design to form a new division called the Division of Administration, Management and Design.

The college grants a Bachelors of Science degree in Administration and Management to students completing a course

of study in any of the numerous concentrations offered by the Division of Administration and Management, and has provided certificate programs in real estate. Approximately 460 students are currently enrolled in the concentrations of accounting, administration and management, computer information systems, finance and international management.

LaRoche College is an outgrowth of an extension program which was formed in 1924 by the Sisters of Divine Providence in conjunction with Duquesne University of Pittsburgh. In 1963, LaRoche College was chartered by the Commonwealth of Pennsylvania. This charter enabled the college to confer the Bachelors of Arts and Bachelors of Science degrees. Initially a program for young members of religious congregations of women who were preparing to teach in parochial schools, LaRoche changed its charter to become a co-educational college in 1970.

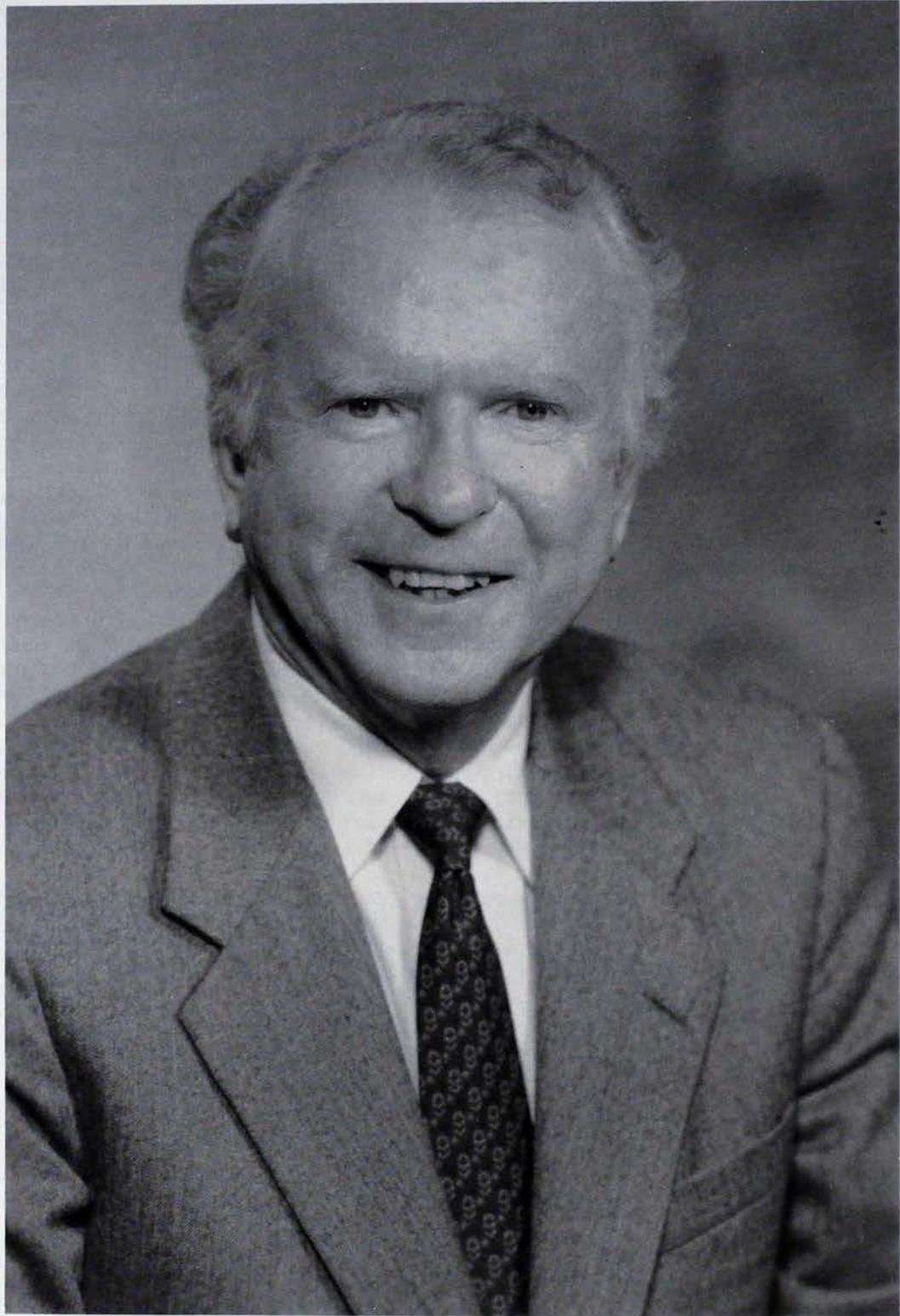
Permanent degree granting status was granted to the college in 1972, after the institution had weathered some severe financial difficulties and had questioned its own viability.

The college is comprised of four divisions; Natural and Health-Related Sciences, Humanities, Graphics, Design and Communication, and Administration and Business. The college also has a Department of Continuing Education. Over 1,750 students attend LaRoche College.

Delta Sigma Pi is proud to welcome Mu Xi Chapter and offers our congratulations to our newest Brothers.



Downtown Pittsburgh, Pennsylvania, and Point State Park, where the Allegheny, Monongahela and Ohio Rivers meet. (Photo courtesy of Andrew A. Wagner.)



Roger Smith:

41 years of service to General Motors

On Tuesday, July 31, 1990, General Motors Corporation Chairman and Chief Executive Officer Roger B. Smith retired after a 41-year career. The 31st National Honorary Member of Delta Sigma Pi, Smith was praised by incoming Chairman Robert C. Stempel for his many contributions to the corporation. "Roger has had the vision to prepare GM for the 1990's and the 21st century. His imagination and energy have inspired countless individuals, both within and outside the corporation. And like all great leaders, he has had the courage to persist, despite all the pessimists and nay-sayers, and to make his vision a reality," Mr. Stempel said.

Brother Smith started his GM career in 1949. After a series of promotions, he became treasurer of the corporation in 1970 and vice president in charge of the Financial Staff in 1971.

In 1972, he became vice president and group executive in charge of the Nonautomotive and Defense Group. In 1974, he was elected executive vice president and named a member of the GM board of directors. He became chairman and chief executive officer of General Motors on January 1, 1981. Brother Smith outlined his vision of the future early in his chairmanship, when he said, in a 1982 speech, that "we're on the brink of a new industrial age in America ... a technological explosion that will transform not only our basic industries, but all of society. And those industries willing to take the risks, to cross this enormous new frontier, will secure themselves a prominent place in the future."

continued on page 19

FRATERNAL GROWTH IN TEXAS

*Mu Omicron Chapter at
the University of Houston-Victoria
becomes the fraternity's 225th
and newest chapter*

On Saturday, May 19, 1990, the fraternity's 225th and newest collegiate chapter was installed as Mu Omicron Chapter at the University of Houston - Victoria at Victoria, Texas. Mu Omicron Chapter is the 19th chapter established in the state of Texas.

On May 19, collegiate and alumni Brothers from across the country gathered in Victoria, Texas, for the installation of this chapter. Presiding over the installation of the chapter was Grand President William R. Kinsella. He was joined by Past Grand President William W. Tatum, Jr., Mid-American Provincial Vice President Randy L. Hultz, and Gulf Western Regional Director Kurt H. Heyn. Joining them were Executive Director Michael J. Mazur, Jr., District Director Catherine M. Merdian, and members of the Eta Psi Chapter at the University of Houston - Downtown, Iota Psi Chapter at Corpus Christi State University, and Lambda Upsilon Chapter at St. Mary's University.

Initial interest in establishing a chapter at the University of Houston - Victoria was generated by two students, Randy Gillar and David Coffey. After gathering information on the different business fraternities in late 1988, it was decided to start a colony of Delta Sigma Pi, since our fraternity was the one which was most reflective of the student body at the University of Houston at Victoria.

In January of 1989, approximately 30 students attended the first meeting to learn more about Delta Sigma Pi. After seeing the large response from the first meeting, the group was accepted as a colony of Delta Sigma Pi, and immediate plans were made to become a chapter of Delta Sigma Pi.

In March of 1989, members of the colony attended the Houston Alumni softball tournament and met with Brothers from other chapters and experienced first-hand what Delta Sigma Pi represented.

During spring break, the colony met with Education Foundation President and Trustee of the Leadership Fund, Victor A. Tabor, and other members of the fraternity, to discuss the steps necessary to gain



Grand President William R. Kinsella (far left) and Executive Director Michael J. Mazur, Jr. (far right) present the charter of Mu Omicron to chapter President Randy Gillar.

chapter status. In April of that year a car wash was held and members also attended initiation banquets in San Antonio and Houston. Additionally, the chapter also adopted a street through the Texas Highway Department Litter Campaign. Members of the colony continued to meet over the summer holiday to informally discuss the colony and plans for the fall semester.

The colony grew rapidly in the fall of 1989, as new members exhibited the dedication already present in existing colony members. Also that fall the colony held numerous fund raising projects and assisted the American Cancer Society in conjunction with their Great American Smoke-Out.

In December, members of the colony met with Gulf Western Regional Director Kurt H. Heyn to discuss the final stages of the colony's petition. The members of Sigma Omega Beta Colony were pledged in April of 1990. All the remaining petition requirements were met and the installation date of May 19, 1990, was set.

On the morning of Saturday, May 19, 1990, collegiate and alumni members of the fraternity gathered along with National Officers for the installation ceremonies which resulted in the installation of 30 charter members as the Mu Omicron Chapter. Following the installation of the chapter, which took place at the University of Houston - Victoria Business Annex, was the reception and installation banquet. The reception and installation banquet took place at the Victoria Plaza Club. Gulf Western Regional Director Kurt H. Heyn served as Toastmaster and the Invocation was given by the new chapter Senior Vice President David Coffey. Greetings were extended from the university by Joe Atkinson, Coordinator of Student Affairs. A history of the College of Business Administration was presented by Dr. Ron Sardessai, Chairman of the Division of Business at the University of Houston - Victoria.

Delta Sigma Pi is now represented by Mu Omicron chapter at the University of Houston - Victoria.

In 1927, the University of Houston - Victoria was established as a Community Junior College to serve the young men



The campus of the University of Houston at Victoria, home of the fraternity's 225th and newest chapter.

and women of the area. The University first became a four-year institution in 1934. It was not until 1963, however, that the University of Houston - Victoria became a state supported institution. Shortly thereafter, in 1969, a contingent of citizens from the Victoria area presented their idea for the creation of an upper-level degree granting institution in Victoria, Texas. Through their hard efforts, the University of Houston - Victoria Center opened its doors in 1973 to approximately 100 students. Ten years later, in 1983, the University of Houston - Victoria was granted permanent status as a university by the Texas Legislature. Today, the student population has grown to approximately 1,250 students with over 2,000 students having graduated with Bachelors or Masters Degrees in many fields of study.

The university is located in the second oldest incorporated city in the state of Texas. It has a rich history of Spanish Conquistadors, French explorers, and Mexican settlers. Soon after Texas declared its independence in 1836, Victoria became distinguished as one of the leading areas for cattle ranching, and then in the early 1900's as a leader in oil and gas exploration. With this base, Victoria has grown into a sizeable city with a diversified economy. The city of Victoria is situated along the banks of the Guadalupe

River, 30 miles inland from the Gulf of Mexico, and 125 miles southwest of Houston, Texas. The University of Houston - Victoria draws a student enrollment of approximately 1,200 students per semester from a 15 county area.

The Business Division offers a Bachelors of Science in Business Administration with majors in Accounting and Management, and is soon to offer a major in Marketing. The Division also grants a Masters of Business Administration.

The fraternity welcomes the 225th and newest chapter of Delta Sigma Pi. Mu Omicron Chapter is located in the Mid-American Province and Gulf Western Region and proudly represents all of Delta Sigma Pi at the University of Houston - Victoria.



ΔΣΠ

T*i*S

The 1990 Officer Training School



Officer roundtables facilitated an exchange of knowledge and greater learning.



Seminars on topics ranging from recruiting and pledge education to chapter finances taught management skills which apply to many operational areas.

The Summer of 1990 saw the introduction of the Officer Training School program (OTS) at seven separate locations across the country. The OTS program provided an intensive one day series of workshops, seminars and fun-filled games for both collegiate chapters and volunteer fraternity officers.

Partially funded through a grant from the Delta Sigma Pi Leadership Fund, the OTS program provided our Brothers with an abundance of materials to broaden their leadership skills. Each school was an entire day and night of activity.

On the collegiate level, sessions were planned for the specific areas of recruiting, pledge education and finances as well as sessions on general chapter management skills that apply to all operational areas. Each phase of the OTS program was designed to develop and enhance the skills and knowledge needed by chapter leaders to provide the best Deltasig experience for themselves and their fellow members.

The 1990 Officer Training Schools were such a success this past Summer, with nearly 500 attendees, that additional schools will again be held in 1991.

Collegian of the Year Commentary

As your collegiate representative, I have tried to increase my awareness of your concerns and views through chapter visitations. However, for various reasons my visitations are limited in number. It is for this reason that I am addressing you through The DELTASIG.

The academic year began with excitement as a result of the Grand Chapter Congress in St. Louis. Congress provided me with my first view of our national organization. The decisions which your national officers are asked to complete, although not the same, are as equally important as those same decisions that a large company must make to remain profitable and competitive.

In order for Delta Sigma Pi to remain competitive, it depends heavily upon the input

of our collegiate and alumni members. It is through each of you that effective and proactive legislation and policies come into existence. In running this large firm, it is important to remember each of our participants. Colleges, faculties, businesses, and our communities all watch and draw from our membership. It is for this reason that Deltasigs accept change and utilize it to the advantage of the fraternity and its membership.

The past year has brought us a significant change in our initiation. As Deltasigs, many of you saw the need for this change and your Congress delegates provided the Board of Directors with specific guidelines needed for a smooth transition. Initiations, which I have attended, have been conducted in a very pro-

fessional and educational atmosphere. These positive results have provided Delta Sigma Pi with a new generation of members which exemplify the highest standards of our Brotherhood. Our environment has and continues to evolve. For those who partake in our fraternity, they will no doubt recognize the exceptional qualities which each of you possess. Your continued involvement in the decisions of Delta Sigma Pi is required for us to maintain our profitability. However, Delta Sigma Pi does not measure profitability in monetary terms. Rather, it is the strength of our Brotherhood that determines profit or loss.

—Chris E. Robinett
Collegian of the Year 1989

Chapter Anniversaries

Delta Sigma Pi congratulates those chapters which are celebrating anniversaries in the 1990-91 academic year!

10th Anniversary

Iota Chi — Illinois State University
Iota Psi — Corpus Christi State University
Iota Omega — University of North Carolina, Greensboro
Kappa Lambda — State University of New York, Binghamton
Kappa Mu — California Polytechnic, San Luis Obsipo
Kappa Nu — Longwood College
Kappa Xi — University of Southwestern Louisiana

25th Anniversary

Zeta Xi — Lewis University
Zeta Omicron — C.W. Post Center of Long Island University

60th Anniversary

Beta Iota — Baylor University
Beta Kappa — University of Texas, Austin
Beta Lambda — Auburn University

70th Anniversary

Iota — University of Kansas
Kappa — Georgia State University
Lambda — University of Pittsburgh
Mu — Georgetown University

Taking Note

Timothy A. Haskins, *Arizona*, has taken a new position with Appraisal Sciences, Ltd. in Phoenix, Arizona.

William R. Leonard, *Arizona State*, a Certified Public Accountant, was recently qualified as a Certified Financial Planner (CFP) by the International Board of Standards and Practices for Certified Financial Planners (IBCFP). Leonard earned his CFP credentials by passing six exams as well as meeting the experience and ethical standards set by the IBCFP. Leonard is a partner in the public accounting firm of Leonard & Jacobo, C.P.A.'s in Phoenix, Arizona.

Ronald S. Dotson, *Bowling Green State*, has accepted a position with McCann-Erickson Worldwide, Inc., advertising agency, as a media estimator, in Troy, Michigan.

Andrew T. Fogarty, *Cincinnati*, has been appointed to Senior Vice President of The Ohio Casualty Insurance Co., Ohio Security Insurance Co., The Ohio Life Insurance Co., American Fire and Casualty Co., and West American Insurance Co.

Mary L. Miracle, *Cincinnati*, received the President's Club award for yearly sales exceeding \$1 million. Mary is employed by Nestle Beich in Bloomington, Illinois.

Regina L. Breazeale, *Clemson*, has accepted a position as Management Associate with the Citizens and Southern National Bank in Myrtle Beach, South Carolina.

Holly K. Stone, *Clemson*, has been promoted by Beatrice/Hunt-Wesson in Orlando, Florida, to a Senior Sales Representative in the Jacksonville District.

Robert H. Glasser, *Connecticut*, has been promoted to Senior Manager at KPMG Peat Marwick's Consulting Division. Mr. Glasser is located in Peat Marwick's New York City office and is in their Reorganization and Insolvency Consulting Group working exclusively on bankruptcy and workout situations.

Vicki L. Corron, *Dayton*, has accepted a position with Neilson Marketing Research in Fort Mitchell, Kentucky.

Anne L. Dages, *Dayton*, has accepted a position with White Mountain Creamery in Louisville, Kentucky.

George Steven Elsass, *Dayton*, has accepted a position with an investment firm in Tampa, Florida.

Christine Marie Mailki, *Dayton*, has accepted a position with Watkins, Megan & Drury & Co., in Bethesda, Maryland.

Karen L. Myers, *Dayton*, has accepted a position with CSC Partners, a consulting firm, in Chicago, Illinois.

Tina M. Prenger, *Dayton*, has accepted a position with Procter & Gamble in Cincinnati, Ohio.

Richard Robert Ruffolo, *Dayton*, has accepted a position with Procter & Gamble in Cincinnati, Ohio.

Gretchen Rapp, *Dayton*, received her MBA in May, 1990, and has accepted a position with BP America as a Human Resources Associate in Cleveland, Ohio.

Jean Duffy Bollinger, *Eastern Illinois*, has been promoted to Systems Analyst with Southwestern Bell Telephone Company in St. Louis, Missouri.

ZALESKI INSTALLED AS CPA SOCIETY DIRECTOR

Thaddeus B. Zaleski, *DePaul*, was elected to serve a three-year term on the Indiana CPA Society's Board of Directors at the Society's Annual Convention.

Zaleski is a member of the American Institute of Certified Public Accountants and founder and partner of Dauby O'Connor Henderson & Zaleski, Indianapolis, Indiana.

A contributor of numerous articles in national, state and local CPA publications, he has also authored a chapter in *Hospital Tax Management*. He is listed in Who's Who in the Midwest and Who's Who in Emerging Leaders in America. Zaleski and his wife Elizabeth, have four children and reside in Carmel, Indiana.

PANERAL RECEIVES AWARD

At the recent commencement activities of the New Mexico Institute of Mining and Technology, the Tech Alumni Association presented its annual Distinguished Service award to **Allen Jerry Paneral**, *DePaul*, IMC Fertilizer employee relations manager.

Paneral was honored for his service as a member of the board of director's for New Mexico Tech's Native American Minerals and Engineering Science Program for native American and minority high school students. Paneral has been a member of the board since the program was started in 1979. Since it began, nearly 300 sophomore and junior level students have participated in the program which provides for six weeks of fully paid on campus study in engineering and science at New Mexico Tech each summer.

Gregory C. Harris, *East Tennessee State*, has recently joined Schlumberger Technologies in Paris, France, as Assistant Controller, Instruments Division Worldwide. Prior to his move to Schlumberger he was employed by Krupp Steel in Tampa and Houston and by Salzgitter Stahl GmbH in Houston, Dusseldorf and Hannover. In 1984 he was awarded a Carl Duisberg grant from the West German Government and attended Cologne University in Cologne, West Germany. For the last four years he worked in Frankfurt where he was in charge of Internal Audit Operations for American Express in Germany and Eastern Europe.

Joelle Estelle, *Houston*, has accepted a position with the accounting firm of Arthur Anderson and Company as a Staff Tax Accountant.

Patrick J. Kologinczak, *Houston*, has accepted a position with Farmers' Insurance Group as a Claims Representative in Stafford, Texas.

Christopher R. Barnshaw, *Houston*, has accepted a position with Brazoria County as an Internal Auditor in Angleton, Texas.

Mary P. Connell Wilson, *Houston*, has accepted a position with Panhandle Eastern Petroleum, as a Junior Accountant in Houston, Texas.

P. Mathew Verghese, *Houston*, has accepted a position with Arthur Anderson and Company as a Consultant in Houston, Texas.

Belinda K. Bracht, *Houston*, has accepted a position with Panhandle Eastern Petroleum as a Junior Accountant in Houston, Texas.

Sandy Kay Bartkowiak, *Houston*, has accepted a position with Star Enterprise as an Accountant in Houston, Texas.

Lisa A. Manion, *Illinois-Urbana*, has accepted a position as a Staff Attorney with the Ralston Purina Company in St. Louis, Missouri. She will be concentrating primarily in environmental matters.

Larry L. Beck, *Indiana Northwest*, has been promoted to Corporate Sales Manager of Wehmueller Jewelers in St. Louis, Missouri.

Daniel P. Garcia, *Loyola-Marymount*, an attorney with the Los Angeles law firm of Munger, Tolles & Olson, was one of the founding signatories of the charter for California Compact, a group which aims to replace adversarial decision making forums with a harmonious process that includes women and minorities.

Renee M. Butrick, *Loyola-Marymount*, has accepted a position with Coopers & Lybrand as an Associate Staff Accountant in Los Angeles, California.

Paul Craig, *Loyola-Marymount*, has accepted a new position with Pacific Rim Assurance Co., as Vice President and Chief Financial Officer in Encino, California.

Michael J. Dragotto, *Loyola-Marymount*, has been promoted to Vice President of Marketing with ABC Distribution Co., in Los Angeles, California.

Emila D. Torres, *Loyola-Marymount*, has accepted a position with Coopers & Lybrand as a Financial Analyst in Los Angeles, California.

Michael R. Mantong, *Loyola-Marymount*, has accepted a new position with Deloitte-Touche as a Staff Accountant in Los Angeles, California.

Steve Juarez, *Loyola-Marymount*, has accepted a new position with Kenneth Levanthal & Co., as a Senior Accountant in San Francisco, California.

Gus W. Schram, III, *McNeese State*, recently supplied research materials as a fee-only financial planner for an article published in *Money* magazine. A Trustee of the Delta Sigma Pi Leadership Fund, Gus resides in Lake Charles, Louisiana.

Michael Z. Brennan, *Miami-Florida*, has been appointed to the American Arbitration Association, as well as serving on the Hearing Committee and Arbitration Board for the New York Stock Exchange.

Clayton E. Chong, *Miami-Ohio*, has been selected for inclusion in the 1989 edition of Outstanding Young Men of America in honor of his civic and professional contributions to his community.

Taking Note

Kathryn L. Kessel, *Miami-Ohio*, has recently accepted a position with Morton International's Specialty Chemicals Group as a Recruiter in Chicago, Illinois.

Donald M. Buynak, *Michigan State*, has been awarded a Juris Doctor degree from Western State University College of Law in Fullerton, California.

Peter T. McDowell, *Mississippi*, has joined the International Audit Department of Federal Express Corporation in Memphis, Tennessee.

Carl E. Bolte, Jr., *Missouri*, has received air play and applause with his newly-published and recorded holiday songs on the Holly Production label. Bolte has also formed a new company, Bolte Appraisal Services, that specializes in certified appraisals of all types of real estate.

Janice P. Sauer Honeycutt, *New Mexico*, was recently promoted to District Director for the Muscular Dystrophy Association.

Bobbi K. Hester, *New Mexico*, recently passed the CPA exam. She is employed by Archuleta & Company.

Jon M. Emerick, *New Mexico*, has accepted a position with Hooten-Stahl Realtors.

Jim L. Burns, *Oklahoma*, has been promoted to Product Marketing Manager with AT&T and transferred to Parsippany, New Jersey.

Reginna Kaye Clark Burns, *Oklahoma*, has been promoted to the position of Executive Assistant to the National Sales Vice President with AT&T and transferred to Parsippany, New Jersey.

Gerald (Jerry) H. Johnston, *Oklahoma*, has recently become the director and owner of Adventure Associates, a travel marketing company in Scottsdale, Arizona. His firm specializes in guided tours of Great Britain and Latin America.

Bill L. Johnston, *Oklahoma*, has retired after nearly 35 years with IBM, and is currently a trombone instructor and directs the school's trombone choir of 20 members at Scottsdale Community College in Scottsdale, Arizona.

Kevin Goldman, *Robert Morris*, has been appointed the Assistant Director of Promotions for the New Jersey Nets, a member of the National Basketball Association (NBA).

Joseph P. Simini, *San Francisco*, has authored *Balance Sheet Basics for Nonfinancial Managers*. A management book for those in executive positions who are not trained in accounting, this book enables the reader to more comfortably read a balance sheet and converse better with in-house or outside accountants. Published by Wiley & Sons, this book is available at most bookstores.

Romona Glenn Saussy, *Savannah State*, has been selected for inclusion in the 1989 edition of Outstanding Young Men of America. She is being honored for her outstanding civic and professional contributions to her community.

Terrell F. Ford, *Southeastern Louisiana*, has accepted a position as the Contract Administrator for the Board of Commissioners of the Port of New Orleans.

E. Denise Thompson, *Southern Mississippi*, has

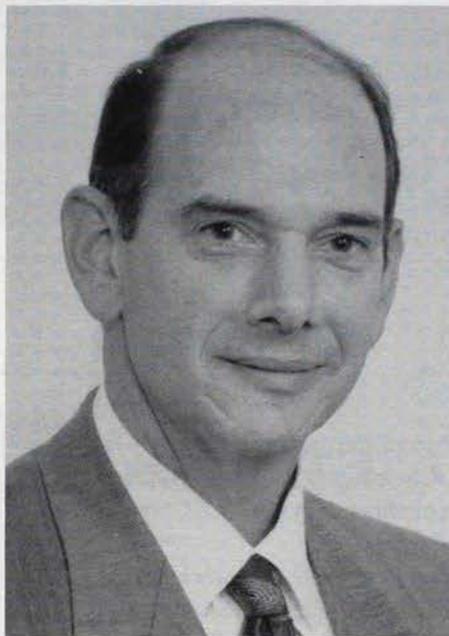
accepted an accounting position with Amoco Performance Products, Inc., in Alpharetta, Georgia.

Warren A. Marmorstein, *SUNY-Albany*, has accepted a position with Hospital Staffing Services, Inc., as Vice President of Finance and Administration in Fort Lauderdale, Florida. Marmorstein will be responsible for all financial, personnel and administrative matters of the company's recent acquisition of the Home Health Care Division of Continental Health Affiliates, Inc.

Joseph M. Matson, *Texas Christian*, has been selected for inclusion in the 1989 edition of Outstanding Young Men of America. He is being honored for his outstanding civic and professional contributions to his community.

Eric M. Anderson, *Texas Christian*, has relocated from Sabal Lake Realty's Boca Raton office to the Fort Myers/Cape Coral area.

William Calvin Abercrombie, *Troy State*, has accepted a position with Rich Food Corporation, as Sales Manager in Douglas, Georgia.



GOLDBLATT FORMS VALLEY ACHIEVEMENT

Joseph L. Goldblatt, *Texas Christian*, has been named Vice-President, Operations for Valley Achievement, a management and leadership training and consultation firm for individuals and small to mid-size companies.

Goldblatt will oversee the daily management of the firm, scheduling and client services. A retired Air Force Officer, he has also taught organizational development and leadership at the University of Kansas.

FULLER LEADS MARRIOTT EXPANSION

In preparation for a major expansion into Europe and the Far East, Marriott Hotels, Resorts and Suites has named **Edwin D. Fuller**, *Wake Forest*, Senior Vice President and Managing Director of Marriott Lodging International.

Based at the company's headquarters in Washington, D.C., Fuller has operating responsibility for all Marriott lodging products in Europe, the Middle East and Asia and will work closely with Marriott's international real estate development organization on the positioning of the company's moderate priced lodging product in international markets.

Fuller began his career with Marriott Hotels and Resorts in 1972 as a management trainee and has held positions as Director of National and International Sales and Reservations, Vice President of Marketing and opening General Manager of the Long Island (NY) Marriott and Boston Marriott Copley Place hotels. In 1985, he was named Regional Vice President for the company's midwest region, and three years later, he was appointed Regional Vice President for the Western/Pacific region. During his career with Marriott, Fuller has earned numerous honors. In 1976, he was named Marriott's "Man of the Year" for his work as northeast sales manager. He was also awarded "General Manager of the Year-Northeast Region" and in 1989, he was given the Chairman's Award for his work with corporate leverage activities.

Fuller attended Wake Forest University and is a 1968 graduate of Boston University with a degree in Business Administration. He is also a graduate of the Harvard Graduate School of Business, advanced management program. Fuller served in the U.S. Army as a captain in Germany and Vietnam and received the Bronze Star and the Army Commendation medal. It was during his military tour of duty in Germany that he met his wife, Denise. They were married in Switzerland.

O. MERDITH SMAW COLLECTION ESTABLISHED

The Z. Smith Reynolds Library, at Wake Forest University, recently established a collection for the personal and professional papers of **Owen Meredith Smaw**, *Wake Forest*. Dr. Smaw is a graduate of the Wake Forest University School of Law and was awarded his Juris Doctorate in 1957. He is an attorney-at-law living in Nashville, Tennessee. His papers and files contain information relating to the Court of Last Resort; human rights for prisoners; the death penalty; and other related topics.

Cheryl J. Page, *Washburn*, has accepted a position with the accounting firm of Braunsdorf, Carlson and Clinkinbeard as a Staff Accountant in Topeka, Kansas.

Judy Heins, *Wisconsin-La Crosse*, has recently passed the CPA exam.

Bits and Pieces

Mergers

Gayle Thurman, *Angelo State*, on June 9, 1990, to George Randall, at Houston, Texas.

Karla Hallmark, *Angelo State*, on June 16, 1990, to Mike Fuerst, at Llano, Texas.

Shawn Bissett, *Angelo State*, on June 30, 1990, to Trey North at Lovington, New Mexico.

Mark Coughlin, *Angelo State*, on July 7, 1990, to **Elizabeth Sanchez**, *Angelo State*, at San Antonio, Texas.

Bryan White, *Baylor*, on June 9, 1990, to Paige Walters, at Dallas, Texas.

Donald Magier, *Cal State-Northridge*, on September 16, 1990, to **Leigh Ann Kussner**, *Cal State-Northridge*, at Tarzana, California.

Jeremy W. Kravet, *Connecticut*, on October 28, 1989, to **Marcy G. Frank**, *Connecticut*, at Boston, Massachusetts.

Jean A. Duffy, *Eastern Illinois*, on November 11, 1989, to Keith D. Bollinger, at St. Louis, Missouri.

Ronald A. Campodonico, *Houston*, on February 14, 1990, to Katrina E. Deaver, at Las Vegas, Nevada.

Joseph P. Harrington, *Illinois State*, on April 28, 1990, to **Connie J. Kiefer**, *Illinois State*, at Naperville, Illinois.

John C. Schmidt, *Louisiana Tech*, on April 21, 1990, to **Monica**

A. Holt, *Louisiana Tech*, at Kenner, Louisiana.

Jeffrey Koval, *Loyola-Marymount*, on February 25, 1989, to Lisa Glass, at Camarillo, California.

Linda Nelle Popolaski, *Maryland*, on November 22, 1989, to Richard Franklin Sly, at Rockville, Maryland.

Charles P. Hutchins, *Missouri-Columbia*, on December 30, 1989, to Nancy J. Harris, at Carthage, Missouri.

Christopher J. Prohaska, *Nevada-Las Vegas*, on March 10, 1990, to Susan E. Slewing, at San Francisco, California.

Donna Sudderth, *New Mexico*, on January 13, 1990, to Todd Holmes.

Richard D. Silver, *New Mexico*, on February 10, 1990, to Stephanie Gurule.

Delia Anne (Dee Dee) Otero, *New Mexico*, in October of 1989, to John Sikora.

Kimberly A. Lundvall, *Northeast Missouri State*, on August 12, 1989, to Anthony R. Piltz, at Bettendorf, Iowa.

Brenda Clarkston, *Northeast Missouri State*, on October 13, 1989, to Leslie Niemeyer.

Kevin Goldman, *Robert Morris*, on May 19, 1990, to Jane Bender, at Pittsburgh, Pennsylvania.

Robert E. Talbot, Jr., *Shepherd*, on June 2, 1990, to **Jacqueline M. Felichko**, *Shepherd*, at Manassas, Virginia.

Anthony Richard Romano, *St. Peter's*, on June 1, 1990, to **Maureen Patricia Lyons**, *St. Peter's*, at Jersey City, New Jersey.

Andrew Weinstein, *SUNY-Albany*, on June 24, 1990, to **Valerie Schuster**, *SUNY-Albany*.

Thomas M. Kelly, *Wisconsin-La Crosse*, on May 5, 1990, to Laurie L. Flee, at Madison, Wisconsin.

Dividends

To Brother **Joanne F. Puetz**, *Ball State*, and Phil Kuznia, on July 8, 1990, twin daughters, Stacey Marie and Nicole Lynn.

To Brother **Donna Maynard Cooper**, *Baylor*, and Rod Cooper, on June 5, 1990, a son, Travis Jackson.

To Brother **James F. Morgan**, *Cal State-Chico*, and Sheryl D. Lewis Morgan, on March 15, 1990, a son, Christopher Alec Lewis.

To Brother **Fred Matz**, *Cal State-Northridge*, and Evelyn Matz, on June 5, 1990, a son, Paul Frederick.

To Brother **Kurt Beilstein**, *Cal State-Northridge*, and Jayna Beilstein, on May 15, 1990, a daughter, Katy.

To Brother **Linda S. Werneke Edwards**, *Central Missouri State*, and Barry Jay Edwards, on April 4, 1990, a son, Joshua David.

To Brother **John P. Kenney**, *Christian Brothers*, and Catherine

M. Kenney, on August 5, 1990, a son, David.

To Brother **Robert H. Glasser**, *Connecticut*, and Randy Glasser, on June 28, 1990, a son Eric Michael.

To Brother **Jaime Connor Pierce**, *Corpus Christi State*, and Scott Pierce, on June 15, 1990, a daughter, Lauren Alexandra.

To Brother **Mark Randolph Patterson**, *Eastern Michigan*, and Natalie Lowe Patterson, on March 29, 1990, a daughter, Marquise Sarah.

To Brother **James Michael Norton**, *Ferris State*, and Fran Norton, on September 23, 1989, a daughter, Amy Marie.

To Brother **Walter G. Tillman**, *Georgia Southern*, and Carole G. Tillman, on March 16, 1990, a daughter, Carolyn Grace.

To Brother **Randolph Lennart Johnson**, *Loyola-Marymount*, and Catherine Ann Johnson, on April 29, 1990, a son, Christopher Randolph.

To Brother **Michael R. Korsakas**, *Nebraska*, and Cindy L. Korsakas, on December 30, 1989, a son, Michael Taylor.

To Brother **Dean Logan**, *Northeast Missouri State* and Brother **Debbv Bvenger Logan**, *Northeast Missouri State*, on March 8, 1989, a daughter, Jennifer Christine.

To Brother **Martin L. Ellerbrock**, *Ohio State*, and Theresa Ellerbrock, on May 18,

1990, a daughter, Marie Lynn.

To Brother **Brian D. Goldstein**, *Pacific*, and Lori L. Goldstein, on April 23, 1990, a daughter, Morgan Cecily.

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.

Wayne L. Crowe, *Georgia State*, 6-24-90

George A. Reiff, *Kansas*, 3-23-90

Nelson, H. Thuesen, *Missouri-Columbia*, 5-24-90

Ralph M. Williams, *Nebraska-Omaha*, 5-2-90

John J. Fallow, *Pittsburgh*, 6-27-90

Gerry L. White, *Temple*, 4-15-90

Cedric P. Voll, *Wisconsin-Madison*, 6-2-90

Recalls

In the Summer, 1990 issue of The DELTASIG, the grade point average of Southwestern Regional Collegian of the Year Dana C. Hill was inadvertently omitted. Dana has a 3.84 gpa, and should be correctly listed as a member of Gamma Beta Phi honor and service fraternity.

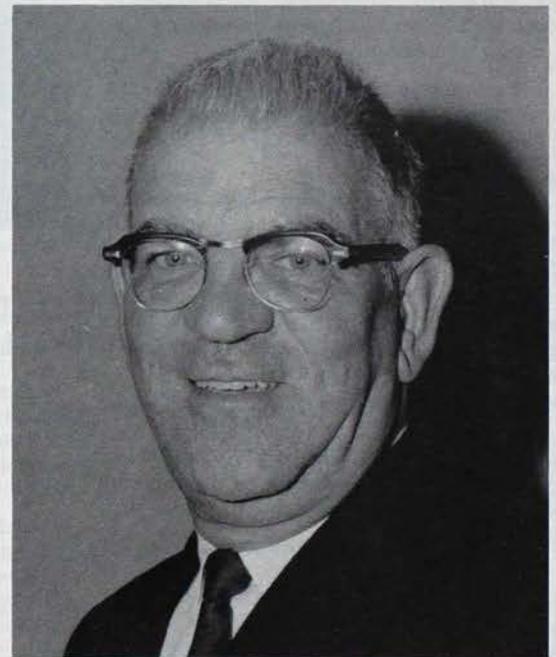
Memoriam

It is with great sorrow that Delta Sigma Pi notes the passing of Brother H. Melvin "Mel" Brown. A 1953 initiate of Chi chapter at Johns Hopkins University in Baltimore Maryland, Mel was a member of the Golden Council, and served his chapter as social chair and President.

Appointed a District Director for Delta Sigma Pi in 1959, he was elected to the position of Director-at-Large on the Board of the Fraternity in 1962. Mel was again elected to the Board of Directors of Delta Sigma Pi in 1965 in the role of Eastern Regional Director and became Mideastern Regional Director in 1971. Mel was active in the Washington D.C., Baltimore and Shepherds-town Alumni Chapters for many years.

Brother Brown was employed for some 27 years by the federal government, having served in several accounting roles for the Veterans' Administration, the Public Health Service and other agencies. He and his wife, Ruth, attended numerous Grand Chapter Congresses and various other fraternity functions throughout the years. Mel is survived by his wife, Ruth, and the memory of all that he gave to Delta Sigma Pi.

Memorial contributions may be directed to the Delta Sigma Pi Leadership Fund (P.O. Box 230, Oxford, OH 45056-0230). An acknowledgment of your contribution will be sent directly to Mrs. Brown.



H. Melvin Brown



Support Delta Sigma Pi...

There are many ways in which you can support your Fraternity. The most important way, and by far the easiest, is by contributing to the Annual Campaign of the Delta Sigma Pi Leadership Fund. Through your tax-deductible contributions, your Fraternity can continue to provide the same quality experience you enjoyed as a collegiate.

When you receive your request in the mail, make Delta Sigma Pi one of your priorities. Make a commitment to support the 1990-91 Annual Campaign. Contributions may be sent directly to :

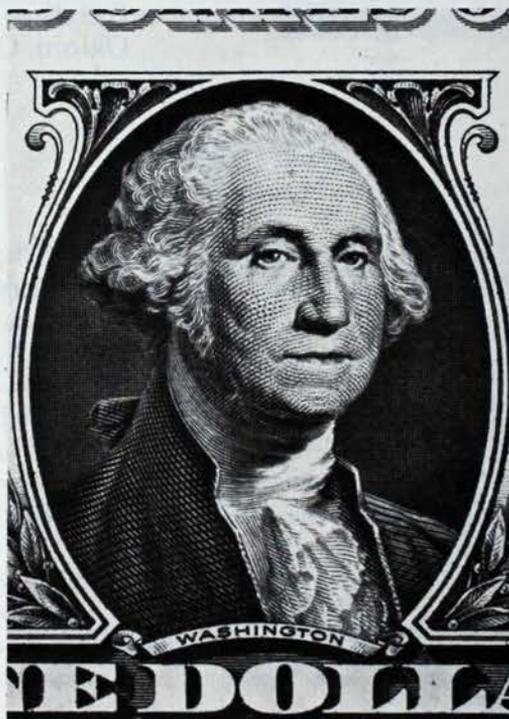
Delta Sigma Pi Leadership Fund
P.O. Box 230
Oxford, OH 45056-0230

...Support
the 1990-91 Annual Campaign!

Delta
Sigma
Pi

LEADERSHIP FUND

TAKE DRUGS AND LOSE ALL YOUR FRIENDS.



If you think drugs cost a lot now, wait until after college. They could cost you a career. Last year alone, America's

businesses lost more than \$60 billion to drugs. So this year, most of the Fortune 500 will be administering drug tests.

Failing the test means you won't be considered for employment. And that's one hell of a price to pay.

WE'RE PUTTING DRUGS OUT OF BUSINESS.

Partnership for a Drug-Free America



The Central Office
Oxford, Ohio

International Fraternity of Delta Sigma Pi

OFFICIAL JEWELRY & ACCESSORIES

Official Badges

01-41 01-31 01-21

Badge Guards

01-11 01-01 05-05

03-1 02-21

Lapel Pins

02-26 02-25 02-12

Officer Dangles

05-02 05-04

05-01 05-03

03-5 03-0 03-4 04-1 04-2 04-4 03-9

03-3 03-6 03-2 03-8 04-3 03-7

Men's Rings

06-5 06-1 06-4

06-2
(07-99 w/en.)

06-3

Women's Rings

07-8
(07-99 w/en.)

07-9 07-7

07-0 07-2 07-6

Birthstones

JAN. FEB. MAR. APR. MAY. JUN. JUL. AUG. SEP. OCT. NOV. DEC.

Lavalieres

08-1 08-2 08-3 08-4

08-6 08-8

09-6 09-1 08-7 08-5

09-4 09-3

10-3 10-42 10-5

Gifts & Accesories

BADGES

01-01	Plain, Golklad	\$30.00
01-11	Pearl, 10K, Yellow Gold	100.00
01-12	Pearl, 10K, White Gold	110.00
01-21	Pearl & Ruby, 10K, Yellow Gold	100.00
01-22	Pearl & Ruby, 10K, White Gold	110.00
01-31	Ruby & Diamond, 10K, Yellow Gold	340.00
01-32	Ruby & Diamond, 10K, White Gold	350.00
01-41	Diamond, 10K, Yellow Gold	625.00
01-42	Diamond, 10K, White Gold	635.00

LAPEL PINS (ALL LAPEL PINS ARE GOLKLAD)

05-01	Life Member Lapel Pin	\$5.50
05-02	Monogram Lapel Pin	5.50
05-03	Large Enameled Coat of Arms Lapel Pin	5.50
05-04	Mini. Enameled Coat of Arms Lapel Pin	5.50

GUARDS — SINGLE LETTER

02-11	Plain, Golklad	\$12.00
02-12	Chased, Golklad	\$14.00
02-13	Plain, 10K	\$25.00
02-14	Chased, 10K	\$28.00
02-15	Crown Pearl, 10K	\$53.00
02-16	Crown Pearl & Ruby, 10K	CALL
02-17	Crown Ruby & Diamond, 10K	CALL
02-18	Crown Diamond, 10K	CALL

GUARDS — DOUBLE LETTER

02-21	Plain, Golklad	\$14.00
02-22	Chased, Golklad	\$18.00
02-23	Plain, 10K	\$32.00
02-24	Chased, 10K	\$34.00
02-25	Crown Pearl, 10K	\$69.00
02-26	Crown Pearl & Ruby, 10K	CALL
02-27	Crown Ruby & Diamond, 10K	CALL
02-28	Crown Diamond, 10K	CALL
02-99	White Gold Finish for any 10K guard	\$6.00

DANGLES

03-1#	President	03-2#	Senior V. P.
03-3#	V. P. P. E.	03-4#	V. P. P. A.
03-5#	Secretary	03-6#	Treasurer
03-7#	Chancellor	03-8#	V. P. C. O.
03-9#	Historian	03-0#	Ritual Chair
04-1#	Correspondent	04-2#	Advisor
04-3#	Activities Chair	04-4#	Guide

Golklad [2]	\$10.00
10K Yellow Gold [3]	\$18.00
10K White Gold [5]	\$23.00

PLEDGE PIN

05-05	Pledge Pin	\$3.50
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LAVALIERES

# = use finish #	14K	10K	GK	SS
[# = use finish #]	[4]	[3]	[2]	[1]
08-1# Mini Vertical ΔΣΠ	\$25.00	\$16.50	\$10.00	\$13.00
08-2# Circle ΔΣΠ	40.00	30.00	13.00	13.00
08-3# Heart ΔΣΠ	40.00	30.00	13.00	13.00
08-4# Staggered ΔΣΠ	38.00	28.00	10.00	13.00
08-5# Ingot ΔΣΠ	75.00	55.00	13.00	13.00
08-6# Life Member	N/A	N/A	7.50	N/A
08-7# Lg. C of A [e]	N/A	N/A	7.50	N/A
08-8# Mini C of A [e]	N/A	N/A	7.50	N/A
08-9# 18" Neck Chain	N/A	N/A	7.50	7.50
07-99	Enameled Coat of Arms for items marked [e] - \$6.00			

NOTE: Lavalieres do not include a chain.

CHARMS & PINS

# = use finish #	14K	10K	GK	ST
[# = use finish #]	[4]	[3]	[2]	[1]
09-1# Pebble C of A	\$150.00	\$110.00	\$35.00	\$40.00
09-2# 3/4" Disc C of A	140.00	100.00	35.00	40.00
09-3# Staggered Stickpin	N/A	38.00	20.00	20.00
09-4# C of A Stickpin	N/A	38.00	20.00	20.00
09-5# # 09-1 as a Pin	150.00	110.00	35.00	40.00
09-6# # 09-2 as a Pin	140.00	100.00	35.00	40.00

MISCELLANEOUS*

# = use finish #	10K	GK	SS
[# = use finish #]	[3]	[2]	[1]
10-3# C of A Money Clip	\$45.00	\$22.00	\$22.00
10-42 C of A Key Chain	N/A	\$19.00	N/A
10-5# C of A Cross Pen	65.00	45.00	45.00

* Finish selection for miscellaneous items is for the Coat of Arms portion only. All Cross pens are gold filled. Money clips are Golklad.

JEWELRY PRICE LIST & ORDER FORM

MEN'S RINGS		14K	10K	ST
# = use finish #		[4]	[3]	[1]
06-1#	Incised Coat of Arms	\$370.00	\$260.00	N/A
06-2#	Onyx w/Coat of Arms [e]	395.00	285.00	145.00
06-3#	Signet Coat of Arms [e]	285.00	200.00	100.00
06-4#	Incised ΔΣΠw/Amethyst [b]	350.00	250.00	115.00
06-5#	ΔΣΠ Collegiate [b]	485.00	345.00	145.00
WOMEN'S RINGS		14K	10K	ST
[# = use finish #]		[4]	[3]	[1]
07-1#	Swirl w/ Pearls	\$190.00	\$140.00	N/A
07-2#	Swirl w/ Ruby & Pearl	200.00	150.00	N/A
07-3#	Swirl w/ Rubies	205.00	155.00	N/A
07-4#	Swirl w/ Ruby & Diamond	270.00	220.00	N/A
07-5#	Swirl w/ Diamonds	300.00	250.00	N/A
07-6#	Oval Incised Greek Letter	150.00	110.00	40.00
07-7#	Narrow Band C of A [e]	125.00	95.00	40.00
07-8#	Onyx w/Coat of Arms [e]	190.00	140.00	60.00
07-9#	#07-8 w/Pearl shanks [e]	210.00	150.00	70.00
07-0#	Mini Monogram	100.00	75.00	35.00
07-99	Enameled Coat of Arms for items marked [e] - \$6.00			

[b] = also available with birthstone, please specify

All jewelry is exclusively manufactured for

Delta Sigma Pi

in the

United States of America

by.....



Burr, Patterson & Ald Company
Since 1870

ORDER INFORMATION

- Jeweled badges, all guards, rings, charms, and miscellaneous items are custom orders; allow 4 to 6 weeks for delivery. Allow 2 to 3 weeks for all other items.
- We provide a 5% discount for cash purchases. All prices in this list are cash discount prices in \$US and are subject to change without notice.
- All orders must be prepaid by check, money order or credit card. Returned checks are subject to a \$12.50 service charge.
- Orders may be returned only with prior return authorization. Contact the Jewelry Order clerk at The Central Office for return authorization number.

- Custom orders are not cancellable.
- QUESTIONS ? SPECIAL ORDERS ? — contact the Jewelry Order clerk at The Central Office at 513-523-1907.
- All stones, with the exception of diamonds are synthetic. Call to determine price and availability of genuine stones.
- GK = Golklad, which is a 14K gold electroplate.
- ST = Silvertain®, which is white jewelers stainless.
- 10K = 10 carat gold
- 14K = 14 carat gold
- SS = Sterling Silver

NAME		CHAPTER & NUMBER
MAILING ADDRESS		TELEPHONE NUMBER
CITY, STATE & ZIP CODE		

ITEM NO.	QTY	DESCRIPTION	COST

<input type="checkbox"/> VISA <input type="checkbox"/> MasterCard	A) SUBTOTAL
Card Number	B) Shipping & Handling [5% of A]
SIGNATURE	C) Credit Card Sale - 5% of A + B
	Ohio Orders - 5% Sales Tax[A+B+C]
	TOTAL REMITTANCE
EXP. DATE	SEND ORDERS TO: Delta Sigma Pi P.O. Box 230 Oxford, OH 45056-0230

continued from page 7

GM had already begun to do what its new chairman envisioned. In 1981, GM began a massive reorganization of its engineering and manufacturing operations, with the formation of a worldwide Truck and Bus Group. GMFanuc, General Motors joint robotics-systems venture with Fujitsu Fanuc of Japan, was initiated in 1982. "There's a great future in industrial robotics," said Brother Smith, "and with GMF's superior assets, we hope to be a major part of it."

In 1983, he announced what was perhaps the best-known and most ambitious venture of his chairmanship: the Saturn Project.

"Our goal," he said, "is to use literally hundreds of innovations and inventions in design and engineering -- along with the unique plans for melding them together. We will be able to build small cars in this country in a way that will not only be cost-competitive with small foreign cars, but will also represent solid advances in safety, handling, and durability." Two years later, Saturn Corporation was created as a separate, wholly owned subsidiary.

Brother Smith said then that "nearly 70 years have passed since GM added a new nameplate to its domestic passenger-car lineup. We've taken this unusual and historic step because the different technology, systems, and organization developed by Project Saturn require a new structure distinct from GM's other automotive operations."

In 1983, GM joined with Toyota to found New United Motor Manufacturing, Inc. (NUMMI), an unprecedented joint venture that would build cars at the former GM plant in Fremont, California. In 1985, at the dedication of the NUMMI facility, Brother Smith said that "in one bold step" GM, Toyota, and the United Auto Workers had "committed [themselves] to competing through innovation [and] change."

In 1984, Brother Smith engineered the acquisition of Electronic Data Systems, a leading computer-services firm that would support GM's core business by building new computer and telecommunications networks, modernizing and integrating the company's data processing, and developing new software and services for sale outside GM. The corporation also acquired a part interest in several small machine-vision firms. Of his diversification strategy, Brother Smith said, "We're not just going to stick to our traditional markets -- not when our strengths are

naturally leading us to great opportunities in other non-traditional fields." That same year, with President Reagan as a visitor, Brother Smith dedicated the new Orion Township assembly facility. He said that the new plant, along with a similar facility in Wentzville, Missouri, would "help keep our country competitive in the global marketplace and thereby help create a better future for all of us."

GM added to its arsenal of electronic and high-tech expertise through its 1985 acquisition of Hughes Aircraft.

"A major reason for bringing GM, Hughes, and EDS together," Brother Smith observed, "was to create [a] computer-integrated, 21st century corporation ... building a true 21st century car in true 21st century factories, with all of its facili-

*"We're on the
brink of a new
industrial age in
America."*

ties ... equipped with and interconnected by true 21st century information systems."

In 1987, Brother Smith unveiled the GM Sunrayer, the high-tech, solar-powered car, which contained a host of innovations with important implications for electric-powered cars and other vehicles of the future. The Sunrayer was the winner of a 1,950-mile solar-car race across Australia. It finished two and one-half days ahead of the nearest competitor.

Brother Smith revealed a "New Europe Strategy" in 1990, which he said represented "an all-out push to position [GM] for 21st century Europe: a new community of nations based on the open-trade concept of EC92, and invigorated by the growing economic freedoms of the countries of Eastern Europe."

As part of that strategy, he announced that GM would become the first American automaker to build cars in East Ger-

many, as well as the first American company to build engines and assemble cars in Hungary. This year has also seen the appearance of two completely new GM cars. One was the Impact, an experimental electric-powered vehicle that would help GM to be, in Brother Smith's words, "the first automobile company to mass-produce a modern electric car. And not just any electric car, but one that's as safe as any vehicle on the road today, that has a range and cost that customers will find appealing, and that performs as well as current internal combustion-engine vehicles."

The other new vehicle was the long-awaited Saturn. On the eve of his retirement, Brother Smith drove the first production model off the assembly line in Spring Hill, Tennessee.

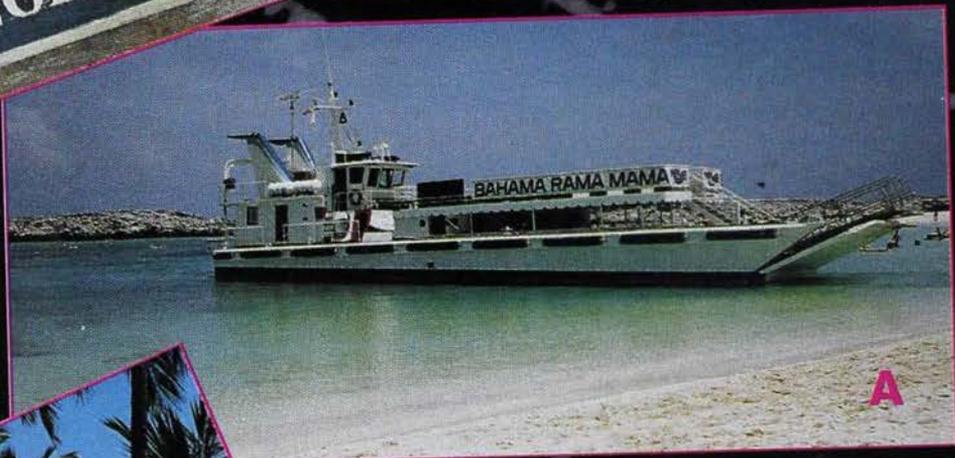
Saturn's primary goal would be, as Smith had previously told a group of newspaper editors, "to 'intercept' people who intended to buy Asian imports ... and bring these customers back to GM." And through Saturn, GM would affirm that "American ingenuity, American technology, and American productivity can once again be the model and the inspiration for the rest of the world."

In addition to the many highlights of his GM career, Roger Smith has been involved in numerous service projects and community organizations. He is a trustee of the California Institute of Technology, the Michigan Colleges Foundation, Inc., and the Sloan Foundation. Additionally, he has received honorary doctorates from several universities.

Brother Smith also serves on the board of directors of General Motors, Johnson & Johnson, Citicorp, PepsiCo and International Paper, and is the chairman of The Business Council and a member of The Business Roundtable. Still, the focus of his professional life has been General Motors. As he told stockholders in 1989: "We go into the '90s a strong and solid company -- and most importantly, a proud and cohesive worldwide team. We will never lose sight of our primary mission: to build the world's best cars and trucks, and thus to provide a superior return on investment for our stockholders, job security for our people, and total satisfaction for our customers."

Delta Sigma Pi salutes and congratulates Brother Roger Smith on his 41 years of service to General Motors Corporation and his impact on American business.

**PRIVATE
BEACH
PARTY**
NORWEGIAN CRUISE LINE
PASSENGERS ONLY



Scenes from the Bahamas —

- A) The Bahamarama Mama transported us to our private beach party.
- B) Limbo anyone?
- C) Grand President Kinsella and his wife Janet enjoy dinner with the Captain of the Sunward II.
- D) Winners of the NCL Olympics.
- E) Theme dinners were a highlight of the cruise.
- F) Deltasigs pose for a photo at our formal dinner.
- G) Goin' scuba diving!





Brothers and Guests gather at the chartering ceremony for the South Florida alumni chapter in West Palm Beach.



Grand President William R. Kinsella (far left) and Executive Director Michael J. Macur, Jr. (far right) join South Florida President Heather Bailey and Vice president Darryl T. Logullu.

New Alumni Chapter

*South
Florida
fulfills
franchise
requirements*

The South Florida alumni chapter mission is simple: inform collegiate Brothers that there is a place for them in Delta Sigma Pi after graduation — an alumni chapter!

Initial interest in forming an alumni chapter in South Florida grew from the dedication and commitment of just a few Brothers. Through their hard work, Delta Sigma Pi is proud and pleased to welcome its newest franchised alumni chapter.

The original idea of a few Brothers to form an alumni chapter became a reality in August, when an installation banquet was held.

These Brothers franchised as the South Florida alumni chapter since their membership is composed of three counties in South Florida; Dade, Brower, and Palm Beach. From information they gathered from The Central Office, they found there were nearly two thousand Deltasigs in the area. This large base of Deltasigs in their immediate area guaranteed the successful chartering of the chapter.

They received a financial contribution and initial corporate sponsorship from Fidelity Savings Bank of Florida, headquartered in West Palm Beach. These funds were put to good use

during much of the planning stages for the chapter. Postal expenses and mailing cost were covered by this donation as the chapter contacted Brothers about this new alumni chapter venture.

The South Florida alumni chapter includes Brothers from all professions and ages, thereby reinforcing the fact that Delta Sigma Pi is indeed for life. Many Brothers commute in excess of one hour to attend meetings with the new South Florida Alumni Chapter, and they are pleased to have members from many chapters and states across the country.

Plans are to have approximately 50 active Brothers in the chapter by January 1991, thereby nearly doubling its initial membership. January will also mark the one year anniversary in the development of the alumni chapter.

South Florida also has plans to work heavily with other alumni chapters in the state of Florida (Tampa and Orlando) to further renew and strengthen the fraternal bonds of Delta Sigma Pi. Primarily, though, they look forward to helping the collegiate chapters within the area through active participation and attendance at Area and Regional Conferences, as well as other fraternity gatherings.

Leadership Fund

Living LEGACY

The Delta Sigma Pi Leadership Fund was established to support the educational and scholarship programs of our Fraternity and Foundation. While the day-to-day operations of the Fraternity are, and should be, totally financed through current income from members, the educational and scholastic objectives of Delta Sigma Pi need significant funds if future generations are to have opportunities uniquely experienced within our Fraternity.

Our members have available to them excellent classroom learning opportunities, as provided by their school or university. However, the traditional classroom does not focus on professional development, practical leadership experiences and the positive civic and commercial values shared within a chapter of Delta Sigma Pi.

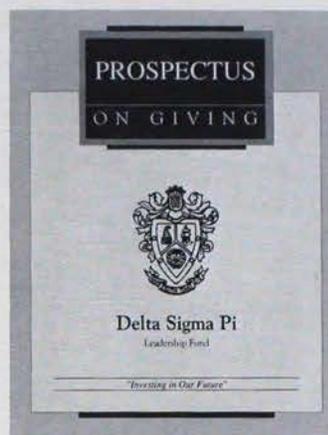
The Board of Trustees of the Delta Sigma Pi Leadership Fund have carefully considered those things that we must do if our Fraternity is to continue its tradition of excellence and achievement within the business community. In this regard, the Board of Trustees of the Delta Sigma Pi Leadership Fund proudly introduce *Living Legacy*, a planned giving program for our Brotherhood, and welcome those who are interested in investing in the future of Delta Sigma Pi — a future of strengthened Brotherhood and fraternalism.

Living Legacy status is afforded to those loyal Deltasigs who have provided for the Leadership Fund through a planned gift. Presently, *Living Legacy* status is bestowed upon a Brother who provides documentation to the Leadership Fund on the establishment of one of the following planned giving vehicles in an amount of \$5,000 or more:

- Bequest by Will
- Beneficial interest in a life insurance policy
- Charitable Trust with a third party administration

Brothers who are interested in investing in the future of Delta Sigma Pi may use the Leadership Fund's "Prospectus on Giving" to obtain information on various Planned Giving vehicles. Copies of this book are available by either calling or writing the offices of the Leadership Fund. For more information, please contact:

Daniel S. Doyle
Director of Alumni Development
Delta Sigma Pi Leadership Fund
P.O. Box 230
330 South Campus Avenue



Prospectus on Giving



**CAPITALIZING
ON BROTHERHOOD**

38th Grand Chapter Congress
The Omni Shoreham Hotel
Washington, DC
August 13-18, 1991