

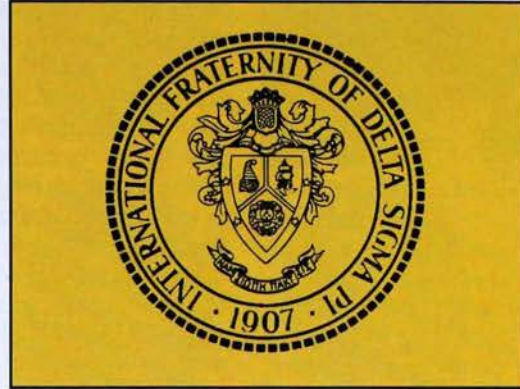
The Deltasig[®]

of Delta Sigma Pi

Winter 1992



1907



delta sigma pi



ΔΣΠ
DELTASIGS

500
YEARS



BROTHERHOOD

Commentary



William R. Kinsella

Do you ever wonder why we, as an organization, have perennially improved, grown and met our goals? Have you considered why we have been so effective over the years in member education and services? In organizational efficiency? And lately, in fundraising? Why are we the best professional business fraternity?

Is it because of what we stand for? Is it because of our strong fraternal bonds and Ritual? Is it simply because we have learned as we have become a more seasoned organization? Each of these is certainly a key reason but individually, and even collectively, they do not tell the whole story. It's been said many times by groups but it is equally, if not more important, applicable to Delta Sigma Pi — our people are our most important asset.

We are successful because we are able to constantly recruit dedicated people to serve our Fraternity and contribute their time, their effort, their money, their thoughts, their creativity; essentially to contribute something of themselves. We are able to attract the best of our alumni to serve as District and Regional Directors and members of the Executive Committee. We are extremely fortunate to draw so many faculty to assist our collegians by serving as a Chapter Advisor or participating in chapter activities or helping to recruit additional faculty members. Our alumni who are unable to actively participate due to other commitments demonstrate their commitment in other ways, principally through their generous and on going support of the Leadership Fund.

But we are also successful because of

our employees. The staff of The Central Office is a very important part of our "people assets." Unfortunately, many of our members have less than fond memories of their dealings with "The Central Office." (I am often amused when I hear them referred to that way as if they are some inanimate object. "The Central Office" is the building of brick and stone; the staff, the people who work there, who work for us, are what makes the building, and to a great extent our organization, come alive.) Unfortunately, many times they may have to say no, or deliver bad news that you don't want to hear. Other times, information may be delayed, or an order may be mishandled, or a meeting may have to be cancelled. Many of you never see, and are not aware, of what goes on in the office on a daily basis. Think of all that our staff does for us from editing and publishing this magazine, to coordinating 31 regalia trunks in 50 states, to processing over 4,500 new members each year, to planning and writing curriculum for the Officer Training Schools, to coordinating the fundraising efforts of the Leadership Fund, to visiting and consulting with over 70% of our chapters every year, to assisting with new chapters and reactivating old ones, to obtaining new alumni fringe benefits and many more.

As pledges, we had to memorize the names of the various members of the "Executive" staff of The Central Office, like the Executive Director, Director of Chapter Services, Chapter Consultants, etc. Being a staff member for any association can have its difficulties. You have bosses who change every one or two years (the volunteer officers), you have to deal with several different personalities among your membership, your facilities and resources may be limited by tight budgets and worse of all, some may wonder when you're going to grow up and get a "real" job.

Well, I can tell you that working on an association staff is definitely a "real" job, as "real" as any of us may have whether it be in banking, real estate, marketing, or even accounting. A seasoned and experienced senior staff officer is as valuable to an association as any senior vice president might be to a bank or partner to a professional services firm. Our staff working in our Central Office is no exception and they do, and I am confident will continue to do, their best for us. They are profes-

sionals in the truest sense of the word.

But there is also another group of our employees that we rarely see or hear about. We don't learn their names, or get to meet them, and usually they are just a voice at the other end of the telephone. But our "Administrative" staff are the people in the trenches who support our executive and volunteer officers. They keep the wheels running smoothly, they figure out what happened to that trunk or badge you ordered, they are the ones who take your calls and help as best they can. They are another reason for our continued success and I would like to close by recognizing them and thank them, on behalf of all of us, for their efforts during this past year.

Best fraternal regards,

WILLIAM R. KINSELLA
Grand President

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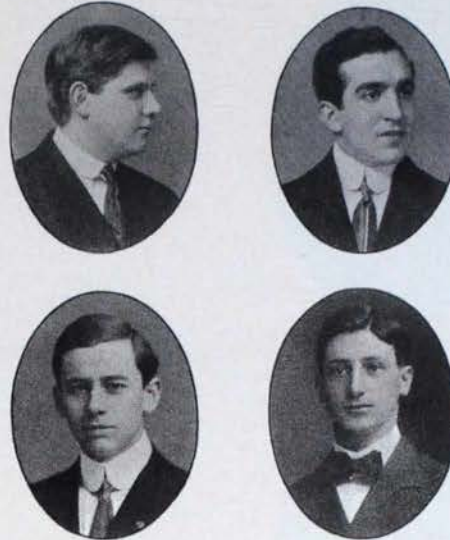
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The Deltasig of Delta Sigma Pi®

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EDITOR — Michael J. Mazur, Jr.

MANAGING EDITOR — Daniel S. Doyle

PRODUCTION ASSISTANT — Hilda J. Krueger

Our Founding Fathers



Moysello



Tienken

ALFRED MOYSELLO

Alfred Moysello was born in Italy in 1884 and he came to the United States, specifically New York City, at an early age. He attended City College of New York and enrolled in New York University in 1906. With tremendous personality, he was one of the most popular students at the university and participated wholeheartedly in all of the activities of the class.

He joined with the other Founders in establishing Delta Sigma Pi at NYU and, as a fraternity Brother exemplified the purposes of the fraternity. His friendliness and personality were distinct chapter assets.

In his career he was connected with the Board of Education of Brooklyn for many years and gave much of this time to the study of juvenile delinquency and child psychology.

He was in attendance at the Thirteenth Grand Chapter Congress in Philadelphia in 1939 and is well remembered for the active interest in Delta Sigma Pi he displayed throughout his life. He was married and had one son, and died in 1941.

HENRY ALBERT TIENKEN

Henry Albert Tienken was born in Brooklyn, New York, in 1887, attended New York University in the early 1900's, and graduated in 1909 with a degree of Bachelor of Commercial Studies.

He departed from the United States in 1910 to work as an accountant for an American oil company with operations in the Chaco area of Argentina, and to the best recollections of his son, remained in Argentina until 1918. In 1918, he became a partner in a company Wise and Tienken, a lumber firm on the Northern part of the river, Tornagaleones, in Chile. In the summer of 1919, he returned for a six month visit to the United States, his only and last trip to his homeland.

In 1920, "Hat," as he was called by his friends, married Emily Lilley Hazelton, daughter of a British Merchant Marine Captain, and out of this marriage were born four sons and a daughter. Two of his sons became members of Delta Sigma Pi; William Henry Tienken was initiated by the Delta Mu Chapter at the University of the Americans in Mexico City and George H. Tienken was initiated as a member of Kappa Chapter at Georgia State University in Atlanta, Georgia.

"Hat" traveled extensively and served in a variety of positions throughout South America. He became quite ill with a heart condition late in 1943, and in January of 1949, Henry Albert Tienken died and was buried in Oruro, Bolivia.

He enjoyed tremendous love, respect and admiration from all of his sons. His philosophy was very basic. He did not believe in violence. He was a believer in talking things out. He enjoyed people. He loved reading, music, sports and his cigars. He was a deep man with a rich inner life which never surfaced for others to see. Receiving many undeserved knocks from fate, he remained confident and pleasant. To him the great gifts of life were trusting God, and physical, mental, and moral strength and health.

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*Delta Sigma Pi takes a look back on the
four men who founded our fraternity as we
celebrate 85 years of Brotherhood in 1992.*

HAROLD VALENTINE JACOBS

Harold Valentine Jacobs was born in New York City in 1888, and attended schools in New York City. He lived in the borough of Brooklyn and attend Ps 32 and recollected that the neighborhood was a great place for everyone to play baseball except for the next door neighbor's kid who kept banging on a piano, a kid named Aaron Copeland.

Upon graduation from high school in the spring of 1906, he developed an interest in accounting and, therefore, entered New York University's School of Commerce, Accounts and Finance in the program which led to the Bachelor of Commercial Science degree. During the day the day he worked as a Junior Accountant in the Wall Street area for the firm that became Peat, Marwick, Mitchell and Company.

His skills in accounting were immediately put to use after enlistment for World War I which began for him in October, 1917. He held various positions in the General Accounting Office during his 14 month assignment in Paris.

After discharge, with the rank of Sergeant in May of 1919, he returned to his bride whom he had left after only three months of marriage. Civilian life brought two rewards: a son in 1920 and his CPA Certificate in 1923. He worked for a number of accounting firms including Peat, Marwick, Mitchell and Company, but shortly decided to go into private practice.

He and his wife, Rose, a first grade teacher all her professional life, retired to Florida in 1962. Rose, incidentally, is the "Rose" referred to in "The Rose of Delta Sigma Pi." After she died there in July of 1970, he moved North to join his son, James, and his family, in Monticello, New York. He died there in July of 1972. His son, James, was initiated as a member of Delta Sigma Pi by the Zeta Psi Chapter at the State University of New York at Albany in 1971.

In a letter written to his son in 1966, after attending the installation of Zeta Phi Chapter at Florida Atlantic University in Boca Raton, he wrote, "after fifty-nine years of effort, the ideals of the Founders for a fraternity made of members regardless of race, creed, or color has come to pass. As one of the originators of this fraternity, and the ideas expressed and implied in the original Constitution and Bylaws, I can feel that I have accomplished something in this small world."



Jacobs



Makay

ALEXANDER FRANK MAKAY

Alexander Frank Makay was born in New York City in 1888 and attended public school there. In 1930, his last name was legally changed to Mackay.

He was a graduate of the class of 1909 of New York University and continued a lifelong association with NYU as an alumnus. As an undergraduate, he was a football and track star and later served on the Athletic Council. To him belongs much of the credit for NYU's days of gridiron greatness.

Despite a busy practice in the accounting firm bearing his name, he was active in several clubs in and around New York. Of his many interests, it is likely that none was closer to him than his fraternity. He as one of the quartet which founded Delta Sigma Pi and maintained fraternal friendships for more than 40 years until his death.

In the early days of the fraternity, he was a member of several national committees and served on the Board of Directors for six years. On the day of his death he was to have hosted a fraternity function at his home at Sea Cliff, Long Island, New York.

He and his wife, Marion, had one daughter. His brother, William J. Makay, was later a member of Alpha Chapter.

Year in Review

Beginning with Regional Conferences in the fall of 1990, and concluding with the 38th Grand Chapter Congress in Washington, DC, this past summer, Delta Sigma Pi enjoyed a good year in 1990-91.

During 1990-91, Delta Sigma Pi:

Maintained operations at 170 collegiate chapters and over 50 alumni chapters.

Initiated 4,330 new members including 120 new Faculty Members and 20 Honorary Members.

Received over \$110,000 in contributions to the Leadership Fund from over 2,500 Brothers, friends and corporations.

Introduced the Living Legacy program to recognize Brothers who provide planned gifts to the Leadership Fund.

Awarded \$15,000 in Scholarships to Brothers for scholastic achievement, fraternal activity and demonstrated financial need.

Achievements

Provided consultation support from The Central Office to 123 collegiate chapters representing visits to 72% of the active collegiate chapters.

Maintained a staff of professionals at The Central Office to administer and develop national fraternity operations and programs.

Extended the Delta Sigma Pi family with the installation of a new collegiate chapter at Pennsylvania State University-Behrend College (Mu Pi), and reactivated the chapter at Western Michigan University (Epsilon Omicron).

Witnessed the circulation of The DELTASIG Magazine increase to over 35,000 per issue.

Recognized 18 collegiate chapters that earned Honor Roll status in the Chapter Efficiency Index and 62 collegiate chapters that achieved Honorable Mention status.

Offered a comprehensive alumni benefit package coordinated through The Central Office.

Top Ten Chapters 1990-91 Total Initiates

- #1 Alpha Beta (Missouri-Columbia) 2,560
- #2 Beta Kappa (Texas-Austin) 2,449
- #3 Alpha Pi (Indiana-Bloomington) 2,023
- #4 Alpha Rho (Colorado) 1,974
- #5 Alpha Upsilon (Miami-Ohio) 1,946
- #6 Epsilon (Iowa) 1,849
- #7 Beta Lambda (Auburn) 1,819
- #8 Alpha Lambda (UNC-Chapel Hill) 1,687
- #9 Alpha Gamma (Penn State) 1,682
- #10 Alpha Delta (Nebraska-Lincoln) 1,671

Living LEGACY

Consider including Delta Sigma Pi in your estate plans. Living Legacy status is afforded to those Deltasigs who have provided for the Leadership Fund through a planned gift. To obtain more information on various planned giving vehicles, please call or write:

Daniel S. Doyle
Director of Alumni Development
Delta Sigma Pi Leadership Fund
330 South Campus Avenue
P.O. Box 230
Oxford, Ohio 45056-0230
(513) 523-5252

Scholarships

The Delta Sigma Pi Educational Foundation, through your generous support of the 1991-92 Annual Campaign of the Delta Sigma Pi Leadership Fund, announces that applications for the following scholarships are now being accepted:

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. Grants are based on fraternity service, scholarship and demonstrated financial need.

Graduate Study Grants for Deltasigs

One-time grants of \$1,500 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.

**Please send me an application and information
on the following scholarship**

Undergraduate Study Grant

Graduate Study Grant

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Chapter & Initiation #: _____

**Clip and mail to:
Delta Sigma Pi Educational Foundation
P.O. Box 230
Oxford, Ohio 45056-0230**

**or call (513) 523-1907
to have information mailed to you.**

Your Chapter Speaks



Brothers of Mu Chapter enjoy themselves at their recruiting table this past fall.

NEW ENGLAND REGION

BENTLEY, LAMBDA TAU—The Lambda Tau Chapter at Bentley College of Waltham, Massachusetts, will be hosting its fifth year anniversary on April 4, 1992. All are invited to help us celebrate. The semester is off to a great start. Highlights of the professional activities include guest speaker Joe D. Lorenzo, Financial Manager of the Boston Celtics, and an intensive tour of Logan Airport. Highlights of the community service activities were the Jimmy Fund walk-a-thon and a "Coast Sweep" of Revere Beach.

Brotherhood is running strong at the Lambda Tau Chapter. We have a hard working pledge class. Future plans include chapter interactions with Gamma Chapter at Boston University, and the Boston Alumni Chapter.

We wish all the chapters luck in seeing you at our fifth year anniversary

—Eric A. Krupski

BOSTON, GAMMA—Gamma Chapter welcomed Brothers from Beta Eta Chapter at the University of Florida on Wednesday, October 23rd. All Brothers enjoyed our visitors' company throughout the remainder of the week.

Recruiting was successful with over thirty perspective members. "Meet the Chapter" was held at the Castle, where Brothers introduced themselves and became acquainted with interested students. An information session on the Federal Reserve was held in September, which taught us about its functions. A representative from Filene's department store was invited for a presentation in October. Our pizza party in September attracted a number of students. This was just one of many future events the Brothers have to look forward to. Our fall initiation was memorable.

—Julie Tikelis

CONNECTICUT, THETA IOTA—Theta Iota Chapter had an exciting semester with a little help from some of our Brothers who made it to Grand Chapter Congress. They shared several new ideas that they learned from their travels.

The Brothers made a special effort to promote Brother relations by holding a Brother/Alumni Picnic. Alumni Brothers made an appearance to tell their stories of the past and several Brothers from different chapters came to greet new and old faces.

Starting this fall semester we had two outstanding recruiting functions where 17 enthusiastic pledges were recruited. The list goes on, continuing with our sponsoring of five professional activities, Big Brother/Little Brother events and Founders' Day festivities in November. The fundraisers were exceptional and everyone contributed to make them a success. Some activities were car washes, a jewelry sale, a clothes sale and a candy sale.

Accenting our fundraisers were several community service events. Our efforts began with the Red Cross blood drive and visiting children for Halloween at the Newington Children's Hospital. Also, we had a Welcome Back Party, a Halloween Party and we even became involved in Homecoming with our banner of "The Grinch that stole UCONN." We wish everyone continued success and good fortune in the future semesters.

—Tracie L. Hettrick

SIENA, THETA UPSILON—In October, Theta Upsilon Chapter participated in a political poll for the Albany County Executive election. The interaction and dedication of both Brothers and pledges helped obtain the 550 survey goal set by the Times Union, our local paper. The efforts of the fraternity were recognized by the Dean of Business, Douglas Lonnstrom, who is a faculty Brother at Siena. Acknowledgement was also attributed to the

chapter in the October 29, issue of the Times Union. Congratulations and thanks to all the Brothers and pledges who helped serve our community.

SUNY-ALBANY, ZETA PSI—After a long summer vacation, Brothers of Zeta Psi Chapter returned to Albany for the annual "carpet sale" fundraising event. We cut, bagged, and sold carpets to students on campus. After this profitable beginning, the chapter concentrated on the recruitment of 20 new pledges for Fall 1991, as well as the many professional and community service activities which kept us busy.

Career Day '91, our largest annual professional event, was a success with a turnout of over 50 firms. In addition to this, we had a strong professional program with various speakers on topics such as interviewing, long range strategic planning, and even how to "Dress for Success." Brothers also enjoyed spending time with each other and being involved with the community by playing bingo with the elderly, preparing dinner for the homeless, and teaching fifth grade students the basics of business.

Playing its role, the financial committee involved the chapter in new and different fundraising ideas. We compiled the results of a survey administered by a national religious organization and assisted with events during Parent's Weekend. We also had the opportunity to strengthen our ties with Brothers from Siena and the University of Connecticut through interchapter social events.

The chapter is looking forward to celebrating its 25th Anniversary this spring. We hope all Zeta Psi members will attend!

—Marcia Friedman

BOSTON ALUMNI CHAPTER—This has been an especially exciting fall for the Brothers of the Boston Alumni Chapter. We started by breaking tradition and attending a late fall Boston Red Sox game. Although the Red Sox were handed a humiliating defeat, the Boston Alumni Chapter somehow managed to make it an enjoyable event.

Next, many of us are still laughing about our night at Nick's Comedy Stop. The three fine comedians, headlined by DJ Hazard, had many of us laughing until we cried. To wrap up the fall, a canned food drive was held in conjunction with both Gamma Chapter and Lambda Tau Chapter. All in all, the Boston Alumni Chapter enjoyed a pretty well rounded fall of Brotherhood. Our chapter consists of around fifty members from many different collegiate chapters and backgrounds. Our events are scheduled every four to six weeks and vary according to the wishes of the membership. All Brothers are always welcome at any of our events.

If you are in the Boston area for any reason, please call Nick Steinkrauss, Chapter President, at 617-335-5003 (home) or write us at P.O. Box 7240, Quincy, MA 02269-7240. We would be happy to bring you up to date with our activities.

—Keith Merrith

Your Chapter Speaks

MIDEASTERN

GEORGETOWN, MU—Mu Chapter enjoyed seeing our fellow Deltasigs this past summer at the Grand Chapter Congress in Washington, D.C. We most recently welcomed back our alumni Brothers during Homecoming Week-end. This semester Mu Chapter hopes to initiate 16 pledges to make the Brotherhood 66 members strong. As a community service project, our chapter volunteered at the 200th anniversary of the District of Columbia.

The Brothers welcomed Mr. Stephen Bechtel, CEO of Bechtel Inc., to speak on the role of Bechtel in Kuwait. The Brothers, students of Georgetown, and the administration of the School of Business Administration attended. In addition, our professional calendar has featured Andersen Consulting, Ernst & Young, Marriott Corporation and our Young Alumni Series. We are also helping to organize Business Weekend at Georgetown.

—Gretchen A. Stross

HOWARD, IOTA RHO—The Brothers of the Iota Rho Chapter have been very busy in the last year striving toward achieving greater altitudes of professionalism and Brotherhood. At the beginning of the semester, we were pleased to welcome Brother Marquis Brown and Brother Tracey Humphrey back to our campus after they served as active participants in "Operation Desert Storm."

In addition to numerous other professional seminars, Iota Rho Chapter recently held "Delta Sigma Pi Week." During this week, the Brothers introduced important business topics to students throughout Howard University's School of Business. These topics included seminars on "How to Acquire Wealth Now," "Making the Professional Grade," and "Preparing to Become an Accountant." The Brothers concluded each seminar with a reception and prize drawings.

Because of an increase in homelessness and violence, the Brothers of the Iota Rho Chapter have pledged to stress our community service activities. We have reinforced our commitment to the surrounding community, by sponsoring food and clothing drives, participating in fundraisers for children of dysfunctional families, and feeding the homeless.

As the year progresses, the Brothers of the Iota Rho Chapter look forward to expanding our horizons to the student body of Howard University and the metropolitan area of Washington, D.C.

—Nacole M. Bellamy

JOHNS HOPKINS, CHI—The pledge class this fall produced 16 new Brothers. Chi Chapter is very proud of our newest members and is excited to be working with them.

Chi Chapter has sponsored six professional events this fall. Dr. Berry Whitman spoke on "What to do with a Degree" and gave an economic tour of Annapolis, Maryland. Richard Sarmiento lectured on Entrepreneurship, Roy Sommerhof talked about construction management for the new Oriole baseball stadium, Camden Yards, and State Senator Gerald Winegrat discussed the Chesapeake Bay Pro-

tection Act which is to be reintroduced to the Maryland General Assembly this spring.

Chi Chapter is "Adopting a Stream" in November, in coordination with Maryland Save Our Streams. They will be working to clean up Stony Run which runs through our campus.

—Karen S. Roos

PENNSYLVANIA, BETA NU—The Beta Nu Chapter at the Wharton School of Business was the host this semester for a Philadelphia area Octoberfest. Chapters from the surrounding area participated in a regional leadership conference and then spent the remainder of the day in competition for the most spirited and athletic chapter.

Community service was very important this semester, and we made regular visits to soup kitchens, and to a shelter for homeless and battered women. In addition, we organized a career day for West Philadelphia middle school students through BRIDGES, a Wharton mentor group.

Our professional committee came up with some new and innovative ideas this semester. A senior resume book was created which we will be sending to alumni of the Beta Nu Chapter who will be giving us new ideas or possibly helping us with their corporate contacts. We are very optimistic about its success.

Together with our new faculty initiate, we look forward to many more great semesters ahead.

—Lisa Schuman

SHEPHERD, EPSILON KAPPA—Epsilon Kappa Chapter initiated 11 new Brothers during the spring semester and celebrated our 30th anniversary in February. We would like to give thanks to all those alumni members who contributed to our chapter in the past, and for those who continue to be supportive.

Our professional events included a tour of Byrd Winery, General Motors Plant, IBM and lectures on business.

Our community service projects included participating in the Red Cross blood drive, collecting food for the poor and homeless and participating in the local college town day.

Many of the Brothers of Epsilon Kappa Chapter attended the Grand Chapter Congress. They all enjoyed meeting Brothers from all over the United States.

We have many new plans for this semester. Some of these include a AIDS awareness program day, food and clothing drives and better public relations between the town and college.

—David N. Adosci

EASTERN REGION

C.W. POST, ZETA OMICRON—The Zeta Omicron Chapter started out on a very strong note this past semester. We held several meetings over the summer with our new officers to prepare for the upcoming semester.

Recruiting was very successful on campus

through "Meet the Brothers Night" flyers, posters, and mailers. We have a fine pledge class and look forward to initiating all of them into Delta Sigma Pi.

Some events we have participated in include: a joint Founders' Day with all chapters in the Eastern Region, the area conference at Alpha Chapter and a joint Initiation Banquet with Kappa Rho Chapter.

We are very excited about the new Eastern Region and are looking forward to the closer inter-chapter communication this new structure will bring.

NEW YORK, ALPHA—The Brothers of Alpha Chapter are poised for a tremendous year. After having an amazing time at the Grand Chapter Congress this summer, the Brothers in attendance brought back their hopes and aspirations to the rest of the chapter. This enthusiasm was demonstrated by one of our best recruiting efforts in recent history.

Our professional program is as strong as ever. We have already had as speakers the president of Lord & Taylor and a representative from Ernst & Young, and have plans for various other speakers and a tour of the New York Stock Exchange.

Alpha Chapter is also focusing on community service this year. The chapter donated blood early in the form of a blood drive. Upcoming events are a canned food drive, a volleyball game for charity, Toys for Tots, and Greek Sweep where fraternities and sororities come together to clean up the community.

Social events are always a plus. We are working socially in two ways, on campus and with other chapters. We have already thrown an All-University party and a Halloween party and have plans for more in the future. Chapter interaction is something we are working very hard on.

We are pleased with the regional realignment because it has allowed our region to become a closer, stronger unit. This was demonstrated at the area conference we hosted. Interaction goes beyond the region though, which is why we were delighted when Iota Kappa Chapter from James Madison University visited us for the weekend. We hope other chapters follow their example and not let distance separate Brotherhood. Alpha Chapter is always ready to meet new Brothers, so don't hesitate to call or write.

—Bob Kelly

ST. PETERS, ZETA ETA—Zeta Eta Chapter presented its first chapter scholarships to Nancy Gronczewski and Juan Escobar this semester.

In November, Zeta Eta Chapter sponsored a Business symposium. All faculty and students from the School of Business Administration were invited to attend. Zeta Eta Chapter also co-sponsored the Eighth Annual Career Fair from October 23, through November 13.

Brothers also took an active role in fund raising for Deborah Hospital this semester, as well as in sponsoring a Toys for Tots Drive to benefit abused children.

—Donna Mahler

Your Chapter Speaks

ALLEGHENY REGION

PENN STATE, ALPHA GAMMA—Alpha Gamma Chapter has been very active this year with numerous professional and social events. The most important event, held this past October, was the First Annual Parents Weekend which involved a professionally catered dinner, campus tour, and several opportunities for each Brother's Parents to see the type of fraternal organization in which their children are involved. Other professional events we have held include many workshops on motivational and interviewing skills along with professional speakers who have explained the "ways and means" of the business environment which surrounds us.

In addition, this past fall gave several members from Alpha Gamma the chance to meet Brothers from Pittsburgh area chapters for a fun-filled weekend. This gathering helped Alpha Gamma Chapter acquaint itself with the chapters in the new Allegheny Region.

This past year has been extra special as Alpha Gamma Chapter had the honor of welcoming new Brothers from the Penn State-Behrend Campus, Mu Pi Chapter, as they transfer to University Park. We feel this has given us a fine opportunity to pull together the ties which truly make up the bonds of Brotherhood.

—Jennifer A. Mehalic

PENN STATE, BEHREND, MU PI—Our chapter got off to a running start this year with a car wash fundraiser in the second week and another the following week. Recruiting went equally well. Our six pledges are now working very hard as initiations near. They recently held a volleyball game as a social get-together. Our best of luck to them.

The year has also been very busy with several speakers, community service events, and additional fundraisers. Among those who

spoke was Dr. John Mageneau, Dean of the School of Business and up-coming speakers include U.S. Congressman Tom Ridge. The fourteen Brothers who participated in the Walk-a-Thon for the Cancer Society received a very good workout. Also, several Brothers donated during the university's blood drive. In a health awareness carnival, our chapter set up a skillful game to collect money for the chapter in which participants could win one of a number of different prizes. Lastly, our chapters most famous and loved fundraiser—the sub sale. This semester we sold over 500 subs and plan on having another sale before the year is over.

We would like to send out a special thanks to Dick Parnitzke, and all other chapters who helped our colony become a chapter. Without all of their help, we would not be nearly as successful as we are. Thank you, and we are once again looking forward to another fantastic year.

—Sharon Segal

PITTSBURGH, LAMBDA—The members of Lambda Chapter have a lot of exciting news to share! We just hosted a terrific weekend mixer with chapters from Penn State, Duquesne, and La Roche College. Together, we explored our city of Pittsburgh, listened to interesting speakers, and generated new ideas that will enhance our Brotherhood.

Our pledge program is going very well this term, we received 14 energetic pledges. Their Big Brothers are very supportive, and we wish them the best of luck.

Our first community service, at the Jubilee Soup Kitchen, was a success. We are currently planning another community service at the WQED public television station.

Lambda Chapter is planning a trip to New York City and a tour of Wall Street. We are all very excited to experience the Stock Exchange and perhaps even be involved in it.

—Michelle Galvin

SUNY-BINGHAMTON, KAPPA LAMBDA—The Kappa Lambda Chapter at the State University of New York at Binghamton organized a campus-wide Employer Fair consisting of 38 companies representing a wide array of majors. The students became more aware of possible career opportunities. In addition, our professional program included speakers from such firms as J.P. Mogan and Ernst & Young.

Last year our chapter initiated Project Adventure, a social event which increased Brotherhood. At this weekend retreat, we learned how to work together to accomplish our goals. This past fall, we planned a trip to Niagara Falls where we met the Alpha Kappa Chapter at SUNY-Buffalo.

We initiated our pledges in November and are pleased to have them as part of our family.

Coming this spring, our chapter will be holding its Third Annual Dating Game, the proceeds of which are given to charity. We will also be hosting Cash Casino, our largest community service event of the year. Cash Casino is a one night extravaganza where the whole campus partakes in games of chance. In addition, we are looking forward to our 11th annual Rose Dance held at the end of February.

The Brothers of Kappa Lambda Chapter are excited about our upcoming events and hope they will be a success.

—Deborah Katz

SUNY-BUFFALO, ALPHA KAPPA—Greetings from SUNY-Buffalo! At Grand Chapter Congress, the Alpha Kappa Chapter was recognized as the Outstanding Chapter in the Eastern Region for 1990-1991. We were honored by this and proud of our accomplishments.

This year has started out to be another successful year. Our professional events included guest speakers and a tour of the Toronto Stock Exchange. Since the new formation of the Buffalo Alumni Chapter, we were able to incorporate an Alumni Career Night into our professional program. Our community service activities have kept us busy. We devoted a week to asking for donations for Crisis Services, a 24-hour crisis hotline. We went to a nursing home and gave the residents flowers. Our chapter traveled to Rochester, New York, to play volleyball and raise money for the National Kidney Foundation. We enhanced our relations with fellow School of Management students by participating in this event jointly with the SUNY-Buffalo Accounting Association. We are also interested in fostering our relations with other chapters. This past semester, the Kappa Lambda Chapter, of SUNY-Binghamton, took a four hour road trip to visit us. Everybody had a great time and we invite other chapters to come and see us in Buffalo.

—Michael Piccolo

WEST LIBERTY, DELTA OMEGA—Delta Omega Chapter is thriving in the snow-covered hills of West Virginia. We are proud to announce that we increased our chapter membership by 58% last semester with quality Brothers. This semester is also going to be



Brothers from Kappa Lambda Chapter during their weekend retreat.

Your Chapter Speaks

successful with the introduction of an improved recruiting calendar.

The Brothers continue to enjoy an affiliation with the Big Brothers/Big Sisters program. Past activities have included Christmas carolling and an ice-skating trip.

Delta Omega Chapter's spring initiation and Rose Dance is scheduled for April 4. The time and place of this elegant affair are to be announced soon. All collegiate and alumni Brothers are invited to attend. You may correspond with our chapter at West Liberty State College, Box 17A, West Liberty, WV 26074.

—Christine L. Davis

EAST CENTRAL REGION

AKRON, THETA KAPPA—Every spring our chapter sponsors a Bed Race to benefit MDA. Each team is sponsored by a local business. Brian Telling, a Brother of Theta Kappa Chapter, who owns a video and record store just off campus was our sponsor. The weather for race day was not the best and neither was Theta Kappa Chapter's luck for winning. Our chapter was disqualified because one of the wheels from the bed fell off during the race. Hopefully we'll do better next year.

—Christopher D. Wood

BOWLING GREEN STATE, THETA PI—Greetings from the Theta Pi Chapter! A Cedar Point date party started off an exciting year. Then the Brothers of the Theta Pi Chapter turned their attention to the homeless of Toledo, Ohio, raising \$1000 during the Homeless Awareness Project's Heart-to-Home Day. For the spring we look forward to Theta Pi's annual Teeter-Totter-A-Thon, also benefiting Toledo's homeless.

Professional plans include tours of The Central Office in Oxford, Ohio, and the Anheuser-Busch Brewery and Honda plant in Columbus, Ohio, as well as a full schedule of speakers. Volunteering at Job Expo gave the Brothers a chance to meet many potential employers.

Brothers had the opportunity this year to attend both Grand Chapter Congress and the Officer Training School in Indianapolis, Indiana. They came back full of ideas and enthusiasm, sparking the involvement and enthusiasm of all chapter members, making the 1991-1992 year one of development and progress for the Theta Pi Chapter.

—Melanie A. Martin.

CINCINNATI, ALPHA THETA—New ideas, new energy and new fun is what the 1991-92 academic year brings for the Alpha Theta Chapter. Armed with the motivation and hundreds of ideas brought back by our Brothers who attended Grand Chapter Congress, our chapter is bound and determined to reinforce the fraternal spirit in which we take so much pride.

Our professional schedule heads the bill. With Patty O'Toole, a financial analyst at Cincinnati Bell and alumnus of Alpha Upsilon Chapter, a tour of the Marysville, Ohio, Honda Motor Company plant, and a tour of Z-Rock's

local affiliate, we are excited about a diverse professional year. Upcoming community service events include playing bingo with the folks at the Clifton Retirement Community, serving lunch at the St. Francis Soup Kitchen in Over-the-Rine and participating in Junior Achievement's Business Basics Program. Our recruiting activities have started us off right. We had a very active summer and fall recruiting program which has yielded us 21 of the brightest, most energetic, students in the College of Business Administration.

At first glance, this may seem like an average year for the Alpha Theta Chapter, however, the year is young and the spirit is running high. We are excited about being back in the East Central Region and would like to congratulate Martin Luxeder on his election as Regional Director. We are looking forward to being an active part of the new region and having another exciting year of Brotherhood.

—Jeremy Frye

DAYTON, EPSILON TAU—This summer, Brothers of Epsilon Tau Chapter mixed business with pleasure. In June, we held a barbecue and then went to a Cincinnati Reds game. Getting to business, our first fundraiser was started as Brothers began selling ads for our desk blotter. New Executive Board members worked hard individually and as a group to prepare for the 1991-1992 school year. We're extremely motivated this year to make some improvements and bring fresh ideas to Epsilon Tau Chapter in all areas of chapter operations.

So far, the pay-off has been rewarding. The year got underway with our annual Welcome Back Picnic and canoe trip. Our fall 1991 pledge class consists of 11 pledges, 1 faculty initiate and Epsilon Tau Chapter's first-ever Honorary initiate, Mr. Leslie Banwart. They're all outstanding individuals and Brothers are confident they will make many contributions to our chapter.

In the professional arena, we've had a guest speaker from the Europe Group of NCR, and toured the satellite network at NCR's Sugar Camp Training Facility. Our professional trip for this year was to St. Louis, Missouri. While there, Brothers toured the Anheuser-Busch Brewery, Federal Reserve and the famous arch.

In October, Epsilon Tau Chapter had another first. Brothers spent a weekend at Glen Helen State Park on a very successful retreat. We enjoyed various activities designed to improve our Brotherhood, including a Leadership and Group Effectiveness Workshop. Everything went so well, we've decided to make it an annual event.

Community Service events so far have consisted of visits to the YWCA, Booth House (a homeless shelter) and a nursing home.

In continuing efforts to raise money, Brothers have also been selling entertainment books and t-shirts that we designed.

To complete the semester, we had our Deltasig Parent's weekend which includes a tailgate and dinner, our Rose Formal and fall initiation. This semester Brothers can look forward to our ski trip to Snow-Shoe, West



Brothers from Beta Pi Chapter enjoy their recent visit to The Central Office.

Virginia, and our annual Jail-n-Bail to benefit the American Cancer Society, just to mention a few.

Last, but certainly not least, we would like to congratulate our new national officers: Marty Luxedor, Regional Director and Nancy Walker, District Director. The Brothers at Epsilon Tau Chapter are looking forward to an outstanding year — one which we hope to be our best yet!

—Jennifer L. Walsh

KENT, BETA PI—We were given a great start this fall by ending last semester with the award for Most Outstanding Chapter in the East Central Region 1990-1991. We will continue to work toward this goal again this semester.

Our professional activities program is outstanding this semester. We have taken tours including the Federal Reserve in Cleveland and Lordstown General Motors Plant. Our chapter has kept busy with quite a few professional speakers. One of the favorites being Elizabeth Lanz, from TRW, who discussed successful interviewing techniques.

A few of our community service projects included our annual Bowl-A-Thon which also served as a get together with some of our Akron Brothers. On the local level we have sponsored a clean up of the Kentway Retirement Center.

Attempting to improve faculty relations, we recently held a luncheon. The Faculty Brothers were invited to join us during their lunch break in the Business Building for sandwiches and snacks. It proved to be a huge success and we hope to have another one soon.

Currently much planning is being done in preparation for Beta Pi Chapter's 50th Birthday in May. Recently a group of Brothers visited The Central Office to gather some research for the event. While there, we were given a tour and would like to express our thanks to The Central Office staff for their time that afternoon. Anyone needing more information about the event should write to Box 1 BSA, Kent, OH 44242.

Always looking for ways to improve our chapter, some Brothers attended Grand Chapter Congress this summer. Another group went to the Officer Training School in India-

Your Chapter Speaks

HURON REGION

FERRIS STATE, DELTA RHO —Delta Rho Chapter has been growing steadily and has been chosen the Most Improved Chapter for the last two years in the Huron Region. We have switched from a six to an eight week pledge period which has proven beneficial to us. We had eight pledges for the fall quarter, the largest class in about five years. This past year both our Career Day and deskblotter projects went very well. The Brothers of Delta Rho Chapter are very proud of our accomplishments. We would like to extend a special thanks to our former District Director and new Regional Director Jeff Fizer. We would also like to congratulate Fred Lipsey on his election as Northern Provincial Vice President, and we can't forget our new faculty advisor Mr. Dan Cary.

—Scott J. Miller

GRAND VALLEY STATE, LAMBDA XI —In the fall, Lambda Xi Chapter initiated 12 new Brothers and two faculty advisors to become part of our chapter. The enthusiasm shown by these 14 people will be a great asset to our chapter.

To start our recruitment period, our Chapter President coordinated an open house for student business organizations in the Seidman School of Business. Our variety of professional activities included speakers discussing the temporary service industry, time management, the purchase of personal computers, and touring the General Motors plant in Grandville, Michigan. We enjoyed playing Bingo and visiting with our friends at Brookcrest Nursing Home, and answering phones for WGVU's public television station semiannual telethon. We continue to hold weekly raffles for Brothers as a fundraising event and sold Pumpkin-Grams and caramel apples for the fall season.

Lambda Xi Chapter sent 10 members to attend the Officer Training School in Indianapolis, Indiana. Through this experience, we learned more about Brotherhood and the diversity of Delta Sigma Pi. We have increased our relations with other chapters and are also looking forward to a Huron region Rose Ball formal dance planned for February by the Epsilon Omicron Chapter.

—Shawn E. Pearce

MICHIGAN, XI —Xi Chapter at the University of Michigan is proud to report our most successful fall recruiting ever resulting in 35 new pledges who are extremely excited and enthusiastic! Our chapter is focused on a philosophy of continuing improvement.

Professional events this year included presentations by the May Company, Heller Financial Services and General Electric. We are also dedicated to serving the Ann Arbor community and have visited Peace Neighborhood, a day care facility for troubled children, Motts Children's Hospital, and an adult day care center.

—Michelle Gaffen

WAYNE STATE-DETROIT, GAMMA THETA —The past year was a successful and eventful one for the Gamma Theta Chapter. Our com-



Brothers from Alpha Omicron Chapter rest after a day of work for Athens County Habitat for Humanity.

napolis, Indiana. Hopefully the knowledge that was gained will be passed down to the group of over 20 new initiates. We also hope that it will benefit the chapter as a whole and keep us all flying high with Beta Pi!

—Cynthia M. Kandah

MIAMI-OHIO, ALPHA UPSILON —Alpha Upsilon Chapter really kept it in gear last semester! Our 17 new initiates have helped us to be the best chapter possible in all aspects of the fraternity.

Our dynamic professional activities included speakers from Mead Data Corporation, Waller Financial Planning Group, and Continental Polymers. An October 3-day weekend found us in Atlanta touring CNN studios, the Coca-Cola Museum and generally strengthening our vibrant Brotherhood.

To serve our community, we held a Salvation Army food drive, volunteered at the Hemophilia Foundation Auction, conducted Miami professor evaluations and implemented an Adopt-A-Highway program.

After successfully raising money through carpet, T-shirt and credit card fundraisers, we had plenty of time to pursue social activities. These included an outdoor cookout at Hueston Woods State Park with football and sailing, a Cincinnati Red's baseball game, and an outstanding Homecoming Weekend celebration.

Alpha Upsilon Chapter, located in Oxford, Ohio, welcomes any visiting collegiate or alumni chapters and encourages them to make contact. Our loyalty extends beyond our chapter, and our future is strong!

—Jennifer R. Leonhardt

OHIO, ALPHA OMICRON —Alpha Omicron Chapter is excited about the new year and all the activities that we have planned for it. Our first project has been the development of a mission statement, acting as a long term goal, to include objectives and tactics to enhance our chapter. As always, we are remaining active with many professional, community

service, and social events.

In the area of professionalism, Ohio University graduate Terry Trimmer, a former executive "head hunter", spoke to us about job searching, resume development, and interview preparation. Winter quarter we have scheduled Jeb Macgruder to speak to us about business ethics and his involvement in the Watergate Scandal. In October, we took a tour of Anheuser-Busch in Columbus, which was followed by a social with Ohio State's Nu Chapter.

Our Halloween community service activities have included carving pumpkins with residents of the Hickory Creek Nursing Home and hosting a party for the Little Rascals preschoolers with a Halloween skit, games and food. We also extended our help to the Good Works Homeless Shelter by making donations of food and clothing, as well as making minor improvements throughout their home. This fall we were also able to finish the roof and backyard fence of a house we helped build for the homeless under the Habitat for Humanity program.

Our homecoming proved to be a success with over sixty alumni returning to share memories and, of course, to make many more! A social at the Wooden Nickel, and a picnic were enjoyed by many Brothers and their parents over Parents' Weekend.

—Tina R. Krill

XAVIER, THETA LAMBDA —Exciting things are happening at the Theta Lambda Chapter at Xavier University. We are in the process of more than doubling our present size. Our fall pledge class looks to be the most active to date and are highly enthusiastic at becoming active Deltasigs.

Over the summer, four Deltasigs traveled to the Grand Chapter Congress, which gave us all fresh insights and a clearer view of purpose and chapter goals.

—Gregory P. Schlick

Your Chapter Speaks

munity service program included sending care packages to the soldiers in the Middle East, participating in the Multiple Sclerosis Walk-A-Thon, and sponsoring a blood drive for the Red Cross. A highlight of the professional program was the "Old Guys" event. Alumni Gary Albrecht of The Albrecht Companies and Rick Bartus of J. Walter Thompson spoke to us about their careers and keys to success. Several Brothers attended Grand Chapter Congress in Washington, D.C. They obtained valuable experience and a stronger sense of Brotherhood. In addition, the Gamma Theta Chapter was proud to have Brother Christopher Opipari nominated Collegian of the Year for the Huron Region. To conclude the 1990-91 school year, the Gamma Theta Chapter was designated as an "Outstanding Chapter" for the Huron Region.

We have hopes for the 1991-92 school year to be even better. We have 13 pledges for the Fall 1991. Community service activities include "Business Basics," sponsored by Junior Achievement in which each participating Brother teaches aspects of business to 5th grade students. The chapter's major fund raising event will be working in a concession stand at the Palace of Auburn Hills for various concerts and Piston games. Needless to say, the Gamma Theta Chapter is expecting an exciting year.

—Lori Kinnick

WESTERN MICHIGAN, EPSILON OMI-CRON—The Brothers of Epsilon Omicron Chapter are very proud to be an active chapter again and to have the opportunity to write in The DELTASIG Magazine. We would like to thank all the Brothers who helped and supported us in the reactivation of our chapter.

Since our reactivation, just one year ago, we have been busy with many different events. Some of the events include a hayride and

several professional speakers on interviewing and internships. Also, we have had several corporate tours and are planning additional ones for the upcoming months. For community service we have been working hard to keep Michigan's highways a little cleaner by participating in the Adopt-A-Highway program. A new committee was formed for interfraternal relations this semester to try to promote more interaction between chapters.

We have nine pledges for the fall semester who are working very hard and doing a great job!

—Kristen L. Hiles

CENTRAL REGION

BELLARMINE, KAPPA PSI—Kappa Psi Chapter has had a great year. Our professional program continued with its strong speakers and tours. Our speakers this semester included Jefferson County Judge Executive Dave Armstrong, and we had a tour of the local Ford Plant.

We used our annual Toga Dance as an opportunity for interested students to meet the Brothers of the Kappa Psi Chapter. In November we initiated 11 new Brothers into the chapter and with their help we look forward to continued success.

Kappa Psi Chapter would like to thank Kappa Omega Chapter for being a great host for the Regional Olympics and look forward to next year.

—Kyle J. Brennan

EVANSVILLE, IOTA SIGMA—The fall semester at the University of Evansville was a great start for the Iota Sigma Chapter. It began with our first fundraiser, selling T-shirts to incom-



Fraternal spirit is kept alive by the Brothers of Upsilon Chapter at a recent beach outing.

ing freshman and their families. Other fundraisers such as selling tickets to the MCC soccer finals in Indianapolis, and raking leaves was also successful.

Recruiting was a success, bringing us a good sized pledge class. We look forward to their contributions to the chapter. Our community service program included Adopt-A-Spot and volunteering for a local soup kitchen.

Professionally, we had many prominent businessmen from the Evansville area to speak on a wide variety of topics from interviewing to self-motivation. The high point of our semester was the Officer Training School in Indianapolis where we learned many good ideas to implement in our chapter.

—Kerri S. Kallmeyer

ILLINOIS, UPSILON—Upsilon Brothers kept in touch this summer with our annual Beach Party Reunion at Oak Street Beach in Chicago. We were lucky enough to have almost 30 alumni join us in the festivities that day. Alumni relations were also fostered with a very successful Homecoming tailgate. We thank all those who attended and encourage future activity.

The new semester was started with an Upsilon canoe trip. Fifteen new pledges were welcomed and are now on their way to Brotherhood. In October, we celebrated Settler's Day at a local nature center by helping with games, volunteer sign-up and setting up equipment. For Halloween, we painted the faces of children at the Champaign Park District's alternative Halloween activity. In November, we had a knee-slappin' good time at our Barn Dance and hosted a faculty dinner.

Professional speakers have included presentations by Gary Tyson, an Upsilon alumnus, on choosing a career that fits your values, and Robert C. Anderson of the F.B.I. on white collar crime. Also slated were: Lew Stiff of Illinois Consolidated Telephone Company, and Ridley Nimmo of Dow Chemical. We hope for this continued success of our professional and fraternal growth.

—Meredith Skvarla



Brothers from Epsilon Omicron Chapter enjoy themselves at their annual recruiting picnic.

Your Chapter Speaks

INDIANA STATE, DELTA TAU —The Delta Tau Chapter welcomed nine new members this fall and the chapter is filled with young, enthusiastic members. We had two delegates attend the Grand Chapter Congress in Washington, D.C. We have worked with the local Jay Cees by helping with their yearly haunted house and donating the profits to the St. Jude Children's Hospital and the Juvenile Diabetes Association. We also started an ongoing Adopt-A-Highway program. One of our chapter fundraisers included doing inventory for a local Sears store. Once again, the Barn Dance and Fall Dance were successes. Delta Tau Chapter celebrated its 32nd birthday in October and Founders' Day in November. For Christmas, the chapter participated in a charity fundraiser, and a Secret Santa program within the fraternity. A big hello goes out to those chapters and alumni who attended the Barn Dance and Homecoming events. We hope to see you at other events in the future.

INDIANA-BLOOMINGTON, ALPHA PI —The fall semester has been quite a success for Alpha Pi Chapter. With many scheduled events and a new pledge class, the chapter is bound for a great semester.

We had two delegates attend the Grand Chapter Congress in August. They brought

back some wonderful ideas and suggestions that are sure to benefit our chapter for years to come. We also had fifteen delegates attend OTiS in October. It was the largest showing by any chapter there. This experience gave the officers, and future officers as well, excellent information about various duties.

We had a very successful recruiting week this fall, ending up with a pledge class of twenty. These enthusiastic people are going to supply us with a great future.

There was a great alumni turnout for Indiana's homecoming this year. A tailgate before the game and post-game festivities provided everyone a chance to catch up with our old friends. We are also extremely involved in intramural sports. Everything from volleyball to basketball.

Our community services are going strong as always. We donated our time to Bloomington Parks and Recreation for their annual hayrides and we have spent time at the local Boys Club. Many are yet to come.

Professional events for the semester have been quite informative and uplifting. Our biggest one comes before our annual Rose Dance. It's going to be held in Louisville, and we're planning to go on a tour of Churchill Downs. It should be quite an experience for everyone.

With this kind of a semester, everyone is going to be very busy. We have great expectations and we plan to work hard to achieve them.

—Erica K. Fenstermaker

PURDUE, KAPPA OMEGA —Excitement is the feeling in our chapter this year. We are proud to announce that we are the Most Improved Chapter in our Region. With a strong combination of professional activities, community service, and fundraisers, we hope to maintain the enthusiasm among our Brothers.

The semester began with a powerful presentation by Chris Kearney of Arthur Andersen discussing "First Year After Graduation." Richard Ringoen, the CEO of Ball Corporation, also gave an intense speech.

In October, we held Regional Olympics one afternoon, followed by a barn dance that night. Everyone had a terrific time and really enjoyed meeting Brothers from other chapters.

Our fundraising was off to a solid start. We held a sweater sale in September that was a big success, bringing us closer to our financial goal. We cleaned the football stadium after every home game to make our financial situation even stronger. The semester ended with the initiation of 13 outstanding pledges.

—Julie Guiheen

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- () \$100.00
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International Fraternity of
Delta Sigma Pi

OFFICIAL JEWELRY & ACCESSORIES

Official Badges

01-41 01-31 01-21

01-11 01-01 05-05

Badge Guards

02-26 02-25 02-12

03-1 02-21

Lapel Pins

05-02 05-04

05-01

Officer Dangles

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

10-3

09-6

08-6 08-8

09-1 08-7

08-5

09-4 09-3

10-5

Gifts & Accessories

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	
	[4]	[3]	[2]	[1]	
08-1#	Mini Vertical ΔΠΠ	\$25.00	\$16.50	\$10.00	\$13.00
08-2#	Circle ΔΠΠ	40.00	30.00	13.00	13.00
08-3#	Heart ΔΠΠ	40.00	30.00	13.00	13.00
08-4#	Staggered ΔΠΠ	38.00	28.00	10.00	13.00
08-5#	Ingot ΔΠΠ	75.00	55.00	13.00	13.00
08-6#	Life Member	N/A	N/A	13.00	N/A
08-7#	Lg. C of A [e]	N/A	N/A	13.00	N/A
08-8#	Mini C of A [e]	N/A	N/A	13.00	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	
	[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	
	[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

# = use finish #	14K	10K	ST	
	[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 ΔΠΠw/Amethyst [b]	350.00	250.00	115.00
06-5#	ΔΠΠ Collegiate [b]	485.00	345.00	145.00

WOMEN'S RINGS

[# = use finish #	14K	10K	ST	
	[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

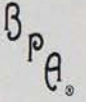
All jewelry is exclusively manufactured for

Delta Sigma Pi

in the

United States of America

by.....



Burr, Pattenson & Guild Comp
Since 1872

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
EXP. DATE	Ohio Orders - 5% Sales Tax[A+B+C]
SEND ORDERS TO:	TOTAL REMITTANCE
Delta Sigma Pi	
P.O. Box 230	
Oxford, OH 45056-0230	

developing personal initiative

Dr. David K. Banner, Ph.D
The Napoleon Hill Professor of Leadership
School of Business and Public Administration
University of the Pacific

One success principle that Napoleon Hill, well-known author of Think and Grow Rich, espoused was the development of personal initiative. Just how does one go about doing that? The first step is the recognition of two basic tendencies of human function: (1) habitual behavior and (2) staying in one's "comfort zone." We tend to be creatures of habit. When in school or university, did you ever notice your tendency to sit in the same seat each day? Do you develop routines like picking the same route to work each day? How many of you eat virtually the same thing each day for breakfast? As behavioral psycholo-

gists tell us, we tend to repeat behaviors that seem to work for us. This is the origin of the habit.

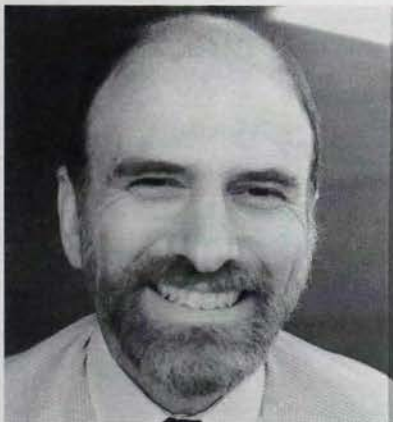
This, of course, relates to the second tendency, that of staying one's "comfort zone." You have all heard the saying; "you can't teach an old dog new tricks." Perhaps it applies to humans, too. Some would say it is tough to teach young dogs (or people) new tricks! Once we establish habitual patterns of behavior, we get comfortable with those because they seem to deliver predictable results. With the world changing more and more rapidly, people tend to cling harder and harder to the seemingly predictable, habitual behaviors. Yet, as we all know, habits often become dysfunctional. That is, they often bring results that are anything but comfortable!

What is the lesson in all this? If anything, it is that, in today's dynamic, rapidly changing world, we can less and less afford the "luxury" of habitual, "comfort zone" behaviors. We must train ourselves to be proactive, opportunity-seeking, flexible people. Now, some of you may find an intellectual agreement with what I'm saying and still feel "stuck." How do I do that, you may question? The answer is so deceptively simple as to seem glib. Practice seeing things new. What do I mean by this? I mean

that our habitual ways of thinking (based on our experiences from the past) cause us to "see" our present situations with an overlay of bias. We often don't "see" new situations or opportunities because we are looking for these situations to be like they were before. This is the power of expectation. We see what we expect to see, based on our past experience.

So, it takes training and practice to see things new and fresh. This is where personal initiative comes in. Develop the positive habit of consistently asking the question; how can I be of creative use in this situation? Learn to see what you can bring to a situation to enliven it. Always look for opportunities, ways in which your unique talents and abilities can enhance a situation. Bosses tend to really appreciate workers with initiative.

A specific suggestion along these lines is what I call "reverse delegation." When you see a situation that might be improved, develop a detailed plan or strategy for improving it. Then, go to your boss, tell him or her your insight into the situation, and spell out your plan for implementation. Unless you have a terribly insecure boss, he or she will love it! You'll get more responsibility and quicker promotions if you develop your personal initiative!



Dr. David K. Banner

Alumni Notes

Carla D. Kempf-Gutman, *Adelphi*, has accepted a new position as Staff Accountant with Ernst & Young in Melville, New York.

Denise J. Nostrom, *Adelphi*, has accepted a new position as Portfolio Administrator with Wilkinson & Hottinger, an investment advisory firm in New York, New York.

Michael G. Bratton, *Bowling Green State*, has been promoted to Manager of Accounting by Watt, Roop & Co., a public relations and marketing firm in Cleveland, Ohio. Bratton previously served as assistant controller.

Daniel Y. Isobe, *Cal State-Long Beach*, has accepted a position as Accounting Manager with Kuron U.S.A., a Japanese electronics firm in Cypress, California.

Bertrand P. Holley, *Eastern Illinois*, a retired faculty member of Eastern Illinois University's Lumpkin College of Business, has received an honorary Doctor of Humane Letters degree. Holley, who resides in Charleston, retired from Eastern Illinois in 1987 after more than 40 years of distinguished service to the university.

Holley has been active in many professional organizations and was a charter faculty member of Epsilon Omega Chapter. He also served on numerous committees in the Lumpkin College of Business and an endowed professorship was established in his name.

Lisa A. Spada, *Florida*, is represented in the 14th annual edition of the National Dean's List, 1990-91.

Victoria J. Yoder, *Florida*, has accepted a new position as Management Trainee with NCNB banking firm in Richey, Florida.

Winton C. Littlejohn, *Florida*, has accepted a new position as Commercial Loan Officer with NCNB banking firm in Richey, Florida.

Harry J. (Pete) Petry, *Florida State*, is President of Water Solutions, Inc., in Clearwater, Florida.

S. Truett Cathy, *Georgia College*, has been selected to receive the 1991 Pioneer of the Year award given by the Nation's Restaurant News.

Ann Elizabeth Messimer, *Iowa*, has accepted a position with the Marketing Department of Trans Union Corporation in Philadelphia, Pennsylvania. She will be in charge of their New Market Sales area.

Susan R. Brower, *Miami-Ohio*, has accepted a new position as Assistant Buyer Cosmetics for Lazarus in Cincinnati, Ohio.

Rachel C. Campbell, *Miami-Ohio*, has accepted a new position as Staff Accountant for Price Waterhouse & Company in Cincinnati, Ohio.

Jeffrey A. Fantine, *Miami-Ohio*, has accepted a new position as Social Science Analyst with the U.S. State Department in Washington, DC.

Heather Lea Ford, *Miami-Ohio*, has accepted a new position as Computer Programmer with the Worthington School District in Columbus, Ohio.

Rick Geise, *Miami-Ohio*, has accepted a new position as Manager Materials Management with The Central Trust Company, N.A. in Cincinnati, Ohio.

Richard LaJuan Jackson, *Miami-Ohio*, has accepted a new position as Sales Representative with Baxter Healthcare in Euclid, Ohio.

Steven D. Kipp, *Miami-Ohio*, has accepted a new position as Installer Systems Service with Humana Inc., in Louisville, Kentucky.

Stephen A. Laipply, *Miami-Ohio*, has accepted a new position with Wawchovia Bank in Atlanta, Georgia.

David Taylor Nixon, *Miami-Ohio*, has accepted a new position as Staff Accountant with KPMG Peat Marwick in Cleveland, Ohio.

Deborah S. Shamberg, *Miami-Ohio*, has accepted a new position as Consultant with Ernst & Young in Chicago, Illinois.

Tricia Thomas, *Miami-Ohio*, has accepted a new position as Assistant Buyer Shoes with Lazarus in Cincinnati, Ohio.

Cheri H. Lyons, *Mississippi State*, has accepted a new position as Accountant with Hillsborough County School District in Tampa, Florida.

Warren David Anderson, *Nevada-Reno*, has accepted a new position as Regional Inspector General for Audit, Office of the Inspector General, Region VIII in Denver, Colorado, in the Department of Housing and Urban Development.

Michael R. Sandoval, *New Mexico*, has opened a law office in Portland, Oregon, specializing in commercial transactions and estate planning.

Robert E. Kleeman, Jr., *Northern Illinois*, has been admitted as a partner in Clifton, Gunderson & Co. in Denver, Colorado.

Dan W. Robertson, *Northeast Louisiana*, has been named Branch Officer at Central Bank-Forsythe in Monroe, Louisiana. Robertson has been with Central Bank since 1988.

William N. Weirick, *Northeast Louisiana*, has accepted a new position as Vice President for Business Affairs with Northeast Louisiana University in Monroe, Louisiana.

Keith R. Burkes, *Ohio State*, has recently been elected as Vice President of Alpha Chi Rho National Fraternity. He has held numerous committee posts, and has been a board member of the group since 1983. Burkes served as undergraduate counselor from 1974-1975, and began serving as a graduate counselor in 1983. He is also the National Chaplain of Alpha Chi Rho.

Kristin E. Cummings, *Penn State*, has accepted a position as an Analyst for SAFECO Corporation in their Corporate Systems Development department in Seattle, Washington.

Steven S. Seltzer, *Penn State*, President of Modern Communications Corporation, headquartered in Altoona, Pennsylvania, was elected Chairman of Telocator, the national trade association for the personal communications industry.

Seltzer will head an eighteen-member Board of Directors that will oversee the direction of the national association for the next year. Telocator has represented the radio paging and cellular mobile telephone industries for over forty years.

John F. Sebastian, Jr., *Penn State*, has recently relocated his law practice to Downingtown, Pennsylvania.

Gary Bonvillian, *Rochester Tech*, has been promoted to the position of Associate Dean, College of Business at Rochester Institute of Technology.

Joseph Anthony Totah, *San Francisco State*, has been promoted to an Agency Owner with Farmers Insurance Group of Companies in Burlingame, California.

Daniel D. Jackson, Jr., *South Carolina*, has accepted a new position in the Executive Training Program with Stroh Brewery Company in Detroit, Michigan.

May V. Lavarro, *South Florida*, has accepted a new position as Cash Analyst with Citicorp Services, Inc., in Tampa, Florida.

Thomas M. Johanneck, *St. Cloud State*, has been promoted to Major in the U.S. Army Signal Corps, and has been reassigned to Panama. He presently is Plans Officer for Information Management Systems in U.S. Army South.

Timothy R. Trzcinski, *Tampa*, has accepted a new position as Staff Programmer for Arthur Andersen & Co. in Sarasota, Florida.

Jarred Marshall Strawn, *Tampa*, has accepted a new position as Sales Representative with Lifestyle Carpets in Riverview, Florida.

McCORMICK RECEIVES ALUMNUS AWARD

J. Philip McCormick, *Texas A&I*, is the 1991 honoree as the Distinguished Alumnus of Texas A&I University. The prestigious award honoring its alumni recognizes only one person each year for their outstanding professional achievements, significant civic contributions and dedicated support for their alma mater.

McCormick's career is marked with accomplishment and leadership in every aspect. He is Senior Vice President of Finance for Lone Star Gas Company in Dallas. A certified public accountant since 1967, he started his career in 1965 with Price Waterhouse in Houston. In 1970, he moved to KMG Main Hurdman, an international public accounting firm which merged with Peat, Marwick, Mitchell in 1987, where he was the Southwestern Regional Managing Partner and Partner in Charge of the Houston office.

In 1987, he received a gubernatorial appointment to the Board of Directors of the University System of South Texas. He currently serves on the Board of Trustees for the Texas A&I University Foundation, and has served on the Board of Directors of the Texas A&I Alumni Association for a total of 10 years.

Gail L. Clore, *Valparaiso*, has accepted a position as Member Service Manager with Master Printers Credit Union in Chicago, Illinois.

Steven D. Lutt, *Wayne State*, has accepted a new position with Dale Electronics in Norfolk, Nebraska.

William L. Montague, *Virginia*, has returned to the firm of Greenebaum Doll & McDonald, Attorneys At Law, as a partner, in the Covington, Kentucky and Cincinnati, Ohio, offices.

Bits and Pieces

Mergers

Carla D. Kempf, Adelphi, on June 23, 1991, to Edward J. Gutman, at Freeport, New Jersey.

Samuel F. Shaheen, Akron, on September 21, 1991, to Beth L. Boettler, in Canton, Ohio.

Jude Layman Scott, Baylor, on August 17, 1991, to Melinda Jean Schmidt, in the Cayman Islands.

Lawrence H. Bringard, Bellarmine, on July 20, 1991, to **Andrea Noel May, Bellarmine**, at Louisville, Kentucky.

Richard Rock Boner, Cal State-Fullerton, on April 20, 1991, to Karen Lee Phillips, at Los Alamitos, California.

Sonia N. Flores, Cal State-Long Beach, on April 13, 1991, to Steve M. Cry, at Frazer Park, California.

Greg W. Paschke, Colorado, on September 28, 1991, to **Tracey M. Bogema, Colorado**, at Denver, Colorado.

Lisa A. Terranova, Connecticut, on August 17, 1991, to Clayton T. Allen, at Orange, Connecticut.

Victoria Ann Ferko, Grand Valley State, on October 5, 1991, to Kevin Michael Rennells, at Canton, Michigan.

Keith R. Gura, Grand Valley State, on September 21, 1991, to Karen Pyper, at Jenison, Michigan.

Mark A. Goodman, Miami-Ohio, on June 1, 1991, to Tammy Chapman, at Dayton, Ohio.

Urban S.E. Lilja, Michigan-Ann Arbor, on September 21, 1991, to Maria de los Dolores Moyano Navarro.

Kenneth M. Rein, Minnesota, on September 21, 1991, to

Rhonda K. Svigel, Minnesota, at Hibbing, Minnesota.

Helen M. Paustian, Nebraska-Lincoln, on September 28, 1991, to John S. Hale, at Lincoln, Nebraska.

Danna J. Rosenkoetter, Northeast Missouri State, on August 10, 1991, to Chad E. Boore, at Jefferson City, Missouri.

Amy Elizabeth Rowland, Northeast Missouri State, on September 21, 1991, to Alan Anthony Zoutte, at Knoxville, Tennessee.

Kristin E. Cummings, Penn State, on June 15, 1991, to Michael Frederickson, at Kane, Pennsylvania.

Roberta J. Chambers, Robert Morris, on September 28, 1991, to Michael J. Bonkovich, at Chippewa, Pennsylvania.

Emily Lane Shokouh, San Diego, on October 26, 1991, to Mario Joseph Vindeni, at La Canada, California.

Daniel J. Jackson, Jr., South Carolina, on June 15, 1991, to Jacqueline Jorjani, at Savannah, Georgia.

May V. Lavarro, South Florida, on June 1, 1991, to Robert J. Click, at Tampa, Florida.

David G. Robinson, South Florida, on October 26, 1991, to **Johnette Lynn Parades, South Florida**.

Matthew Powell, St. Peter's, on October 5, 1991, to **Catherine Sasso, St. Peter's**, at Jersey City, New Jersey.

Kevin Lee Baye, SUNY-Buffalo, on August 10, 1991, to Caren Grotke, at Elma, New York.

Lisa Ann Rusin, SUNY-Buffalo, on September 8, 1991, to Roger J. Lis, Jr.

Eric S. Burley, Wayne State, on January 5, 1991, to **Jacquelyn**

Modrak, Wayne State, at Grosse Pointe, Michigan.

Kari K. DeBets, Wayne State, on November 23, 1991, to John Ericson, at Grosse Pointe, Michigan.

Christopher M. Opipari, Wayne State, on July 26, 1991, to **M. Victoria Mesina, Wayne State**, at Sterling Heights, Michigan.

Joseph A. Valentic, Wayne State, on August 10, 1991, to **Julie A. Baranowski, Wayne State**, at Grosse Pointe, Michigan.

Meranda Compton, Western Kentucky, on July 7, 1990, to Bradley N. Vincent, at Clarkson, Kentucky.

James T. Sanders, Jr., West Florida, on May 11, 1991, to **Myra Louise Malone, West Florida**.

Craig J. Roessler, Winona State, on August 24, 1991, to Megan Harmon.

Stacey Ann Kilbourn, Wisconsin-La Crosse, on September 7, 1991, to Michael Bartz, at Shawano, Wisconsin.

Dividends

To Brother **Colleen Keenan Wolf, Cal Poly-San Luis Obispo**, and Wayne Wolf, on August 22, 1991, a child, Erin Keenan Wolfe.

To Brother **Annette Salovitch Martin, Christian Brothers**, and Bruce A. Martin, on March 12, 1991, a son Ryan Christian.

To Brother **Lawrence A. (Tony) Gabel, Ferris State**, and Janet H. Gabel, on May 15, 1991, a daughter, Lauren Margaret.

To Brother **John M. Crabtree, Florida State**, on December 3, 1990, a son, Martin Philip.

To Brother **James P. Corby, Grand Valley State**, and Julie

Corby, on September 5, 1991, a daughter, Brenna.

To Brother **Debra Stoll Gerdes, Illinois State**, and Kent Gerdes on May 31, 1991, a son, Brendon Lee.

To Brother **Monique Steele Jackson, Memphis State**, and Mitch Jackson, on August 28, 1991, a son, Connor Mitchell.

To Brother **Mark Goodman, Miami-Ohio**, and Tammy Goodman, on September 21, 1991, a daughter, Brooke Chantel.

To Brother **Angela Niefeld Zalewski, Nebraska-Lincoln**, and Thomas Zalewski, on June 8, 1991, a son, Timothy Christian.

To Brother **Brian R. Gardner, Northeast Missouri State**, and Cynthia Gardner, on June 23, 1991, a son, Colin Stuart.

To Brothers **Andrew E. Bourke, Northern Arizona**, and **Mary N. (Mollie) Buckley Bourke, Northern Arizona**, on October 25, 1991, a son, Gregory Andrew.

To Brother **Colleen Foley Schultz, Northern Arizona**, and John C. Schultz, on March 17, 1991, a daughter, Caitlin Mary.

To Brother **Lynette Pecinovsky Zidzik, Ohio**, and Ray Zidzik, on February 5, 1991, a daughter, Natalie Marie.

To Brother **Robert D. Patterson, Penn State-Behrend**, and Heidi Patterson, on May 8, 1991, a daughter, Kaitlynn Christine.

To Brother **Camille Gordon, Southwest Missouri State**, on January 8, 1991, a son, Joshua David.

To Brother **Craig R. Goldberg, Tampa**, on December 16, 1990, a son, Marc Alan.

Brother **Beverly Weed Luetkemeyer, Western State**, and

Brice Luetkemeyer, on August 1, 1991, a daughter, Callan Michelle.

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.

Bert C. Faulhaber, Ball State, 8-19-91

Martin C. Franich, Jr., California-Berkeley

Dan P. Denison, Cal State-Chico, 11-14-91

Vinson K. Shannon, East Tennessee State

Leo F. Voytko, Georgetown

Shelby W. Ard, Georgia State

Thomas C. Mason, Georgia State, 11-8-91

Robert D. Rinnan, Iowa

Harry J. McMahon, Johns Hopkins, 11-21-91

Albert N. Loth, Marquette

Kurt H. Melzer, Marquette, 5-10-91

Ralph A. Renick, Miami-Florida, 7-11-91

Salim J. Nasmeh, Missouri-Columbia, 1-4-90

Robert J. Williams, Missouri-Columbia, 5-9-91

James L. Gray, Nebraska-Lincoln, 5-8-91

John Madsen, Northwestern Chicago

Franklin H. Cook, Penn State, 8-12-91

Charles R. Haynes, Siena

Louis A. Onesta, Southeastern Louisiana

Harold R. Hudson, Texas-Austin, 7-4-91

NEW POSITION, MERGER, DIVIDENDS?

If so, please let us know!

Send us press releases, photographs and additional information about yourself.

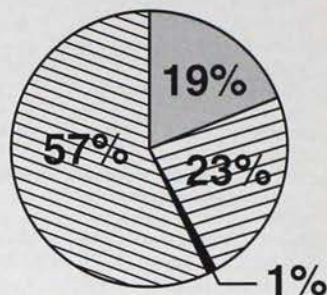
Share your successes with other Brothers by sending them to:

MANAGING EDITOR
The DELTASIG of Delta Sigma Pi
330 South Campus Avenue
P.O. Box 230
Oxford, Ohio 45056-0230

Survey Results

* When The DELTASIG Magazine is delivered, I read:

- Cover to Cover 19%
- ▨ Most of It 57%
- ▧ Some of It 23%
- None of It 1%

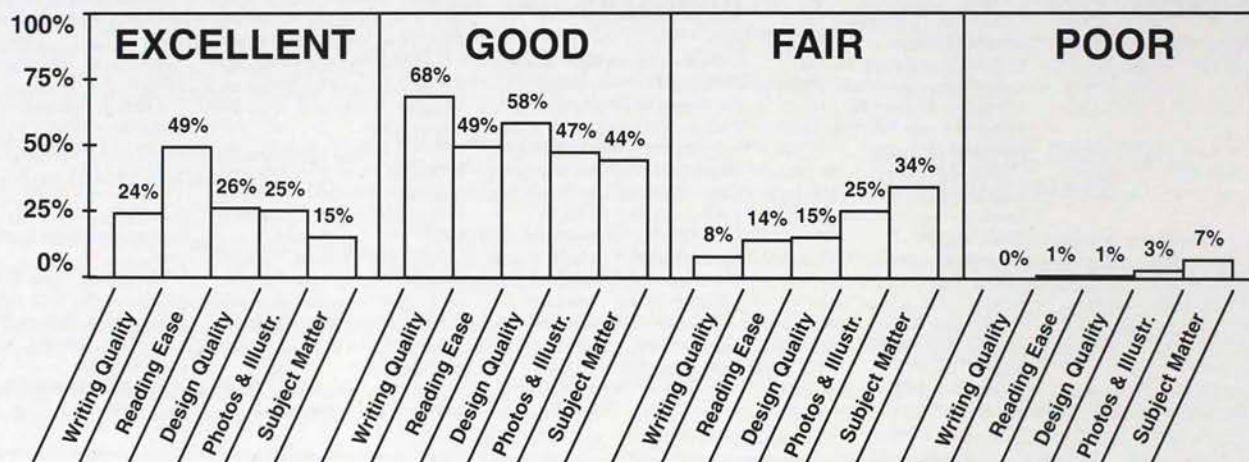


83% of Deltasigs Always/Usually read Alumni Notes Department.

79% of Deltasigs Always/Usually read Your Chapter Speaks Department.

71% of Deltasigs Always/Usually read Bits and Pieces Department.

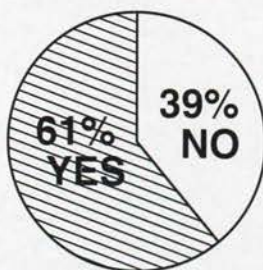
* In general, how do you rate The DELTASIG Magazine in regards to each of the following:



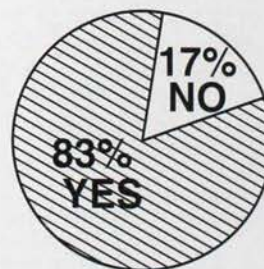
* The top 3 subjects Deltasigs are most interested in are:

- #1 Accomplishments of Alumni
- #2 General business features
- #3 Fraternity Events

* Should the DELTASIG Magazine increase the number of feature articles?



* Should the DELTASIG Magazine accept advertising?



Headquarters Headlines



Michael J. Mazur, Jr.

Since 1912 when what is known today as The DELTASIG was published for the first time in the form of a mimeographed newsletter, "THE DELTYSIG," this primary, official publication of Delta Sigma Pi has reached countless homes, offices, universities and libraries worldwide. Over a year ago, Managing Editor Dan Doyle and I first discussed the need for a survey of our readers. Our motivation was very simple. We wanted to determine how effectively The DELTASIG is meeting the needs of our readers; to ascertain which areas of the magazine need greater or lesser emphasis, and to establish a basis for evaluating key areas of the magazine in the future.

The compilation of your input is graphically displayed on the previous page; however, before I comment on these results, a little background on the magazine is in order. From that newsletter first published in 1912, The DELTASIG has grown into a four-color, multi-purpose magazine. It serves as a source of information, an historical record, and an educational journal. Today, The DELTASIG is sent four times each year to over 35,000 individuals including members, business school deans, libraries, and other fraternities and sororities.

The production effort for each issue of The DELTASIG involves hundreds of people. Members are the primary source of copy for the magazine - the Deltasig Correspondents at each chapter, the member who submits items for "Alumni Notes"

and "Bits & Pieces" and the occasional author who submits an article. In Oxford, Dan Doyle and Hilda Krueger spend many hours editing the copy, choosing photographs, keyboarding the copy and laying out the magazine on our desktop publishing system. Over the past eighteen months, virtually all of the copy that you read and the design elements that you see in The DELTASIG are prepared in final form at The Central Office. Prior to this time, all of this work was done "out of house."

We have the pleasure of working with a number of talented individuals in the graphic arts and printing fields. The staff at Shephard Poorman Communications in Indianapolis takes our copy from diskette and produces final pages; strips in photographs; designs portions of the publication; prepares printing plates and provides a wealth of helpful ideas as they guide us business majors through the world of the graphic arts. In Midland, Michigan, the people of Pendell Printing print, assemble and mail The DELTASIG. Tying all of this together is our printing broker, Maury Boyd and Associates in Indianapolis who, in addition to coordinating this effort for each issue, acts on our behalf and that of other similar clients for the purchasing of paper and printing services. Now, with this background, it's on to the survey results.

We are glad to learn that most of our readers actually read The DELTASIG from cover-to-cover. Your responses in the area of quality tell us that you generally like the writing and the design in the magazine but you would like to see greater quality in the photographs and perhaps a greater range of subject matter. Your degree of interest in the departments of the magazine is variable but it appears that you are very people oriented with a desire to learn more about each other and about personal development than about organizational matters. Your highest level of interest is reserved for accomplishments of alumni and collegiate members and for general business features.

You apparently wish to see an increase in the number of feature articles and we hope to be able to deliver. We wish that we had a stockpile of feature articles but that is not the case. We are always looking for articles of a general business and personal development nature as well as profiles on successful alumni and we hope that our readers will consider submitting

their own work or sharing their success stories.

The question of advertising in The DELTASIG resoundingly received a "YES" vote from you. From time to time, members have expressed negative feelings about advertising in The DELTASIG but your response tells us that this is not a widespread feeling. We plan to accept advertising in future issues of the magazine; however, at this stage, it will be confined to member services, such as the Alamo and MasterCard ads that you have already seen, and a member to member exchange. Regretfully, national advertisers have little interest in a publication of our relatively miniature distribution. A cooperative of fraternal organizations with a combined distribution in excess of 1 million per issue has experienced minimal success in attracting national advertisers to our marketplace. So, we will initially pursue advertisers that are of greater interest to you — fellow Deltasigs.

Thank you for your valued input to the readership survey. Your feedback is important and helpful but do not wait for our next survey to provide your "two cents worth." Drop us a note whenever you have a comment or an idea!

Alumni Extravaganza II



Join Delta Sigma Pi in the heart of the Caribbean... ...Montego Bay, JAMAICA!

“Mo Bay,” as the Jamaicans say, is equal parts history, laid-back beaches, mystery, fast paced city life, lush gardens and haute couture resorts where Deltasig alumni can work on their suntans, golf game, sailing and duty-free shopping.

Wyndham Rose Hall Resort, a 500 room luxury hotel, will host this extravaganza for Delta Sigma Pi alumni. Your 5-day and 4-night vacation package (August 15th - August 19) includes:

- All hotel accommodations
- Complimentary daily breakfast
- Free 18-hole golf green fee
- Welcome cocktail upon arrival
- Opening night private poolside reception with hors d'oeuvres
- Special Dine-around 3 course dinner
- All gratuities and applicable taxes
- Deluxe transfers from the airport
- Complete baggage handling

And all the fun and sun you could possibly enjoy for only \$589.00 (double occupancy, exclusive of air). Also available is an 8-day and 7-night extended tour package (August 15th - August 22nd) for only \$829.00 (double occupancy, exclusive of air).

Call the professional tour managers of Wagon-lits Travel today for reservations and information —

1-800-477-8567 (ask for Lonnie Fields)