



Charles I. Sutton and William W. Tatum gather for the Lifetime Achievement Award presentation.

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# THE Deltasig OF DELTA SIGMA PI

VOLUME EIGHTY-THREE NUMBER TWO

WINTER 1994

## Sacramento Valley Wins Outstanding Alumni Chapter

*A month-by-month look at the activities of the Sacramento Alumni Chapter*

On the first Wednesday of each month, for more years than anyone can remember, the Brothers of the Sacramento Valley Alumni Chapter meet for lunch at noon in downtown Sacramento at the Old Spaghetti Factory. This past year the Sacramento Valley Alumni Chapter received the Outstanding Alumni Chapter award from Delta Sigma Pi based on their activities during the 1992-93 franchise year.

The chapter started the franchise year with its annual chapter meeting and election of officers. Elected to office for the 1992-93 year were: Karen Stebelski, President; Kerri Petersen, Vice President—Activities; Haili Kamahale, Vice President—Membership; Chip Dunavent, Vice President—Finance; Darrel Auble, Secretary; Wayne Glazier, Treasurer. Also in June was the annual Alumni Chapter Family Picnic. Many Brothers and their families went to a local park in Sacramento for a day of food, relaxation and a friendly softball game with a group from a nearby picnic. The monthly Chapter Social was held at the end of the month. During the summer and fall months, this was held at a pub in downtown Sacramento which had pleasant outdoor seating.

In July, five members of the Sacramento Valley Alumni Chapter attended an Officer Training School in Reno, Nevada. Three of the members participated by presenting seminars on "Communication," "Finance and Fund Raising," and "Service Projects." Members from the chapter also



Members of the Sacramento Valley Alumni Chapter gather at their annual Christmas party with Grand President Randy L. Hultz, Executive Director Michael J. Mazur, Jr., and Past Grand President John V. Henik.

assisted with registration in the morning. By attending the OTiS, they learned a great deal from the collegiate members in attendance. They discovered that students were interested in alumni chapters providing networking opportunities, social activities, and involvement with collegiate chapters. This information helped the chapter plan their activities for the coming year.

In August, Brothers from the Sacramento Valley Alumni Chapter headed to Candlestick Park to see the San Francisco

Giants play the Atlanta Braves, and held a tailgate party in the parking lot before the game. The first activity in September was an "Escape to Oregon." Several members of the chapter spent Labor Day weekend at the Mill Inn Bed and Breakfast in Bend, Oregon. They spent the time hiking, white-water rafting and relaxing. It was a great getaway weekend for Brothers in the chapter!

The chapter had two fund raising projects for the year. One was the sale of their Deltasig watches with the full color Coat

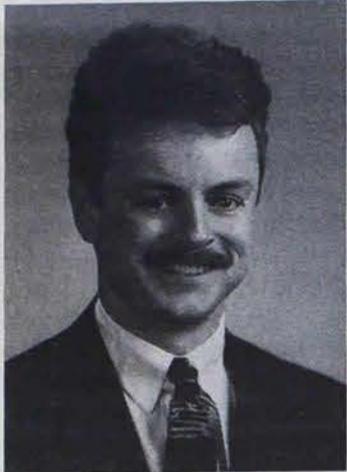
of Arms on the face, and the other was the sale of Entertainment '93 coupon books. They sold 75 books this year, which meant a \$600.00 profit for the alumni chapter.

In September the chapter hosted a recruiting party, at a local restaurant, for the Epsilon Phi Chapter at Sacramento State University. They provided hors d'oeuvres and soft drinks, and of course, information about the fraternity to the prospective Brothers. The event was well attended by alumni, collegiate and prospective members. In

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Delta Sigma Pi  
The Central Office  
330 South Campus Avenue  
Oxford, Ohio 45056-0230

# COMMENTARY



Randy L. Hultz  
Grand President

As I write this commentary, the holiday season is in full force. I hope yours was safe and enjoyable. I'm sure you have noticed that this time of year usually brings out the best in people. The spirit of helping and serving seems to come alive for many. Most bask in the glow of giving what they can to friends, family, those in need and charitable organizations.

For Deltasigs, the concept of service has always been a fundamental part of our heritage and tradition. From the newest pledge to our most experienced alumni, active service to our community and our Brotherhood has been a hallmark of fraternity membership. Such service and support is an on-going effort and not just limited to a few specific times a year.

Individuals who pledge our fraternity are expected to

actively participate in a community or university service project as part of their educational program. Other activities emphasize the necessity of serving the Fraternity. In addition to highlighting the importance of service, these events help develop fundamental skills in teamwork, communication, delegation, organization, time management, etc. Involvement in such projects is a prelude to what is expected of members of our organization.

As collegiate members, Brothers are actively involved in performing a wide range of community and university service projects. These may include visiting nursing homes, raising money for a charitable organization, adopting a highway, assisting at a local animal shelter or helping a university raise funds from

alumni, to name a few. In addition to the beneficiary, such projects provide both tangible and intangible benefits to participants, their chapter and the Fraternity as a whole.

Many corporate employers encourage their employees to be actively involved in civic and charitable organizations and projects. A number of Deltasigs have found that active involvement in their local alumni chapter can be very rewarding both personally and professionally. In addition to community service, alumni are currently helping our fraternity in a number of ways. Many are serving as national officers and advisors. Some are serving on national or regional task forces to address key fraternity issues or execute important projects. Others are involved in expansion activities to establish new

collegiate and alumni chapters around the country. Numerous others act as mentors or serve as presenters at professional programs. Many are providing financial support through contributions to our charitable organization, the Delta Sigma Pi Leadership Foundation. All of these activities are invaluable to our Fraternity and can be personally and professionally rewarding to the individual.

The concept of service to the community and each other is integral to the success of any organization. Thanks to your endless support, Delta Sigma Pi and its membership will continue to flourish.

Fraternally,

Randy L. Hultz  
Grand President



Michael J. Mazur, Jr.  
Executive Director

Loyalty, allegiance, commitment — these are all words that convey a powerful statement about a person and the type of life that he or she enjoys. These are generally considered to be important and admirable characteristics yet, according to the media, it seems in many aspects of life, that their importance and value has diminished. I happen to disagree.

In "Corporate America" today, the rash of downsizing has many of our members dealing with issues of unemployment, mid-life career change and the prospect of underemployment. The emotional and economic toll that these issues take can be overwhelming. The very basic values of loyalty, allegiance and commitment can come into serious question. Those in the work force may adopt an attitude that these qualities are unimportant when a "pink slip" can be in the next pay envelope. Those who have gotten their

"pink slip" may vow to never again give the level of commitment to future employers.

These are tough times with no guarantees. The abandonment of the basic work ethic, however, will not make times better. Quite the contrary, negatives tend to generate more negative attitudes and situations.

I think that today's times provide opportunities for business in our country to grow and prosper. Businesses that view these times as an opportunity to get quality people at cheap wages will possibly find some short lived success. Those businesses that recognize that there are very qualified candidates for positions and that offer a mutually advantageous opportunity to these candidates can flourish. Smaller businesses have a opportunity to inject many new ideas with people who have a wealth of experience in "Corporate America."

The leadership of the Fraternity has searched over recent years for ways that Delta

Sigma Pi can help our members with their employment needs. There aren't easy solutions. The Fraternity is not in an economic position to devote the resources to establishing a full service placement operation. We have seen other fraternities and sororities attempt this type of program and have limited success. We certainly do not want to promise something to our members that we cannot deliver. Until this situation might change in the future, arrangements have been made with a firm that offers a placement service for experienced professionals. SkillSearch is the firm and their services are available for members of Delta Sigma Pi. Also, if you have jobs to offer, SkillSearch can provide assistance. If you haven't received information in the mail on SkillSearch, you may reach them at 1-800-ALUMNI 1.

Those basic values of loyalty, allegiance and commitment are important in all aspects of life. In Delta Sigma Pi, they

are key ingredients to our continued success and growth. Despite media claims to the contrary, I believe that they still exist and that they serve to keep Delta Sigma Pi and business, in America and beyond, strong. Despite any setbacks in your life, I hope that they continue to be a part of your life resume.

Fraternally,

Michael J. Mazur  
Executive Director

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fill in your new address and return this form to the address below.

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City, State, Zip Code

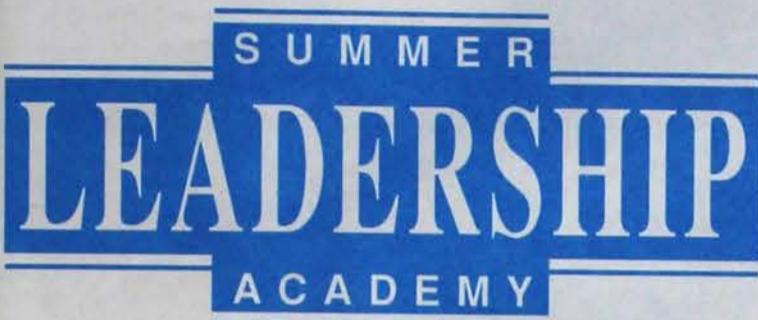
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# SUMMER LEADERSHIP ACADEMY

## Delta Sigma Pi Introduces the Summer Leadership Academy for Collegiate Deltasigs

*Delta Sigma Pi Leadership Foundation plans sponsorship of the new Summer Leadership Academy through special phonathon effort aimed at Life Members.*



SPONSORED BY THE  
DELTA SIGMA PI LEADERSHIP FOUNDATION

The Delta Sigma Pi Summer Leadership Academy was created in order to train business students to become business leaders who have a long-range vision founded on the universal principles of ethics, service and personal integrity. This Academy will be unlike any other educational program offered by the fraternity, in that it will focus entirely on leadership dynamics.

During February and March of this year, the Delta Sigma Pi Leadership Foundation will embark upon its first phonathon. All contributions received through this new program will be used to support the Delta Sigma Pi Summer Leadership Academy for Collegiate members of the fraternity.

The phonathon will target Life Member level donors who

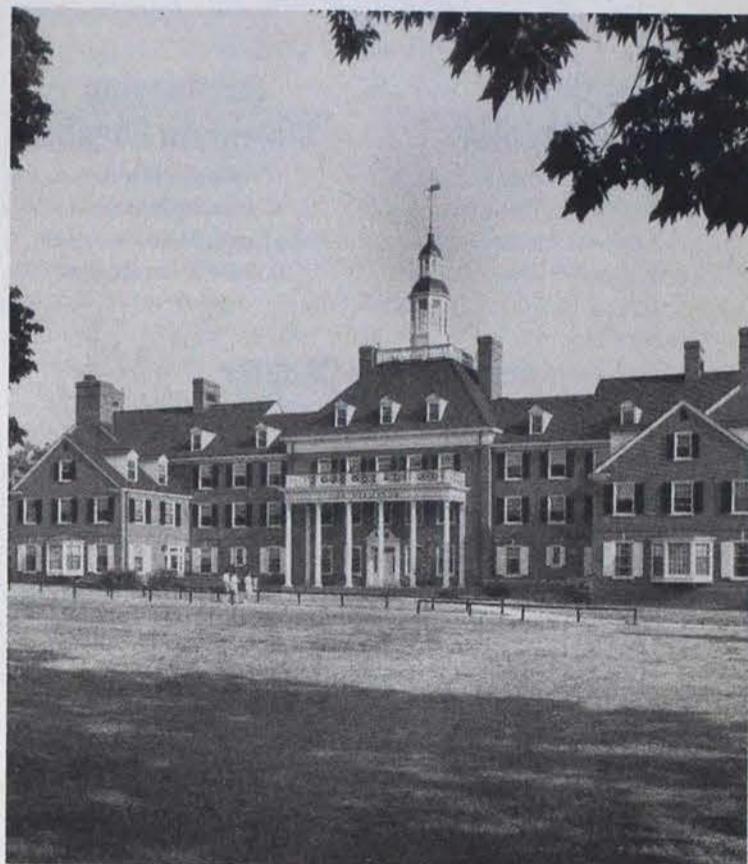
are not annual contributors. Brothers may become "Full Benefactors" of the Academy by making a \$500.00 pledge. This will guarantee that a member of their own collegiate chapter participates in the Academy with all of their expenses paid by the Leadership Foundation. This would include all travel, lodging, meal, and supply and material expenses! This is the first time Delta Sigma Pi has offered such an opportunity for contributions from our Brothers. Lower pledge amounts will also be solicited. Brothers may also make a \$250.00 pledge, a \$100.00 pledge, or a \$50.00 pledge in support of the Summer Leadership Academy.

Brothers who have already made an annual contribution to the Leadership Foundation who

wish to become a "Full Benefactor" of the Academy may do so by responding to their special solicitation in the March issue of Foundation UPDATE.

The Leadership Academy, sponsored by the Delta Sigma Pi Leadership Foundation, is a 3-day intensive learning opportunity which allows its participants to rise to the challenge of leadership. The Leadership Academy will provide participants with the necessary skills to both understand and apply their own unique leadership potential. Additionally, participants will learn to recognize the value of others and of the team. Brothers will define their own personal goals and learn how to engage their goals to become a more productive student, leader and citizen.

One hundred students from around the nation will be enrolled in the first Leadership Academy. Oxford, Ohio, home of The Central Office and of Miami University, will be the learning ground for our first Leadership Academy from July 21-24, 1994. Scholarships to assist with lodging, meal and travel expenses will be available from the Leadership Foundation as funding permits. Each chapter President and Secretary will



Miami University, located in Oxford, Ohio, will be home to the Summer Leadership Academy.

receive a special mailing in February with details on the Summer Leadership Academy and the application/scholarship process.

More information on the

Summer Leadership Academy and support from the Leadership Foundation may be obtained by contacting Brothers C. Dean Ferguson or Daniel S. Doyle at 1-513-523-1907.

### Sacramento Valley Alumni Chapter continued from page 1

September, the chapter also submitted an article about their activities for inclusion in The DELTASIG of Delta Sigma Pi.

The big event in October was the Western Regional Conference held in Stockton, California. Eleven members of the Sacramento Valley Alumni Chapter were in attendance at the weekend's activities. They hosted an Alumni Social Hour in the late afternoon prior to the Regional Conference Banquet, and secured a hospitality room in the hotel and provided hors d'oeuvres for all alumni in attendance. There was a good turn out of alumni Brothers which made the event a great success.

In November, the chapter tried a new event which proved to be enthusiastically received by their members. They sponsored a Professional Speaker Dinner on Founders' Day in the banquet room of a local restau-

rant. Mr. Bob Ball was the speaker. He writes, teaches and speaks throughout the country on topics related to self-esteem, and recently published a book called "Walking on Water." His talk was thought provoking and enjoyable for the Brothers and guests in attendance.

Every year for at least the last 15 years the Sacramento Valley Alumni Chapter has had its annual Christmas Party at Past Grand President Bill Tatum's house on the first Saturday of December. This past year they continued that great tradition. Many gathered at Brother Tatum's a few days before the party to decorate the house and put up the Christmas tree, and the party was a success with over 60 Brothers and guests in attendance.

At their January business meeting, the chapter solidified their calendar for the remainder of the year. In addition to monthly luncheons and business meetings, they planned an alumni chapter activity for every

month through July.

In January they held their annual Super Bowl Party at the home of Brothers Bill and Karen Stebelski. Even though the favorite local team (the San Francisco 49ers) were not playing this year, the Brothers and guests in attendance had a fun time munching on chili and junk food, and watching more of the entertaining commercials than the game!

In February, the Sacramento Valley Alumni Chapter took an active role in trying to better the national fraternity by proposing an amendment to the national Bylaws. After much discussion at their February business meeting, they decided on the amendment they wanted to propose.

In March, Brothers and guests watched the Sacramento Kings basketball team host the Phoenix Suns.

Also in March, several Brothers attended the Western Region Area Conference in San Jose, California.

Over 40 Brothers and guests gathered at a local restaurant to listen to a wonderful educational, funny and entertaining presentation by health advocate Dixie Schneider. Her presentation was entitled "Life's a Journey - Are You Enjoying the Trip." A survey given to Brothers in attendance showed that this type of event was appreciated, which encouraged the chapter to plan more professional events in the future.

In April, the Sacramento Valley Alumni Chapter continued to participate in a community service event, the March of Dimes Walk America. Several Brothers walked in the event, and many others pledged money to support the cause. Through this they were able to raise over \$400 for the March of Dimes. During April members of the alumni chapter also attended the annual Western Region picnic held in Fresno, California.

At their April business meeting, the chapter discussed and completed the 1992-1993

National Officer Performance Evaluation forms for their District Director, Regional Director and the Vice President for Alumni Benefits and Services.

At their May business meeting, the major topic was Grand Chapter Congress. Members of the chapter elected their delegate to Congress, and selected two alternates. They also voted to man a table on the Friday afternoon of Congress to meet with Brothers who may be interested in joining an Alumni Chapter.

In June the Sacramento Valley Alumni Chapter held its annual Summer Picnic at a local park. Good food, a fun frisbee game and great Brotherhood were enjoyed by the members and guests who attended. The chapter concluded the year with the election of officers for the next year.

Delta Sigma Pi congratulates the members of the Sacramento Valley Alumni Chapter on their accomplishments.

# FRATERNITY AWARDS

This past year's fraternity awards, presented at the Grand Chapter Congress in Anaheim, California, highlighted the achievements and efforts of Brothers and Chapters. Congratulations to all those listed.

## Lifetime Achievement

Charles L. Sutton

## Outstanding Alumni Chapter

National Winner  
Sacramento Valley  
Alumni Chapter  
Western Region

## Outstanding Collegiate Chapter

National Winner  
Iota Pi Chapter  
San Diego State University  
South Pacific Region

## Outstanding Chapter

### Regional Winners Alumni

Atlanta Alumni Chapter  
Southeastern Region

Columbus Alumni Chapter  
East Central Region

Chicago Alumni Chapter  
Great Lakes Region

Twin Cities Alumni Chapter  
North Central Region

### Regional Winners Collegiate

Beta Pi Chapter (tie)  
Kent State University  
East Central Region

Theta Pi Chapter (tie)  
Bowling Green State  
East Central Region

Gamma Psi Chapter  
University of Arizona  
Intermountain Region

Lambda Nu Chapter  
Texas A&M University  
Gulf Western Region

Iota Nu Chapter  
Northeast Missouri State  
Midwestern Region

Mu Tau Chapter  
George Mason University  
Mideastern Region

## Chapter Advisor of the Year

### National Winners

Bonnie P. Baker  
Theta Upsilon Chapter  
Sienna College  
New England Region

Dr. Katherine A. Karl  
Epsilon Omicron Chapter  
Western Michigan University  
Huron Region

### Regional Winners

Dr. Floyd C. Begin  
Theta Omicron Chapter  
St. Ambrose University  
North Central Region

Dr. J. Steve Davis  
Kappa Tau Chapter  
Clemson University  
South Central Region

Thomas I. Davis  
Epsilon Tau Chapter  
University of Dayton  
East Central Region

Scott James Miller  
Mu Nu Chapter  
Univ. of Nevada-Las Vegas  
South Pacific

## Most Improved Collegiate Chapter

### National Winner

Epsilon Upsilon Chapter  
New Mexico State University  
Intermountain Region

### Regional Winners

Delta Omega Chapter  
West Liberty State College  
Allegheny Region

Theta Upsilon Chapter  
Siena College  
New England Region

Kappa Phi Chapter  
Valparaiso University  
Huron Region

## District Director of the Year

### National Winner

NolaKay A. Kelm  
North Central Region

### Regional Winners

Alan Michael Brunton  
East Central Region

David A. Hennel  
New England Region

Michelle Lee Thornton  
South Pacific Region



Epsilon Upsilon chapter at New Mexico State keeps their community clean through the adopt-a-highway program.

## Outstanding Professional Activities

### National Winner

Iota Nu Chapter  
Northeast Missouri State  
Midwestern Region

### Regional Winners

Iota Pi Chapter  
San Diego State University  
South Pacific Region

Kappa Nu Chapter  
Longwood College  
South Central Region

Lambda Nu Chapter  
Texas A&M University  
Gulf Western Region



Brothers from the Atlanta Alumni Chapter participate in the Arthritis Foundation "Jingle Bell Run."

## Outstanding Service Award

### National Winners

Atlanta Alumni Chapter  
South Eastern Region

Iota Pi Chapter  
San Diego State University  
South Pacific Region

### Regional Winners

Alpha Iota Chapter  
Drake University  
North Central Region

Gamma Psi Chapter  
University of Arizona  
Intermountain Region

Delta Omega Chapter  
West Liberty State College  
Allegheny Region

Lambda Nu Chapter  
Texas A&M University  
Gulf Western Region

## Outstanding Scrapbook Award

### National Winner

Lambda Phi Chapter  
Cal. State - Long Beach  
South Pacific Region

### Regional Winners

Iota Nu Chapter  
Northeast Missouri State  
Midwestern Region

Kappa Pi Chapter  
University of North Florida  
South Atlantic Region

Lambda Tau Chapter  
Bentley College  
New England Region

Lambda Upsilon Chapter  
St. Mary's University  
Gulf Western Region

Alpha Iota Chapter  
Drake University  
North Central Region

Alpha Rho Chapter  
Univ. of Colorado-Boulder  
Intermountain Region

Theta Kappa Chapter  
University of Akron  
East Central Region

Iota Lambda Chapter  
Indiana/Purdue - Ft. Wayne  
Huron Region

# PRINCIPLE-BASED LEADERSHIP

## Excerpts from the address of Karen L. Hendricks 1993 Honorary Membership Anaheim, California — August 21, 1993



**Karen L. Hendricks**  
National Honorary Member

Whatever your role, whether you become a manager of people through your professional career, whether you become the leader of your household, or the President of the United States, whenever we set direction for others and need others to join us to accomplish something, we are a leader and we'll need leadership skills to come to the best possible outcome.

There are three concepts that are the underpinnings of principled-based leadership. The first deals with you alone, a private, personal development. Steven Covey, a well known management consultant, calls this concept *primary greatness*. The second concept is empathy, a leader's relationship with other people. And the third, the concept of abundance mentality and win-win relationships, is key to managerial leadership and a leader's relationship with his or her subordinates. Each of these three concepts reflects a fundamental principle essential to leading others.

Many attribute other people's success to a good personality; the ability to use the right words, or have an attractive personal style. These are thought to be the reason some people succeed, while others fail. These personality traits, while often essential to success, constitute secondary not primary greatness. To focus on personality or human relationship techniques, before character, is to try to grow leaves without roots. If we use tactics, manipulation, or charm to get others to do what we want, we may succeed in the short-term, however, over time our insincerity or double dealing will breed distrust. We might have the right rhetoric and style, but without genuine trust we won't achieve primary greatness.

To focus on technique, form over substance, is like cramming your way through school. In social, industrial or academic systems, you may get by if you learn "how to play the game." But if you don't pay the price, day in day out, you'll never

achieve true mastery of the subjects. And so it is with leadership mastery. If there isn't deep integrity and fundamental strength of character, true motives will eventually surface and human relationships fail.

Many people with secondary greatness lack primary greatness or goodness of character. The fundamental truth is that it is character which communicates most eloquently. As Emerson once put it "what you are shouts so loud in my ears I cannot hear what you say." To be an effective leader, we first must be personally effective. We must know ourselves, be in control of ourselves, and manage our own lives before we can be interpersonally effective. Strength of character and personal independence form the foundation for authentic, effective interactions with others.

So what defines primary greatness? First, it's integrity—the values we live by. Based on these values, we make promises and commitments to ourselves and to other people. If we can't make and keep them, to ourselves as well as others, our commitments become meaningless. The second characteristic of primary greatness is maturity; the balance between the courage of convictions and consideration of others. If someone can express his feelings and convictions with courage, balanced with consideration for the feelings and the convictions of others, they are mature. Have you ever taken a firm stand with someone based on your convictions, by totally annihilating theirs? You will find that you have won the battle, but lost the war. You have lost a relationship that was important to the progress of the group. On the other hand, haven't you also experienced the detrimental effect of not expressing your convictions and violating your personal value system in order to preserve peace in a relationship. Either extreme shows immaturity, too uncaring of others, or too little courage to maintain one's self respect. The bottom line is that we each need to find a balance between the courageous expression of our own convictions and the genuine consideration of the long-term welfare of others.

The third characteristic of primary greatness is abundance mentality; the perspective that there is plenty out there for everybody. An abundance mentality flows from a deep sense of personal worth and security. It results in sharing

recognition, profit, and responsibility. Most of us are deeply scripted in a scarcity mentality. We see life as a finite pie. Someone has to win and that means someone has to lose. People with scarcity mentality have a hard time sharing recognition, credit, power or profit. They have a tough time being genuinely happy for the success of other people. It's almost as if something is being taken from them when someone else receives public recognition for their success. A character rich in integrity, maturity, and the abundance mentality has a genius that goes far beyond human relations technique or a "good personality." People will come to trust us; they will feel safe enough to expose their opinions and feelings to us. From it, we will form meaningful and trusting long-term relationships which are key to effective leadership.

How to grow "you" better, not anyone else, is the ultimate challenge. Whether it is pure competition on a tennis court, a peer vying for the same level of responsibility, or a business associate competing for the same people or money resources, measure your progress against your internal absolute standard, not against the success or failure of others. Who you are and who you want to be depends on your unique values alone.

So, the first tenet of effective leadership is the development of ourselves, of our primary greatness or personal character. Who we are is more important than what we say or how we look. When we operate against our fundamental values, when we have control of ourselves and the confidence to make and keep commitments to ourselves and others, we will begin to develop genuine, trusting, long-term relationships with people. Trusting relationships with people is an essential skill for leaders. Personal character alone, however, is not sufficient to make us leaders. We must have the ability to influence others and develop strong interpersonal relationships. Empathy is a critical skill to influencing others. It's simple: seek first to understand, then to be understood. Empathy requires that you value the difference someone else brings to a group or organization, rather than trying to get everyone to "see the world as you see it." It requires that you avoid second guessing others, projecting your motives on their behavior. The greatest single barrier to open, honest, communication is the tendency to

criticize or evaluate.

The key to being able to influence someone else is first to be influenced. Being able to influence others, is a fundamental skill needed in effective leadership. Empathic listening is important in any group setting because people are most effective when their trust level is high. People who trust others by the way they are treated feel secure, safe, and validated. They are more likely to grow, accept constructive feedback, and live up to their full potential. Many problems in organizations stem from poor relationships between people who should be leaders. It takes more nobility of character to confront and resolve these interpersonal issues than it does all the projects in the organization.

In every key relationship of our lives, we must daily build reserves of trust and love. With each new relationship, we open an emotional bank account. Like a checking account, it receives deposits and withdrawals. When withdrawals exceed deposits, the account is overdrawn. One main difference between the two is that the human relationship usually requires small daily deposits to maintain the balance and to build equity. Deposits are made through courtesy, kindness, honesty, and keeping our commitments to others. Withdrawals are made through discourtesy, disrespect, threats, and overreactions. If I keep making deposits in your emotional bank account, my reserve builds up. Your trust in me becomes greater and I can call on that trust as often as I need to. I can even make mistakes, and other forms of withdrawals, and be forgiven. But, if I continually make withdrawals from the account without making deposits, the reserve diminishes. If I keep making withdrawals, the emotional bank account becomes overdrawn. At that point, I have lost your trust.

Everyone has probably experienced this with friendships that have waned. You probably stopped making "deposits" in the friendship because you no longer trusted them. On the other hand, you probably have also experienced the feeling of truly trusting someone with your feelings. Even if this friend makes an occasional blunder, you can forgive and forget because of the emotional reserves in your bank account. This is the nature of every relationship. When people don't trust because the emotional bank account is low, they may become defensive to prove that

they matter. They become concerned with defending their rights and proving their individuality. They are unreceptive to input or coaching, and therefore their growth is thwarted and so is their organizational potential. In short, emotional bank account investment is a critical skill of leaders to establish trust with coworkers.

The singular message is this: effective leadership depends on the quality of the relationship of the leader to those people he or she leads. People are willing to be led only by people they respect and trust. To gain respect and trust of others, we must value ourselves and, at the same time, subordinate ourselves to a higher purpose and to other people's interest, not just our own. Leadership starts with personal development deep inside of us; the development of primary greatness or personal character. It means we make commitments to ourselves and others, and keep them. It requires integrity, and maturity. It requires the ability to stick up for our convictions without tramping on someone else's, and abundance mentality. It requires a personal confidence that has us compete against an absolute standard and allows us to rejoice in other's victories as well as our own.

Only when we are in control of ourselves, can we exhibit the inter-relational fundamentals of leadership. Effective leadership requires that we can influence other people. Developing empathy is the first step in influencing others. If we can't understand someone else's point of view and be influenced by them, it is unlikely we will be able to influence others. And effective leadership requires that we develop long-term relationships based on mutual respect and trust. Genuinely investing in the emotional bank accounts of others through honesty, courtesy, and keeping commitments, is a fundamental principle of human relationships. Through this investment, people will feel secure and will be able to grow and contribute to their fullest potential.

The final payoff, however, the bottom line of effective principled-based leadership, is that people are at their best in an environment of trust and mutual respect. And when people are at their best, they solve problems better and make things happen.

# YEAR IN REVIEW

## In 1993, Delta Sigma Pi . . .

**Maintained** operations at 176 collegiate and 36 alumni chapters.

**Initiated** 4,068 new members including 103 Faculty Members and 18 Honorary Members.

**Provided** Over 40 Scholarships to members of Delta Sigma Pi for scholastic achievement, fraternal activity and financial need.

**Provided** consultation support from The Central Office to 173 collegiate chapters.

**Implemented** a career development and placement assistance program for alumni members of the fraternity through SkillSearch.

**Continued** to offer Group Life and Medical insurance, an affinity credit card, rental car discounts, an international alumni membership directory, and an alumni locator service for our members.

**Witnessed** the circulation of *The DELTASIG Magazine* increase to over 37,000 per issue.

**Published** the *Biennial Survey of Colleges and Universities offering an Organized Curriculum in Business Administration*.

**Extended** the Delta Sigma Pi family with the installation of new collegiate chapters at:

- University of Colorado-Colorado Springs (Mu Chi Chapter)
- Iowa State University (Mu Psi Chapter)
- Trenton State University (Mu Omega Chapter)

**Recognized** 14 collegiate chapters that earned Honor Roll status in the Chapter Efficiency Index.

**Witnessed** total membership in Delta Sigma Pi reach 157,781 initiates worldwide.

## Listing of Collegiate Chapters achieving or exceeding their 1993 membership goals.

Alpha — New York	Beta Psi — Louisiana Tech	Eta Upsilon — West Florida
Epsilon — Iowa	Gamma Epsilon — Oklahoma	Eta Omega — VA Commonwealth
Xi — Michigan	Gamma Omicron — San Francisco	Theta Lambda — Xavier-Cincinnati
Pi — Georgia	Gamma Tau — So. Mississippi	Theta Pi — Bowling Green State
Rho — California-Berkeley	Gamma Psi — Arizona	Theta Upsilon — Siena
Upsilon — Illinois	Delta Iota — Florida Southern	Theta Phi — South Florida
Phi — Southern California	Delta Nu — Loyola-New Orleans	Iota Kappa — James Madison
Chi — Johns Hopkins	Epsilon Theta — Cal. State-Chico	Iota Nu — Northeast Missouri State
Psi — Wisconsin-Madison	Epsilon Nu — New Orleans	Iota Pi — San Diego State
Omega — Temple	Epsilon Omicron — W. Michigan	Iota Phi — California State-Fresno
Alpha Beta — MO-Columbia	Epsilon Tau — Dayton	Iota Chi — Illinois State
Alpha Zeta — TN-Knoxville	Epsilon Upsilon — New Mexico	Kappa Mu — Cal Poly-SLO
Alpha Eta — South Dakota	Epsilon Chi — Georgia Southern	Kappa Omicron — SW Missouri
Alpha Iota — Drake	Epsilon Omega — Eastern Illinois	Kappa Chi — Savannah State
Alpha Kappa — SUNY-Buffalo	Zeta Kappa — Western State	Lambda Nu — Texas A&M
Alpha Omicron — Ohio	Zeta Nu — Texas A&I	Lambda Xi — Grand Valley State
Alpha Pi — IU-Bloomington	Zeta Upsilon — Virginia Tech	Lambda Pi — San Diego
Alpha Rho — Colorado	Zeta Phi — Florida Atlantic	Lambda Rho — Livingston
Alpha Sigma — Alabama	Eta Kappa — Troy State	Lambda Upsilon — St. Mary's
Alpha Upsilon — Miami-Ohio	Eta Nu — Missouri-St. Louis	Lambda Phi — Long Beach
Alpha Chi — Washington	Eta Xi — Philadelphia Textiles	Mu Rho — Colorado State
Beta Eta — Florida	Eta Rho — Wisconsin-LaCrosse	Mu Sigma — Barry
Beta Pi — Kent State		Mu Tau — George Mason

# FOUNDATION UPDATE

The Delta Sigma Pi Leadership Foundation wishes to extend our sincere thanks to the following Brothers whose names were inadvertently omitted from the 1907 Society listing of donors (\$250 to \$499):

- Heather A. Bailey
- Dale M. Clark
- Paul Elliott Coveney
- W. Rufus Estis
- Paul J. P. Garcia
- Gayle Younger Gerhardt
- David A. Hennel
- Renate D. Martin Hobbs
- George I. Hughes
- Brian Keith Judd
- Norman Kromberg
- Frederick C. Lipsey
- Edward G. McVean, Jr.
- Thomas Arthur Moran
- J. Alfred Moroni
- Charles R. Pihl II
- Leroy Gene Poppe
- Heather Marie Price
- Claire Sammon Roberts
- John Carl Seramur
- Sandra C. Sofoul
- Kenneth L. Swayze III
- Robert F. Woelfle
- Robert F. Yoakum, Jr.

## HONORARY & MEMORIAL CORPORATE & FOUNDATION CHAPTER GIFTS

(contributions received from 7/1/92 to 6/30/93)

### Memorial Gifts:

In memory of	Heath J. Crider	from	Dorothy Crider
In memory of	Thomas J. Elsen	from	Keigh N. Masuda
In memory of	Edward C. Evans	from	Emogene Evans
In memory of	Thomas Mocella	from	Anthony Z. Fernandez
In memory of	Jacqueline Parnitzke	from	Joe S. Loonis
In memory of	Jacqueline Parnitzke	from	Charles I. Sutton
In memory of	Victor A. Tabor	from	Mary Anne Hamlin DeForke
In memory of	Victor A. Tabor	from	Charles A. Hazday
In memory of	Jake V. Thrash	from	Evelyn J. Thrash
In memory of	Bradley K. Wong	from	Iota Phi Chapter

### Honorary Gifts:

In honor of	Charles A. Hazday	from	South Florida Alumni Chapter
In honor of	Daryl T. Logullo	from	South Florida Alumni Chapter
In honor of	John V. Henik	from	James F. Pendergrass
In honor of	Dan Roy Harington	from	Minneapolis Jaycees Foundation
In honor of	Mr. & Mrs. Sidney A. Sparks	from	James F. Pendergrass
In honor of	Richard J. Parnitzke	from	James F. Pendergrass

### Corporate Gifts:

- Allied Signal
- British Gas Exploration
- Cohen Consulting, Inc.
- Hoechst Celanese Corp.
- McDonald's Corporation
- Philip Morris Companies
- Shaklee Corporation
- The Stroh Foundation
- The UPS Foundation
- The Xerox Foundation

### Chapter Gifts:

- Iota Phi Chapter
- Boston Alumni Chapter
- Birmingham Alumni Chapter
- Central Illinois Alumni Chapter
- South Florida Alumni Chapter

**Many thanks for your continued support of the Delta Sigma Pi Leadership Foundation**

Your tax-deductible contributions may be mailed to: Delta Sigma Pi Leadership Foundation, P.O. Box 230, Oxford, Ohio 45056-0230

## ALUMNI NOTES

**Susan (Salvador) Pignetti**, *Adelphi*, has accepted a new position as Sales Manager with Texas Commerce Bank in Houston, Texas.

**David Lee Cogan**, *Arizona*, has accepted a new position as an Account Executive trainee with CCC Information Services, headquartered in Chicago, Illinois.

**Rene Berger**, *Barry*, has accepted a new position as Assistant Manager with Limited Express in Coral Gables, Florida.

**Jean-Pierre doValle**, *Barry*, has accepted a position as Assistant Manager with Kay Bee Toys and Hobby in Ft. Lauderdale, Florida.

**John Henry Harkins**, *Barry*, has accepted a position as Staff Accountant with Cleveland Clinic of Florida in Ft. Lauderdale, Florida.

**Mark A. Kempa**, *Barry*, has accepted a position as Staff Accountant with International Vouyager Media in North Miami, Florida.

**Donald J. Pelletier**, *Barry*, has accepted a position as Assistant Manager with The Home Depot in Hialeah, Florida.

**Donna M. Allum**, *Central*

*Florida*, has accepted a new position as Financial Administrator with Muscato Corporation in Orlando, Florida.

**Brian T. Myers**, *Central Florida*, has been promoted to Product Support Representative with Lanier Worldwide Office Products in Altamonte Springs, Florida.

**Brian Stingle**, *Central Florida*, has just been promoted to Supervisor of Operations with Sunbank Capital Management, N.A. in Orlando, Florida.

**Joseph A. Liotta**, *Christian Brothers*, Financial Advisor in the Broad Hollow branch of Prudential Securities, a subsidiary of The Prudential Insurance Company of America, has received a Prudential Community Champions Award of \$500 for the Boy Scouts of America, FDR Division, Suffolk County Council.

The Prudential's Community Champions Awards program recognizes Prudential employees and retirees who excel in volunteer commitment, leadership and service in their communities, and provides grants to the organizations in which they volunteer.

**J. Edward Bates**, *East Tennessee State*, an Assistant

Professor of Accounting at Mountain Empire Community College in Big Stone, Virginia, has been appointed to serve a three year term, beginning July 1, 1993, on the Board of Directors for the Accreditation Council for Accountancy and Taxation.

**B. Lee Black**, *Eastern New Mexico*, President of the New Mexico Baptist Foundation since 1981, was elected to serve as President of the Association of Baptist Foundation Executives. Lee just completed eight years as a trustee of the Stewardship Commission of The Southern Baptist Convention, having served as chairman of two committees; stewardship and endowment/capital giving.

**Mark Stuart Dawson**, *Georgia State*, has accepted a new position as Laboratory Equipment and Supply Manager for Georgia State University-Science Center in Atlanta, Georgia.

**Michael S. Haroldson**, *Indiana*, has accepted a new position as Real Estate Consultant with Century 21, Howrey-Parker, Colorado, and has completed their 21 PLUS program.

**Allen A. Lill**, *Louisiana*

*State*, recently received the designation of Associate in Risk Management after completing a program developed by the insurance institute of America. Allen is an Account Executive with Arthur J. Gallagher & Company in West Palm Beach, Florida.

**Cari L. Minnig**, *Nebraska-Lincoln*, has accepted a position with Hillhaven Corporation at Park Place Health Care Center in Great Falls, Montana.

**Jerry L. Pigsley**, *Nebraska-Lincoln*, was elected Chairman of the Nebraska State Bar Association Labor Relations and Employer Law Section. Pigsley is a shareholder in the law firm of Harding & Ogborn in Lincoln, Nebraska.

**Robert Brian Mills**, *New Mexico*, received a Bachelor of Business Administration Degree from The University of New Mexico on May 15, 1993.

**Jim L. Newcomb**, *Southern California*, recently accepted the position of Western Regional Sales Manager for the newly formed J.B. Williams Co., Inc. of Glen Rock, New Jersey. He will remain located in the Bay Area of Northern California.

**Mary Davis Williams**,

*Southern Mississippi*, has accepted a new position with William Brown, CPA in Greenville, South Carolina. The firm specializes in individual tax consulting and planning.

**Robert Gentry**, *Virginia Commonwealth*, has been promoted to Accounts Receivable Specialist with NCV Associated Physicians in Richmond, Virginia.

**Todd Anthony San Martin**, *Virginia Commonwealth*, has accepted a new position as Secured Bank Card Specialist with Signet Bank in Richmond, Virginia.

**Jeff R. Surratt**, *Virginia Commonwealth*, has been promoted to Programmer Analyst with the Department of Information Technology in Richmond, Virginia.

**Ingrid Taylor**, *Virginia Commonwealth*, has accepted a new position as Asset Analyst-Bond Administration with Prudential Home Mortgage in Frederick, Maryland.

**Steven D. Lutt**, *Wayne State-Nebraska*, has been promoted to general foreman in the military network division of Dale Electronics Inc. in Norfolk, Nebraska.

## BITS AND PIECES

## MERGERS

**Martin R. Luxeder**, *Akron*, on September 25, 1993, to Cheryl L. Hofer, at Columbus, Ohio.

**John S. Semsel III**, *Boston*, on July 10, 1993, to Lisa A. Rueshoff, *Boston*, at Holmdel, New Jersey.

**Mark F. Joseph**, *Cal Poly-San Luis Obispo*, on July 31, 1993, to Coreen Elizabeth Quinn, *Cal Poly-San Luis Obispo*, at Vallejo, California.

**Rosemarie B. Ouano**, *California State-Northridge*, on June 26, 1993, to Todd Christopher Emmons, at Canoga Park, California.

**Bryan Lee Hale**, *California State-Northridge*, on September 4, 1993, to Lisa M. Soares, *Cal State-Northridge*, at Woodland Hills, California.

**Martin Rene Rodriguez**, *California State-Northridge*, on August 7, 1993, to Linda J. Pederson, *California State-Northridge*, at Canoga Park, California.

**Carolyn E. Kuhl**, *Central Florida*, on February 20, 1993, to S. Eric Sevor, at Orlando, Florida.

**Peter D. Howlett**, *Central Florida*, on October 16, 1993, to Monique L. Michaud, *Central Florida*, at Hartford, Connecticut.

**Frank A. Virella, Jr.**, *Florida Atlantic*, on July 24,

1993, to Joanne DiSimone, *Florida Atlantic*, at Bayside, New York.

**Gary Allen Utt**, *Illinois State*, on October 23, 1993, to Gina Delcorse, at Oak Lawn, Illinois.

**Clint R. Smalley**, *Iowa State*, on July 31, 1993, to Deborah S. Brehse, *Iowa State*, at Carlisle, Iowa.

**Jonathan Hager**, *James Madison*, on September 18, 1993, to Sheri Jamerson, at Martinsville, Virginia.

**Charles Eric Warden**, *James Madison*, on August 14, 1993, to Kathy Jane Shepley, *James Madison*, at Hagerstown, Maryland.

**Kenneth J. Olah**, *Kent State*, on November 6, 1993, to Angela Jean Merrill, *Kent State*.

**Kimberlee Durst**, *Kent State*, on October 3, 1993, to Bruce Konefsky.

**Diana Naccarato**, *Kent State*, on September 25, 1993, to Todd DiMaria, at Pittsburgh, Pennsylvania.

**Shawn C. Smith**, *Nebraska-Lincoln*, on June 26, 1993, to Stephanie E. Alvine, *Nebraska-Lincoln*, at Sioux Falls, South Dakota.

**Tricia Auger**, *Northern Arizona*, on August 14, 1993, to Jeffery Moore.

**Julio Eduardo Bejarano**, *North Texas*, on September 18,

1993, to Stacy E. Avery, *North Texas*, at Paris, Texas.

**Christopher John Craig**, *North Texas*, on August 22, 1993, to Gina K. Arendt, *North Texas*, at Lindsey, Texas.

**Kyle Wayne Melton**, *North Texas*, on June 26, 1993, to Shanna R. Jensen, *North Texas*, at Mesquite, Texas.

**Kellie A. O'Brien**, *North Texas*, on May 29, 1993, to Mike Wiczorek, at Dallas, Texas.

**Ronald L. Roberto, Jr.**, *North Texas*, on May 22, 1993, to Stacy L. Trout, *North Texas*, at Cedar Hill, Texas.

**Carrie Jo Swirczynski**, *North Texas*, on August 13, 1993, to Charles LeMaheiu, at Dallas Texas.

**Teresa Lynn Loos**, *Quincy*, on August 7, 1993, to Robert Bruce Tedrow, at Quincy, Illinois.

**Diane Marie Durand**, *Quincy*, on September 18, 1993, to Robert Michael Venvertloh, at Quincy, Illinois.

**Antoine Wilson**, *Shepherd*, on June 12, 1993, to Leah Gabrielle Mann, at Winchester, Virginia.

**Andrew V. Criss**, *Shepherd*, on September 11, 1993, to Lydia Harris, at Parkersburg, West Virginia.

**William C. Cordes**, *Siena*, on August 28, 1993, to Nicole Sangemino, *Siena*.

**Mary Patricia Davis**,

*Southern Mississippi*, on January 2, 1993, to John T. Williams, at Greenville, South Carolina.

**Michelle Robyn Katz**, *South Florida*, on October 23, 1993, to Edward Michael Ray, at Ft. Lauderdale, Florida.

**Karen Johanknecht Griffin**, *SUNY-Albany*, on May 22, 1993, to John H. Chappell, at Walnut Creek, California.

**Steven D. Lutt**, *Wayne State*, on June 5, 1993, to Jodi L. Murphy, at Wayne, Nebraska.

**Geraldine Gebhart**, *West Florida*, on August 7, 1993, to Walt Murrey, Jr.

## DIVIDENDS

To Brother **Barbara Moore League**, *Arizona*, and Richard E. League, on August 31, 1993, a son, Alexander Richard.

To Brother **Richard R. Boner**, *California State-Fullerton*, and Karen Lee Boner, on June 29, 1993, a son James Richard.

To Brother **Nancy A. (Colvin) Gibler**, *Central Missouri State*, and Darrell R. Gibler, on June 7, 1993, a daughter, Alexandra Nichole.

To Brother **Walter G. Tillman**, *Georgia Southern*, and Carole Tillman on June 24, 1993, a son, Charles Robert.

To Brother **Maris LeBlanc McCrory**, *Louisiana State*, and Richard McCrory, on July 8, 1993, a daughter, Colleen

Elizabeth.

To Brother **Brian Glen Barnier**, *Michigan*, and Carol C. Barnier, on October 8, 1993, a daughter, Catherine Lynne Louise.

To Brother **Angela Neitfeld Zalewski**, *Nebraska-Lincoln*, and Thomas Zalewski, on July 3, 1993, a son Adam Christian.

To Brother **Jeffrey Dean Korte**, *Nebraska-Lincoln*, and Brother **Julie Haugner Korte**, *Nebraska-Lincoln*, on July 22, 1993, a son, Jason Morgan.

To Brother **Nannette Wallace Gorman**, *North Carolina-Chapel Hill*, and Thomas J. Gorman, on July 8, 1993, a son, Patrick Gerard.

To Brother **Sandra Dzera-Kyle**, *Robert Morris*, and Gerry Kyle, on September 17, 1993, a son, Trevor Alexander.

To Brother **Raymond W. Mascarena**, *San Diego State*, and Suzanne Mascarena, on June 8, 1993, a daughter, Jamie Nicole.

To **Antoine Wilson**, *Shepherd*, and Leah Wilson, on July 28, 1993, a son, Jordan Alexander.

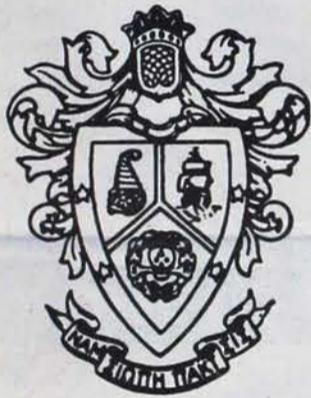
To Brother **Timothy C. Duff**, *Tennessee-Knoxville*, and Melanie Duff, on September 13, 1993, a daughter, Kathleen McKinley.

To Brother **Donna Baum-Woehl**, *Texas-El Paso*, and James M. Woehl, on July 6, 1993, a daughter, Jessica Marie.

*continued on page 8*

# 50 YEAR CELEBRATIONS

*This issue of  
The DELTASIG  
honors those  
Brothers who  
have reached  
their 50th  
anniversary of  
membership in  
Delta Sigma Pi.  
We celebrate with  
these Brothers who  
are demonstrating  
their lifelong Deltasig  
experience.*



**Beta Chapter  
Northwestern University**  
James Clarence Butler

**Delta Chapter  
Marquette**  
Robert William Gleason

**Zeta Chapter  
Northwestern University**  
Eugene Borgeson  
William Allen Mercer  
Ned Paul Macaddino

**Theta Chapter  
University of Detroit**  
Francis George Faustman

**Kappa Chapter  
Georgia State University**  
Ernest Lee Hicks  
James Fletcher Jernigan  
James Andrew Arendall  
Benjamin Wade Binford, Jr.

**Mu Chapter  
Georgetown University**  
Michael John Nisos  
Richard Lewis Tate

**Nu Chapter  
Ohio State University**  
Thomas Leonard Corroto

**Psi Chapter  
Wisconsin-Madison**  
Matthew Joseph Hopfensperger  
Robert Dean Smyth  
John Herman Muetterties  
Richard Waldo Brust

**Omega  
Temple University**  
James Stuart Tait III

**Alpha Beta Chapter  
University of Missouri**  
Donald Lincoln Harter  
James Sherman Carter  
Philip Jamison Bliss

**Alpha Delta Chapter  
U. of Nebraska-Lincoln**  
Ernest Richard Ohlman  
John Lewis Burke  
Bernard Dean Ulrich  
Robert Dale Poulson  
Frank Theodore Uehling, Jr.  
Kenneth Wilmer Peterson

**Alpha Epsilon Chapter  
University of Minnesota**  
John Charles Gobershock  
Arthur John Carlson

**Alpha Eta Chapter  
University of South Dakota**  
Stanley Paul Jadeski  
Arlyn Charles Wiese

**Alpha Lambda Chapter  
UNC-Chapel Hill**  
John Roger Brooks, Jr.  
Cary Moore Early  
Clifton Thomas Edwards  
William Harry Fullenwider  
Norman Lee Garner, Jr.  
Samuel Robert Henderson  
Wyatt Collier Henderson  
Milton Needham Hinnant  
James Russell Kirby  
Dan Womble Marks  
William Mack Morris, Jr.  
Roy Ervin Strowd  
Paul Raymond Trueblood, Jr.  
Bill Proctor Greathouse  
Dan Charlton Howe  
William Allen Pace  
Harry Hilton Whidbee  
William Henry Whitley

**Alpha Mu Chapter  
University of North Dakota**  
Paul James McCann

**Alpha Nu Chapter  
University of Denver**  
Charles S. Sporleder  
Calvin Eugene Lenhart  
Carl Henry Gunther, Jr.  
Bradley J. Broyles

**Alpha Pi Chapter  
Indiana University**  
Charles Archibald Beal, Jr.  
Robert Seymour Currey  
Richard Baxter Fishing  
Robert Joseph Helms  
William Eugene Maldley

**Alpha Rho Chapter  
University of Colorado**  
Kenneth Harvey Foote

**Alpha Sigma Chapter  
University of Alabama**  
Harrison Booth Bennett

**Alpha Upsilon Chapter  
Miami University-Ohio**  
Donald William Falk  
Robert William Schneider  
Don Harvey Shirk  
Donald Francis Smith  
Albert Louis Stohlman  
Eugene Alfred Good, Jr.

**Alpha Phi Chapter  
University of Mississippi**  
Frank Edward Shahahan, Jr.

**Beta Gamma Chapter  
University of South Carolina**  
Ernest Hite Miller

**Beta Epsilon Chapter  
University of Oklahoma**  
Gean Wesley Adeo  
Harold Leon Osborne

**Beta Theta Chapter  
Creighton University**  
Nunzio Philip Coppola  
William Arthur Lubeley

**Beta Iota Chapter  
Baylor University**  
Dwight Lewis Kinard  
James Lee Erwin  
Ralph Louie Littlejohn

**Beta Kappa Chapter  
University of Texas-Austin**  
William Telford Barnhouse  
Thomas Eugene Berry II  
Jack Raymond Henley  
Robert Joseph Pesek  
Walter Jacob Pieper  
William Michael Rapp  
John Herschel Bearden  
Roy Robert Campbell, Jr.  
James Dillard Dyer, Jr.  
Ernest Martin Groos, Jr.  
Joe Hughston Smith  
Jim Will Wilson  
John Rumsey Doole  
Isham Harrison Evans  
James Augustus Gray  
William Falvey Matthews

**Beta Lambda Chapter  
Auburn University**  
Joe Billy Fain  
James Rushton McHugh, Jr.  
Kleber Miller O'Neal  
Thomas Jefferson Ventress  
John Bruce Crenshaw

**Beta Xi Chapter  
Rider College**  
Herbert Ferdinand Klepper

**Beta Omicron Chapter  
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Arthur Russell Edsall, Jr.  
James Courtney Kevlin, Jr.  
Charles Edward McAloon  
Tadeuz Joseph Wirkijowski

**Beta Pi Chapter  
Kent State University**  
Frank Anthony Simone  
Mervin Warren Longberry  
Arne Elmer Ahonen

**Beta Rho Chapter  
Rutgers University**  
S. Spencer Donald  
Daniel L. Reiber

## News for The DELTASIG magazine?

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, OH 45056

Here is my news: \_\_\_\_\_

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### MEMORIAL

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 for record keeping purposes.

**Virgil M. Schwarm**  
Cincinnati 12-9-93  
**Don D. Osborn**  
Detroit 6-28-93  
**James E. Finical**  
Eastern New Mexico 10-93  
**E. Harold Stokes**  
Georgia State 11-14-93  
**John E. Motz**  
Johns Hopkins 8-16-93  
**Russell C. Ferrington**  
Louisiana Tech 11-10-93  
**Ralph W. Doerner**  
Louisiana State 8-10-93  
**Frederick R. Rizzo**  
Marquette 3-9-90  
**James H.K. Robb**  
Marquette 9-16-93  
**Harry J. Ridings**  
Marquette 2-9-93  
**Richard J. Barth**  
Maryland 6-3-91

**Victor J. Payton**  
Northwestern-Chicago 10-30-93  
**Stephen J. Gabay, Jr.**  
Ohio State  
7-30-93  
**Frank T. Lamey**  
Pennsylvania  
10-20-93  
**John L. Jacobus**  
Rutgers 1-19-93  
**John T. Coll**  
Rutgers 9-14-93  
**George C. Pierce**  
Rutgers 9-25-93  
**William B. Schrand**  
St. Louis 8-19-93  
**Vernet Klepfer**  
SUNY-Buffalo 6-1-93  
**Samuel F. Clark, Jr.**  
Tennessee-Knoxville 5-29-93