

The **Deltasig**[®]

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of Delta Sigma Pi

The Journal of America's Foremost Business Fraternity

Fall 1998 - Volume 88, Number 1

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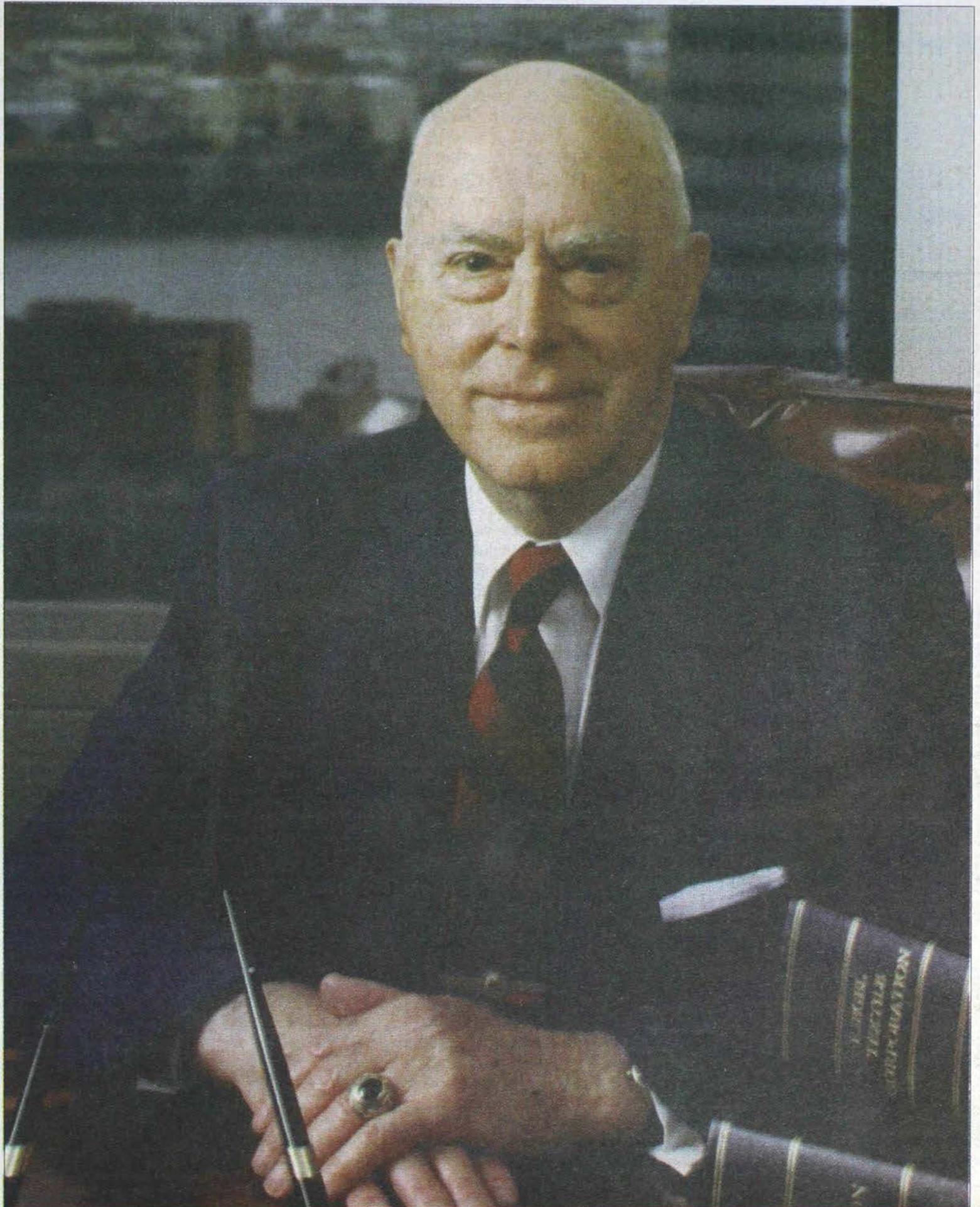


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Focus

Hey, Wanna Join a Fraternity?

Hey, wanna buy an automated process using a networked integrated application designed to use a tiered client server model? The server will use Unix configured to operate under OS-390 on an IBM mainframe. The clients will be Windows NT based using a relational database written in Access. The entire application will be managed using Computer Associates Unicenter TNG, with agents on each machine. A single sign-on approach will also be facilitated by TNG.



Norman Kromberg, Grand President

You cannot intelligently evaluate such a system, unless you have a thorough knowledge of user needs, technical skills, budgets, expectations and current environment. The key is to know the foundation for value.

Now, let's go to the question in the headline above. The situation is identical. Without sufficient information on what a fraternity is and what advantages it brings to you both during and after college, there is no value proposition. There is little perceived and understood value. Hence, the answer will more than likely be "no!"

It's All Greek to Her

Ok, somebody tells us "no." "He just didn't want to belong here," we rationalize. "He just wasn't a fraternity man," we say. But perhaps he might have joined. Possibly he was a fraternity man, but we failed to tell him what being a Deltasig was really all about. Maybe he wasn't presented with a satisfactory value proposition.

In talking with many of you around the country about recruitment, you have firmly developed the notion, "We're Deltasigs, we're the best." Although you'll certainly get no argument from me on that statement, using it as the foundation for your recruitment program clearly has the cart before the

horse. A prospective Brother has to first believe that a professional fraternity is right for him or her and then, within that system, that Delta Sigma Pi is the optimum choice.

Both require a value proposition.

Who Are We Really?

An article in the *Chronicle of Higher Education* contained a scary thought. In it, the three authors, all university professors and administrators, eloquently question and scrutinize some of our most cherished fraternal core values. They contend that we don't live up to our claims of academic superiority, leadership development, and providing exposure to people with diverse backgrounds. Their rationale is compelling, and they back it up with an array of studies and statistics. It caused me to wonder — if these basic core values can be so readily and convincingly challenged, do we really have a value proposition at all?

The Evil Empire

I say we do! But to effectively state it and sell it, we must first stop looking at our fellow Greeks as the evil empire. They may not even be our primary competition any more. On a national basis, other fraternities are experiencing declines in the number of pledges and new initiates. This is particularly true for social groups. All in all, Delta Sigma Pi and other fraternities (of all kinds) lose fewer potential members overall to "the competition" than we lose because people simply don't join fraternal organizations at all.

First Things First

Even the best sales professionals will tell you that it's next to impossible to sell you a car if you don't want or need one. But once you're in the market for an automobile, they'll masterfully sell you just what you want from their

manufacturer and their lot. The value proposition of "my car's better than your car" only works if the potential buyer is convinced of the advantages and benefits of having a car in the first place. The value proposition of "Delta Sigma Pi is better than _____" only works if the prospective member sees the value proposition of a professional fraternity.

Rise and Shine

On many campuses, Greek values are masked by marginal academic performance, binge drinking, hazing and other personal abuses, slim representation in campus leadership roles, overpublicized litigation and the list goes on. Despite this, I believe that our value proposition is alive. I believe it's stronger than many might think. But it's hibernating and it's high time we rouse it from its slumber.

I want Delta Sigma Pi to be at the forefront of this reawakening. Look at your institution, other local PFA chapters, your social Greek system, your IFC, and ask: "What is our value proposition?" Challenge your fellow leaders to do the same - and do it together. It may mean some attitudes will have to adjust and some habits will have to change. Some rivalries and animosities may have to be put aside for a bit while we unite to deal with a foe much bigger than any one of us.

Until we, as the entire fraternal community, make those adjustments and changes, our value proposition will remain nebulous, our image will stay clouded, and our numbers will dwindle. You simply can't sell what nobody's buying!

Norman Kromberg
Grand President

Special thanks to Tom Decker and Delta Sigma Phi for granting permission to adapt his excellent article!

"Focus on the Fraternity" is a forum for elected leaders, staff, and interested Brothers to offer updates, viewpoints and commentaries on issues facing the Fraternity. Contact the Central Office if you have an interest in authoring a column. Final determination of content rests with the editorial staff.

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Features

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1997 CAREER ACHIEVEMENT AWARD WINNER



Brother Robert B. Pamplin, Sr., (Northwestern) is recipient of the 1997 award in recognition of his exceptional career achievements and significant business contributions.

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GORDON BETHUNE: 1999 National Honorary Initiate



Gordon Bethune, Continental Airlines' CEO, will be initiated as the National Honorary Member at the 42nd Grand Chapter Congress in Houston, Texas.

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WELCOME TO NU PSI



Nu Psi is installed as Delta Sigma Pi's 244th chapter on the beautiful campus of Trinity University, located outside of Washington, D.C.

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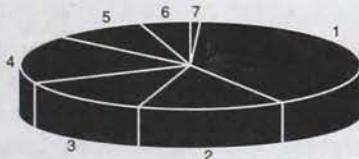
HONOR ROLL OF DONORS



Donors to the Delta Sigma Pi Leadership Foundation are listed for 1997-98. We thank them all!

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THE YEAR IN REVIEW



A look back at a year that included a successful Grand Chapter Congress in New Orleans.

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Brother Pamplin Receives Career Achievement Award

The International Fraternity of Delta Sigma Pi proudly presents the 1997 Deltasig Career Achievement Award to Robert B. Pamplin, Sr., (Northwestern) in recognition of his exceptional career achievements and significant business contributions.

Brother Robert Pamplin was honored at a banquet held in Portland, Oregon, in August. It would be difficult to think of a more deserving Brother for this, the Fraternity's highest professional award. Brother Pamplin has consistently demonstrated that hard work and faith can also lead to success in business. He also has taken time to share his success with others, be they family, shareholders, or others completely unknown to him but today enjoying a better life because of his contribution.

Pamplin's story and philosophies of business and life are detailed in a book written by his son, Dr. Robert B. Pamplin, Jr. *Another Virginian: A Study of the Life and Beliefs of Robert Boisseau Pamplin* was printed in 1986 to honor the elder Pamplin on the occasion of his 75th birthday.

The story of Pamplin's life reads like the American Dream. Born on a small family farm in Dinwiddie County, Virginia, in 1911, Robert was a middle son who early learned the lessons of hard work. Father and sons did all the

work. Rising at daybreak each boy had to finish his assigned chores before heading to school.

Robert was an indifferent student, preferring sports as well as hunting and fishing to formal education. He managed to improve academically by his senior year of high school, enough to follow his brother William to Virginia Polytechnic Institute. William knew that Robert had excelled in math and encouraged him to seek a degree in Business Administration.

The first year at Virginia Tech was extremely hard for Robert, as his training in the small farm community high school was so limited that he could not even claim to have written a theme or to have read a novel. But he was determined to succeed. After the freshman year he had achieved parity with the other students and went on to surpass most, as he graduated with honors.

After graduation, he decided to enter Northwestern for one year of graduate studies, choosing those courses that would be most useful in business rather than following



Robert B. Pamplin, Sr. accepts the Fraternity's highest professional award.

the degree program. At this time he was initiated into the Zeta Chapter of Delta Sigma Pi.

It was 1935 and the depression was in full swing. Jobs were hard to find. Owen Cheatham, a brother of Julian Cheatham, Pamplin's roommate at Virginia Tech, invited Pamplin to Augusta, Georgia, for a job. Robert left Richmond, Virginia and drove all night, nearly 400 miles, to Augusta for a 9 a.m. appointment.

He started working that day at the Georgia Hardwood Company, later to become Georgia-Pacific.

The rest is history. When Pamplin came on board, Georgia Hardwood was a small company with four employees; Robert made the fifth. The firm had a net worth of \$30-40,000 and annual sales of several hundred thousand. Pamplin managed the office, performed accounting functions, opened and distributed the mail and operated as traffic manager. (Opening the mail and reading the mail, he felt, was invaluable because it allowed him to know everything that was happening.)

In 1957, the year Pamplin became President, the company had sales of \$121 million and profits of \$7.4 million. When he retired in 1976, the year-end

figures showed sales of \$3 billion and profits of \$215 million, well on its way to becoming the largest forest products company in the world.

Pamplin's business strategies allowing such phenomenal growth were developed over his years at Georgia-Pacific and also served as his credo in other corporate situations. They include:

- Centralized policies but decentralized management.
- Operational policies should be established for the company as a whole. But the implementation should be decentralized to managers at different operational locations.
- **Interests of stockholders, employees and the community are equal.**

The interests of these three groups are mutual and should be balanced one with the other. In addition, the company should be a good corporate citizen.

- **The person at the head sets the pace and the image for the company.**

The head of the company has to work as hard or harder than any other employee. He cannot expect more from the company than what others are receiving, and must be sensitive to the needs of all employees.

- **Incentives must be established for employees.**

Georgia-Pacific did this through the Stock Bonus Plan wherein employee contributions were made equal to ten percent of the salary of each employee. As the company grew, so would an employee's equity under the plan.

- **Have simplified goals.**

Goals are necessary but should not be so complex as to cause confusion in communication. Employees need to know exactly what is expected of them.

- **Push for sales and profits.**
- **Limit committees.**

A company cannot be run effectively by committees. Individuals should be given responsibility for a job and held responsible for completing the job within the policy of the company.

- **Do not rely on consultants.**

A company that uses consultants is admitting that it does not know how to run its business and risks having what it is doing passed on to the competition, especially if the firm is at the top of its field as was Georgia-Pacific.

- **Help customers and suppliers make money.**
- **Keep ahead of the competition on environmental matters.**

The philosophies served Pamplin well through his Georgia-Pacific career and in subsequent business ventures. He also gave to others. Robert



Representatives of Virginia Polytechnic Institute and State University, Pamplin College of Business Administration, Lucinda Giorgett, left, and Bob Alvis, right, join Brother Pamplin and wife Katherine at the Career Achievement Award banquet to offer their congratulations.

Deltasig Career Achievement Award

Previous Recipients

1992	W.R. Howell, Chairman J.C. Penney Company
1994	A. Marvin Strait, Founder & President Strait, Kushinsky & Associates CPA's
1995	William J. Alley Chairman, American Brands
1996	Dominic A. Tarantino Chairman, Price Waterhouse World Firm

recalled a time when the two went hunting for ducks in South Carolina. Pamplin, Sr. announced he was planning to give each of his 75 first cousins 200 shares of Georgia-Pacific.

The announcement was, to say the least, extraordinary. When I inquired what all this could amount to, his response was as nonchalant, "oh, around \$400,000," wrote Pamplin Jr. Then, changing to a serious tone of voice, he said, "God has been good to me and it is important for me to see that others share in my good fortune." Since that time he has continued to give where there is a need, and each month when I reconcile his personal checking account and check off the names of those who will receive [a check] every month, I think about this shy, silent man who has never made a fanfare about his generosity... this is a gift that is of love and concern."

From his parents, Brother Pamplin learned how to work hard and give your best effort. With wife Katherine, who he married in 1940, he found a

lifemate to share his ups and downs, celebrate the good times and divide the bad.

Robert Jr. wrote: "As I look back, it might have been nice to be able to have a Dad who would spend more time in helping me with athletics and school, but like the school of hard knocks he came from, he left the motivation and development to me. It was the way he was raised and he wanted me to face the same trials and tribulations, for he reasoned that some pain in a person's life is necessary in order to build character... the building of these traits helped shape my independence."

The farm years of Dinwiddie County, a strict father, the honor system of Virginia Tech—all played their part in honing and refining Robert B. Pamplin, Sr. "All of these have offered to play their part in making this man, Robert Pamplin," wrote Pamplin Jr., "a wholeness that has brought forth a high level of greatness in business and a recognizable devotion to helping his fellow man." ▲

Robert B. Pamplin, Sr. : A Day-to-Day Philosophy of Life

In *Another Virginian*, Dr. Robert B. Pamplin, Jr. writes about his father's corporate philosophies and personal beliefs. These personal beliefs are guidelines for day-to-day work relationships, and equally applicable as rules to live by.

- *Have a strong faith.*

A philosophy of doing what is right generally proves to be best in the end. It has allowed Robert Pamplin to make decisions that, almost without exception, have proven to be correct. With the Lord as a partner, he has no problem sleeping nights.

- *Consider what is best for shareholders, employees and the community.*

Pamplin believes these three factors are equally important; and that it is necessary to have the cooperation of all three if one is to be successful.

- *Always be honest in your dealings.*

Reputation is the most important credit one has in business. Again, a strong faith goes a long way toward developing and demonstrating honesty.

- *Start at the bottom and work up.*

The progression is important as one needs to gain the practical experience necessary to master the job at the top. Too many people want to start at a much higher level and fail to gain the background at the lower level that they need and should get.

- *Work hard; put in extra hours.*

This helps one to gain the needed experience in a shorter period. When there is an opening for a job at a higher level, normally the individual who has worked the hardest and has gained the most experience is going to get the promotion.

- *Learn how to get along with others.*

A lot of managers don't know how to get down to the level of a blue collar worker. The best way to do this is to be humble and treat everyone alike.

- *Develop strong leadership abilities.*

Almost everybody likes to work for a strong leader. A leader has all of the qualities already discussed; in addition he is the one who must work harder than anyone else, get paid less for his job in proportion to what he contributes, not receive any special favors, and set the image for the company.

- *Keep communication simple.*

Don't make things complicated—information should be understood easily.

- *Make gifts while you are living.*

Enjoy the benefits of giving.

- *Give strong support to public education.*

In public schools, one learns to associate with and get along with all types of people. This is important training for a position of leadership.

Editor's Note: Thanks to Dr. Robert B. Pamplin, Jr. for his excellent book about his father, *Another Virginian: A Study of the Life and Beliefs of Robert Boisseau Pamplin*. Dr. Pamplin earned a master's degree and doctorate at Western Conservative Baptist Seminary.



Robert B. Pamplin, Sr., Northwestern, accepts the 1997 Career Achievement Award at a banquet in his honor. Standing hand to congratulate him from left, daughter-in-law Marilyn and son Robert Pamplin, Jr., wife Katherine, Robert Pamplin Sr., Vice President for Alumni Benefits and Services Catherine Merdian, and Western Provincial Executive President Gregory W. Howell.

Robert B. Pamplin— A Sampling: Service and Awards

- 1966 - Awarded Northwestern University's "Merit Award" as outstanding alumnus.
- 1968 - Gymnasium at Lewis and Clark named Pamplin Sports Center.
- 1969 - Building housing VPI and State University's College of Business named Pamplin Hall.
- 1973 - Alumni Distinguished Service Award, VPI and State University.
- 1975 - Elected Director of Transamerica Corporation
- 1976 - Named "Virginian of the Year," Virginia Press Association
- 1986 - College of Business Administration at Virginia Tech named the R.B. Pamplin College of Business Administration.

Nu Psi Chapter Installed At Trinity College

Trinity College in Washington, D.C. recently became the 244th institution of higher education to host a chapter of Delta Sigma Pi.

On June 27, 1998, installation ceremonies were held and 30 new members became the Nu Psi Chapter. The Fraternity initiation was conducted at the Trinity campus and the installation banquet was held at the Holiday Inn - Ballston in Arlington, Virginia.

Several chapters assisted with the ceremonies, including the University of Maryland, Howard University (D.C.), St. Peters College (NJ), George Mason University (VA), the Northern Virginia Alumni Chapter and Baltimore Alumni Chapter. A host of national Fraternity leaders were also on

hand to assist with the program and join the celebration of the Fraternity's newest chapter. The charter presentation was made by Northern Provincial Vice-President Larry Mroz and the banquet was emceed by Mideastern Regional Director Kristen Connor. Other national officers in attendance included Vice President of Alumni Benefits & Services Catherine Merdian, Trinity's District Director Claire English, Leadership Foundation Trustee Richard "Nick" Steinkrauss, Eastern Regional Director Dara Moore, and Central Office staff representative Dale Clark, Director of Chapter & Expansion Services.

A host of other District Directors, collegiate and alumni brothers, family and friends also joined the festivities.

The colony, named Tau Beta Sigma for Trinity Business Society, first began as the vision of Susan Kellogg when she was a pledge herself with Chi Chapter at Johns Hopkins University in Baltimore. As Chair of Business and Management Programs at Trinity, Susan visited the Central Office in Oxford, Ohio, in the fall of 1996 and soon began advising a group of business students with the vision of chartering a Deltasig chapter.



Trinity College is a Catholic liberal arts college founded in 1897 by the Sisters of Notre Dame de Namur to meet the higher educational needs of women. Over the years the College has shown a willingness to meet the changing educational needs of the diverse community it serves on the undergraduate and graduate levels.

Official recognition of the colony by the Fraternity was achieved in February 1997.

A variety of activities were planned including a professional trip to Wall Street in New York. Recruiting assistance and joint activities generated networking and camaraderie with chapters at Howard and George Mason. The students at Trinity steadily increased their level of activity and mastered the Chapter Efficiency Index even beyond the level of many existing chapters.

Eventually, a colony website was designed and linked to Delta Sigma Pi and three members attended an Officer Training School at Virginia Commonwealth University in Richmond.

Upon meeting all requirements to obtain a Fraternity charter, the colony petitioned the Board of Directors in the spring of 1998 and were approved for the June installation.

The colony dedicated their official petition to their

District Director, Claire English, who provided much guidance and assistance during the colony development. In addition, Claire was nominated to receive the Fraternity's Distinguished Service Certificate and was presented the award at the Installation Banquet. (Claire and husband Jim, who was also active with Trinity, are featured in Volunteer Spotlight elsewhere in this issue).

A group of area alumni were coordinated to serve as "Big Brothers" during the pledging phase immediately prior to installation. These members assisted the colonists during their last phase of colonization and pledging and presented them gifts at the installation banquet. Many thanks are due to the alumni for their dedication and support to this group.

The banquet also featured Ms. Camille Hazeur, Dean of Student Services at Trinity and of course, Susan Kellogg who gave a narrative of the colony's history from her first vision to now a successful Deltasig chapter. A dance followed the



The colonists of Tau Beta Sigma at Trinity College in Washington, D.C. gather on campus just minutes before their initiation as the charter members of Nu Psi Chapter.

rogram and the new chapter began the next day planning for summer and fall activities.

A final charter announcement and presentation of their scholarship Key Scroll is scheduled for the Regional Conference in Philadelphia October 17, 1998.

About Trinity

Trinity College was founded in 1897 by the Sisters of Notre Dame de Namur to offer equivalent educational opportunities to women of all ages. In 1966, the college implemented a graduate program conferring master's degrees to both women and men. In 1984, a popular weekend College program began that offered a full baccalaureate degree to accommodate working women.

Trinity strives to provide an atmosphere which promotes intellectual development, scholarship, and critical

thinking for students of all ages and backgrounds to enable them to meet the challenges of a constantly changing world.

Trinity's 26-acre wooded campus, located on Michigan Avenue at Franklin Street, in a residential neighborhood just two-and-one-half miles north of the United States Capitol, is an inspiring place to learn. The White House, the Library of Congress, the National Archives, the National Gallery of Art, embassies, countless government agencies, national and international associations and businesses all become sites of research, field trips, internships, mentors, and part-time jobs.

The College facilities are housed in seven buildings. The Main Building, completed in 1909, houses administration offices, most classrooms and faculty offices, bookstore, meeting rooms and lounges, and a residence hall. The

Science Building houses classrooms, laboratories and the Computer Center, and the Sister Helen Sheehan Library has a collection of approximately 180,000 volumes on open shelves.

In addition to the one in the Main Building, there are three other residence halls and the Notre Dame Chapel, dedicated in 1924, won the 1925 Gold Medal for ecclesiastical architecture.

Today the College continues the founders' commitment to offer students of all faiths a quality academic program, a value-centered education, and a focus on the intellectual development of each student. The college recently concluded a centennial celebration in which the colony participated.

Welcome, Trinity and Nu Psi Chapter, to the Delta Sigma Pi family! ▲



On behalf of Nu Psi Chapter, Ann Marie Leali, Chapter President accepts the charter from Larry Mroz, Northern Provincial Vice President. Nu Psi becomes a chapter in the Mideastern Region and Northern Province.



Mideastern Regional Director Kristen Connor (left) joins Northern PVP Larry Mroz in helping the officers of Nu Psi Chapter accept their declaration as a fully chartered chapter, following the installation of Deltasig's 244th chapter.



Northern Provincial Vice President Larry Mroz presents the Nu Psi Chapter gavel to Chancellor Carolyn Robinson. Looking on is Chapter President Ann Marie Leali.

1998

Leadership Academy Highlights

Delta Sigma Pi Leadership Foundation's 1998 Leadership Academy was a terrific three days of Brotherhood. One hundred and fifteen guests and students representing 64 chapters converged upon Oxford, Ohio, "for an excellent experience that I would not give up for the world." Miami University was the host for the July 16-18 event.

Participants were treated to three days of intensive leadership, institutional and personal development workshops led by a variety of successful business executives. "Treated" is an apt description as many attendees earned scholarships from generous Leadership Foundation donors. Corporate donors provided funding as well.

While designed as a leadership experience and not to specifically address Fraternity-related issues, opportunities abounded to network and exchange Deltasig ideas, successes and failures. "A lot of good ideas were picked up to bring back to our chapter," recalls one participant.

The Leadership Academy is offered in non-Congress years. Brothers intrigued by the fellowship, fun and learning provided by the Academy should make plans to attend the 42nd Grand Chapter Congress, August 18-21, 1999, at the J.W. Marriott in Houston, Texas. See you there! ▲



As led by Superman, above, a crew of Leadership Academy participants cleaned and spruced up a trailer park in Oxford. The project was coordinated with the Oxford Police Department and various local community action groups. Two huge dumpsters, were filled with trash.



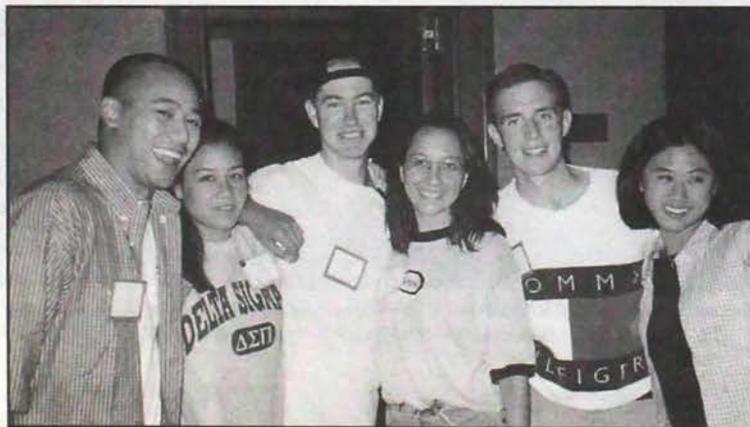
Brother Walt Schratz, Pittsburgh, receives the Silver Helmet Award from Grand President Norm Kromberg. Pictured, center, is Walt's wife Helen.



LaShawn Rhoades, Trinity, and Executive Director Bill Schilling take a break during Academy activities.



Is it art? Janna Rodrigue, Southwest Louisiana, manages the trash pile during Academy participants' clean-up project.



Another enthusiastic group of Leadership Academy participants!



Participants pause between Academy sessions on the steps of Miami University's Shriver Center.



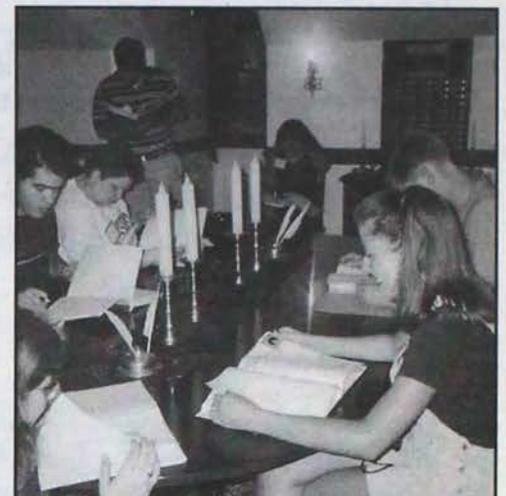
Wheelin' along!



Ira Moore, Eastern Regional Director (left) and Dean Ferguson, Director of Educational Alumni Services (center) join participants in signing prints of the Central Office.



All work and no play! The trailer park clean-up project was definitely a "hands-on" job for Academy attendees.



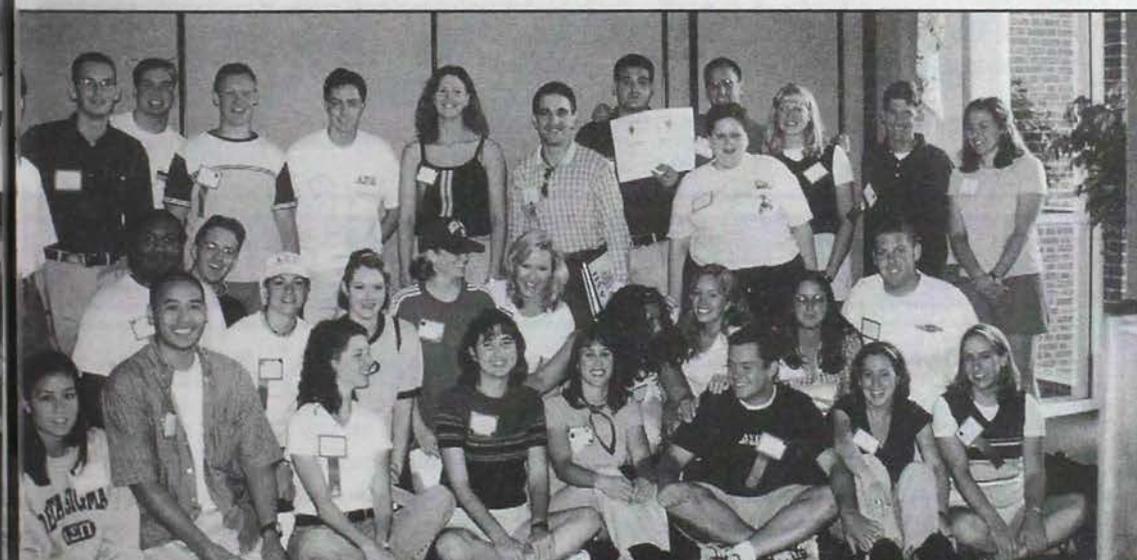
Academy offers a chance for participants to tour the Central Office. Students, above, look through chapter petitions and other archival materials in the Founders' Room.



First row: Brian Adams, Northern Colorado, Matt Petersen, Arizona, Evan Quidachy-Swan, California-Riverside. Second row: Brandon Trease, Wayne State-NE, Beth Parkhurst, New Mexico State, Kaoru Yoshimoto, Drake. Third row: Robert [unclear], Troy State, Mary Ann Hagemann, Northern Illinois, Dave Jeszka, Lewis. Fourth row: Matt Yannotta, Missouri-Kolumbia, Joe Riego, San Francisco.



At the end of the day, the hard-working Deltasigs posed for a photo.



This crowd of Academy attendees all attended on a full scholarship made possible by the generous support of donors to the Delta Sigma Leadership Foundation. Thank you donors and congratulations students!



Leadership Foundation Trustee Joan Maag (far left) and Mid-American Provincial Vice President Kathy Jahnke (second from right) visit with Academy participants during the educational "etiquette dinner."

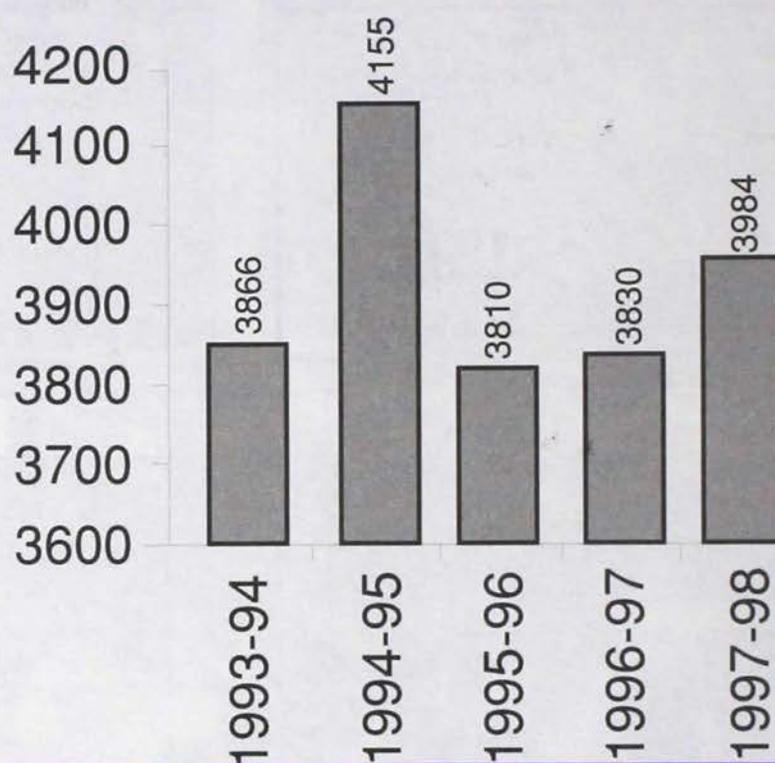
Year in Review

Beginning with a record breaking attendance at Grand Chapter Congress in New Orleans and ending with the Leadership Academy in Oxford this past summer, Delta Sigma Pi enjoyed another excellent year in 1997-98.

Highlights include:

- Witnessed total membership in Delta Sigma Pi reach 177,293 initiates worldwide. Initiated 3,854 collegiates, 111 Faculty and 19 Honorary Brothers.
- Maintained operations at 170 collegiate chapters and franchised alumni chapters at 22 locations across the country.
- Hosted a record 1,079 Brothers and guests at the very successful 1997 New Orleans Grand Chapter Congress.
- Opened five new colonies and corresponded with more than 40 schools on expansion possibilities.
- Published *The DELTASIG* quarterly and provided numerous newsletters.
- Recognized 22 chapters achieving Honor Roll Status (compared to 19 in 1997).
- 65 chapters earned Honorable Mention in the Chapter Efficiency Index (compared to 75 in 1997).
- Received 34 applications for national chapter awards and 107 chapters nominated a candidate for Collegian of the Year.
- Introduced eight new recruiting posters and two revised recruitment brochures.
- Installed a 56K internet connection, NT-server, Microsoft Backoffice software and 13 new Pentium PC's in the Central Office.
- Continued to update and improve Delta Sigma Pi's web site (www.dspnet.org) and continued to link chapters, vendors, add forms and manuals on-line, etc.
- Repaired and improved the Central Office facility with interior painting, new conference room chairs, contemporary and historical awards and art work, drainage work, parking lot repairs and new landscaping.
- Continued to offer many alumni member benefit programs including: a new alumni directory, group life and medical insurance, an MBNA Master Card affinity card, investment opportunities, travel agency, loan program, merchandise programs, etc.

Total Annual Initiates Five Year Comparison



Top 10 Chapters New Initiates 97-98

Alpha Rho Chapter <i>Colorado-Boulder</i> — 67	Phi Chapter <i>Southern California</i> — 47	Epsilon Omega Chapter <i>Eastern Illinois</i> — 44
Delta Epsilon Chapter <i>North Texas</i> — 60	Epsilon Chapter <i>Iowa</i> — 46	Alpha Beta Chapter (tie) <i>Missouri-Columbia</i> — 43
Iota Chapter <i>Kansas</i> — 55	Beta Epsilon Chapter (tie) <i>Oklahoma</i> — 45	Lambda Nu Chapter (tie) <i>Texas A&M- College Station</i> — 43
Pi Chapter <i>Georgia</i> — 50	Epsilon Chi Chapter (tie) <i>Georgia Southern</i> — 45	Upsilon Chapter <i>Illinois-Urbana</i> — 40

www.dspnet.org

DSP Web Site Earns Interfraternity Award

Delta Sigma Pi's web site received a Certificate of Merit at the awards banquet of the College Fraternity Editors Association (CFEA) this summer. The banquet concluded CFEA's annual meeting in Norfolk, Virginia, in July. More than 300 entries were submitted for awards in several categories from CFEA member groups, which included all social and professional fraternities and sororities. The award recognized Ann Daentl, Director of Information Services, and Delta Sigma Pi for its quality site. The merit award followed first, second and third place winners. Take a look for yourself!

Chapter Efficiency Index Honor Roll

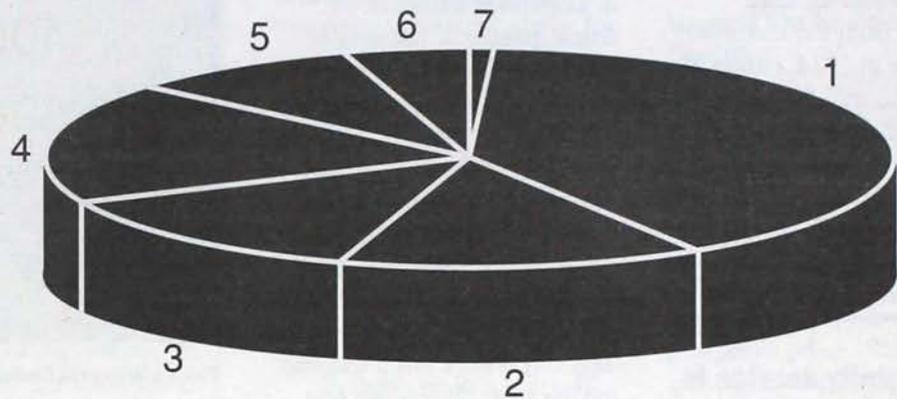
Upsilon Chapter <i>Illinois</i>	Eta Pi Chapter <i>Wayne State-Nebraska</i>
Alpha Beta Chapter <i>Missouri-Columbia</i>	Theta Tau Chapter <i>St. Cloud State</i>
Alpha Eta Chapter <i>South Dakota</i>	Theta Phi Chapter <i>South Florida</i>
Beta Pi Chapter <i>Kent State</i>	Iota Kappa Chapter <i>James Madison</i>
Gamma Eta Chapter <i>Nebraska-Omaha</i>	Iota Nu Chapter <i>Truman State</i>
Gamma Psi Chapter <i>Arizona</i>	Iota Pi Chapter <i>San Diego State</i>
Delta Epsilon Chapter <i>North Texas</i>	Iota Chi Chapter <i>Illinois State</i>
Delta Pi Chapter <i>Nevada-Reno</i>	Kappa Mu Chapter <i>Cal Poly-San Luis Obispo</i>
Epsilon Xi Chapter <i>Ball State</i>	Lambda Nu Chapter <i>Texas A&M-College Station</i>
Epsilon Tau Chapter <i>Dayton</i>	Mu Rho Chapter <i>Colorado State</i>
Eta Kappa Chapter <i>Troy State</i>	Nu Tau Chapter <i>St. Thomas</i>

Top Ten Chapters Total Initiates

Alpha Beta <i>Missouri-Columbia</i> — 2,948	Beta Lambda <i>Auburn</i> — 2,059
Alpha Rho <i>Colorado-Boulder</i> — 2,343	Beta Eta <i>Florida</i> — 1,959
Alpha Pi <i>Indiana-Bloomington</i> — 2,288	Alpha Eta <i>South Dakota</i> — 1,957
Alpha Upsilon <i>Miami-Ohio</i> — 2,206	Alpha Lambda <i>North Carolina-Chapel Hill</i> 1,880
Epsilon <i>Iowa</i> — 2,173	Alpha Delta <i>Nebraska-Lincoln</i> — 1,872

Where the Money Comes From...

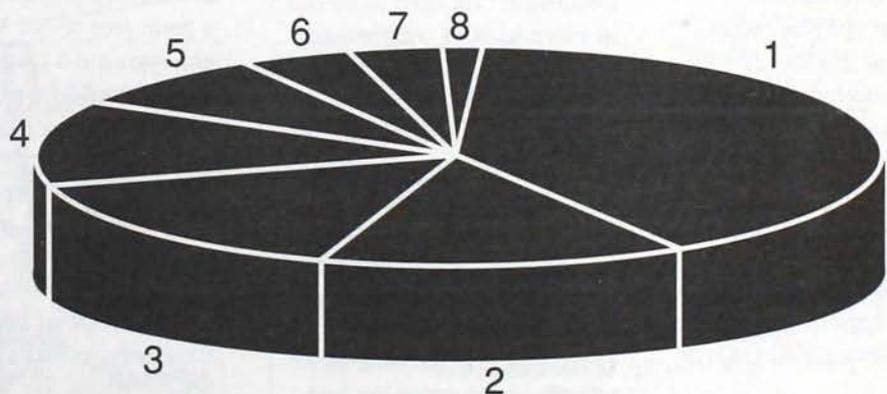
- 1-Collegiate Dues **32%**
- 2-Initiation Fees **21%**
- 3-Grand Chapter Congress **16%**
- 4-Jewelry and Merchandise Sales **13%**
- 5-Investments **9%**
- 6-Royalties, GCC Travel Fund and Other **8%**
- 7-Regalia **1%**



TOTAL 1997-98 REVENUE \$1,235,773

Where the Money Goes...

- 1-Chapter Services and Educational Programs **32%**
- 2-Headquarters Management and Maintenance **27%**
- 3-Grand Chapter Congress **20%**
- 4-Board Travel and Meetings **6%**
- 5-Administrative and Professional Fees **5%**
- 6-Depreciation and Interest **4%**
- 7-The DELTASIG **4%**
- 8-Insurance Programs and Retirement **2%**



TOTAL 1997-98 EXPENSES \$1,147,188

Retired President of AT&T:

Lindholm Lives a Life of Service

When Brother William L. Lindholm sent in a donation to the Delta Sigma Pi Leadership Foundation recently, he suggested, "If you took a look at my post-grad career, it might make a good story for your magazine!"

Would it ever! After graduating from the University of Alabama in 1934, (where he was initiated into Alpha Sigma Chapter) and earning a degree in business administration in 1936 at the University of Missouri, Lindholm began a career with the Bell System. It was October 1, 1936.

"Community service is a job for everyone," says Lindholm today. "I believe a person should 'tithes' his or her time in community service."

He moved through the ranks, working in various Texas cities including Dallas, Tyler, San Antonio and Houston, beginning as a service representative and holding other positions including salesman, business representative, district manager and division manager. He moved to St. Louis as an assistant vice president-operations in 1957 but went back to Texas in 1959 as general manager, South Texas Area and then vice president in 1963.

A detour to work as president of the Chesapeake & Potomac Telephone Companies took Lindholm and his family to Washington, D.C. in 1965.

The position ended after five years when Lindholm was named executive vice president of AT&T in New York. In 1972, he became vice chairman of the board and on April 1, 1976, president of the company.

Lindholm reflected on his distinguished career in an article printed at the time of his retirement as AT&T president on April 1, 1977. He was 63 years old.

Lindholm joked that he was way ahead of his time when he was initially hired by Southwestern Bell as the first male service representative in Texas. It wasn't just a training job, he said. "It was the first job I ever had and I liked every minute of it. It gave me a great foundation for the business."

He explained, "When I started out in the business office, no one explained to me what the spirit of service was," he said. "They didn't have to; it was all around me."

Even before he joined Southwestern Bell, the attitude of service was bred into Lindholm by his father, who worked for an independent telephone company and then a small electric power company in the Missouri Ozarks where they lived. "He used to be out in every kind of weather, day or night, as a result of customers' calls about electric problems," Lindholm said. "He taught me about service without ever mentioning it."

Though the communications business had its ups and downs, Lindholm said the '70s were strong; at the time of his retirement the company had enjoyed success in overcoming its service difficulties and



Brother William D. Lindholm, far right, with son Bob, left, and wife, Eleanor.

improving earnings. "We didn't just buy back good service by spending a lot of money," said Lindholm. "During this period we also improved our efficiency considerably."

The company changed, and has continued to evolve to meet growing needs but Lindholm said "We've always done the right thing by our customers. This has been our creed throughout the years."

Lindholm said he took special satisfaction during his career in the work he did in community service. "It's been a great part of our lives, although not a compulsory part," he said. "I have lived in communities in which, had it not been for the telephone employees, a United Fund campaign simply wouldn't have existed."

Throughout his career, Lindholm served a number of organizations. He was a national trustee for the Federal City Council in Washington,

and trustee for organizations including the Consortium of Universities of the Washington Metropolitan Area, the National Safety Council and the National Symphony Orchestra. He was chairman of the 1969 U.S. Savings Bond Campaign in the Washington Metropolitan area, and member of the National Council, Boy Scouts of America, George Washington University Council for Government and Business, and the Business Advisory Council, Religion in American Life.

"Community service is a job for everyone," says Lindholm today. "I believe a person should 'tithes' his or her time in community service. And that is one's own time - not company time. Service to the community in which we live is the 'rent' we pay for living there."

Throughout the 1970s, he held numerous corporate directorships, serving companies including Bell Telephone

Laboratories, the New York Telephone Company, Acacia Mutual Life Insurance, Pepsico, Inc. and Texas Instruments. He was a director for Junior Achievement, the United Givers Fund of the National Capital Area, Y.M.C.A. of Metropolitan Washington, Downtown Lower Manhattan Association, Inc. and Council for Financial Aid to Education.

Lindholm was listed in "Who's Who in America" in the 1960s and '70s. He was twice offered the Missouri Distinguished Alumni Award but could not accept as the award required attendance and he had conflicts each time.

Brother Lindholm has been married to Eleanor Davis Lindholm since 1939. They are parents to Robert. The couple now lives in Austin, Texas, where they are members of the Lakeway Ecumenical Church. Since retirement, Lindholm has enjoyed hunting, fishing, golf and gardening. "Currently my pride and joy is in my grandchildren," said Lindholm. "My granddaughter, now 24, graduated from the University of Texas with honors and my grandson, now a high school senior, is a straight-A student. He is also one of the nation's best high school golfers and last year was selected to the Rolex All-American golf scholastic team of ten kids from all over the country."

Lindholm's advice to current collegiate Brothers is simple: "Hard work is absolutely essential," he said. "Hard work alone will not get one to the top, but the top can be reached without hard work." ▲

If A Sale Depended on Your Card, Could You Close It?

Business card mirrors your company's image

By Jeffrey Gitomer

A business card may be the only thing left for the prospect to remember you (or not remember you) by—after you've gone.

After you've given your best sales presentation about your product, your card remains behind. Don't be telling me about quality when your business card says "cheap and ordinary."

My business card is an important part of my image. Is yours? If I'm offering top quality services, my card must mirror that image. People tell me mine does. What kind of message are you sending when you hand your card to someone?

- Look at your card. Then ask yourself three questions:
1. What do I want my card to do or say?
 2. What do I want my card to reflect?
 3. Is my card accomplishing these objectives?

If the answer to number one is "no," tear up the ones you have and invest in new cards.

Developing a card is more intricate than you think. It's a delicate balance of design and printing that delivers a message and creates an image. Here are the secret ingredients for making a great card:

Invest in a logo. Pay a designer for your mark of distinction. Logos from graphic designers will cost between \$500 and \$2,000 (design fee is usually based on the dollar sales volume of your company). It is a long-term business investment.

Invest in design. Graphic layout is as critical as the logo. Let your design firm work their magic from your criteria. Your logo and layout will begin to create your style. Be the best.

Add color. Let the designer guide you to colors of distinction.

Use the best materials. Distinctive paper can set you apart. Paper stock and style are becoming an important part of image. Select a color that punches your logo and layout. You are not limited to paper. Plastic, metal, wood and other substances can make your card outstanding. Match the card with the business. If you're in the lumber business, your card has to be wood. (Be careful if you're in the septic tank business.)

Use printing options that set you apart. There are printing options that can add distinction and color at the same time (and the cost is surprisingly modest). You can add the options of blind emboss (raising a portion of your name or logo) or foil stamping (shiny metallic material in a wide variety of colors). Emboss and foil stamp are the current rage. The more traditional companies and professional firms use the engraving process.

It's similar to blind emboss, but it adds ink to the raised letters. Engraving is the classic style. Your best bet is to get samples of everything, lay them out, and see what works best for you.

Use a top-quality printer. Printers are the link between design and reality. The difference in price between good and the best is minimal. Select the best. This is a one-time investment in your image. Make it.

Use something else unusual. A different size, a custom shape, special fold, die cut, your mission statement on the back, a creative title. The final touch that sets you apart from the others—especially the competition.

Ask opinions before you go to press. Get opinions from your friends, customers,

prospects and people you respect. Let them give you information and feedback. Don't let them make your decisions. In the end—go with your gut feeling.

Just add money and presto! Know approximate costs before you begin. Get estimates in writing from everyone, or you may be in for a mild (or wild) billing shock.

Beware of the 5.5 pitfalls. Don't do this to your card:

1. Don't do thermographic cards. (This is a type of printing process.) It feels cheap and cards stick together in your wallet.
2. Don't be in a hurry. If you can't wait a few days or a week for your card, something's wrong. Makeshift a few to get by and wait for a masterpiece. I've never seen a good "rush job."
3. Don't try to tell the history of your business on the card. Less is more.
4. Don't let your printer be your designer. It's like going to a drug store for brain surgery. First hire a great designer, then find a great printer.
5. Don't try to save money by cutting corners. You don't spend money on business cards, you invest in the image of you and your business.

What's that worth?

5.5. Don't ever say "That's good enough." Developing that attitude will lead you to mediocrity and no further.

A few more points to ponder...

A new card for an existing business can be a business facelift.

You may need more than one card. Revolutionize the cold call with a hot card. Have a special card just for cold calls or trade shows.

The quality of your card reflects the quality of your image after you leave a prospect's office. Make it a top quality, lasting impression.

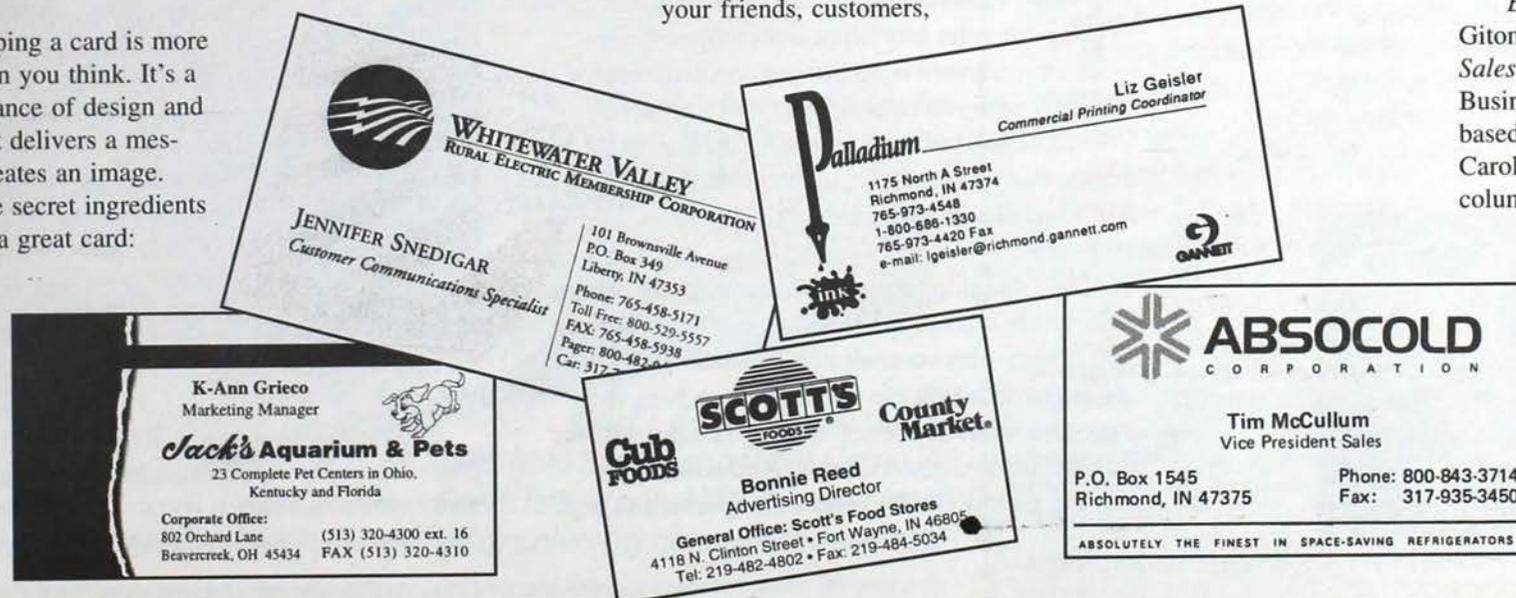
The investment you make is not just paper and ink. You're investing in creativity, expertise and craftsmanship.

Picture this...your biggest prospect mulling over the decision to select you or your biggest competitor. He's fondling your card and your competitor's card. Look at your card - would you pick you?

When you hand your card to someone, you only want to hear three words: Wow, great card!

Editor's Note: Jeffrey Gitomer is the author of the *Sales Bible* and president of Business Marketing Services based in Charlotte, North Carolina. He is a regular columnist in the *Cincinnati Business Courier*.

This article first appeared in the *Courier* and is reprinted here with permission.▲





Corporate Partner Series

Do you remember 1983?



Aerotek then.

1983.

You were one of 125 million people to watch the last M*A*S*H.

Your Mom stood in line 3 hours to buy you a Cabbage Patch doll.

Janet Jackson was the girl who used to date Willis.

You rode backwards in the family stationwagon.

No one had e-mail.

Aerotek then.

And in a basement in Annapolis, Maryland, two entrepreneurs were founding a new kind of contract services company. A company based on the idea that a contract employee is part of your company, part of your success, and part of your life. The company was Aerotek, Inc.

It's hard to believe only 15 years have passed since Steve Bisciotti and Jim Davis started Aerotek--in Steve's basement, with two desks from Goodwill and a carpet stuck together with duct tape. Back then, Jim balanced the books, tracked client information, and made sure Aerotek's contract employees got paid on time. Steve made sales calls and recruited our contract



employees--and held group lunches for them, drove to the rescue when their cars broke down, met them at airports, and helped them find apartments when they took projects in other locations.

Aerotek now.

Now, more than 2,000 Aerotek employees nationwide are balancing the books, paying the bills, tracking client information, and making sure Aerotek contract employees are paid on time. Another 5,000 are making sales calls, recruiting contract employees, driving contract employees to jobs on their first day, holding parties for them, driving to the rescue when their cars break down, picking them up at airports, and helping them find apartments when they accept projects in other locations.

While a lot of things have been computerized, transitioned online, and expanded internationally, a lot more has stayed the same. Like Aerotek's services. Our internal and contract employees. And our clients.

An incredible career journey awaits you... With Aerotek! With over 160 locations nationwide, we're the undisputed leader in contract services. And the fastest growing team in America.

We believe the key to gaining the competitive advantage is finding and attracting top performers. We work hard to recruit individuals who set high standards, motivate others and take an active part in promoting the growth of our company. Our work environment is fast-paced and progressive. Not only will you enjoy it, you will become an interactive part of it. Aerotek focuses on building a team that emphasizes character and integrity, and ensures a quality work atmosphere.

We have openings nationwide for sales recruiters - individuals who supplement the staffs of Fortune 500 clients with contract professionals. This includes recruiting top talent and matching their expertise with the clients' needs. The demand for this service is unprecedented. And talk about earning potential! We offer a competitive salary

and bonus plan. But, even more important, we're with you all the way with the training and career-planning that will take you up the corporate ladder in sales and management.

On the occasion of our 15-year anniversary, Aerotek is proud to become a corporate partner with Delta Sigma Pi. We look forward to a long and happy association.

If you would like to know more about Aerotek and our career and internship possibilities, call Christine Bishop toll-free at:

(800) 927-8090 x3901

or visit our website at

www.aerotek.com.



Aerotek now.

WHAT CAN AEROTEK OFFER YOU?

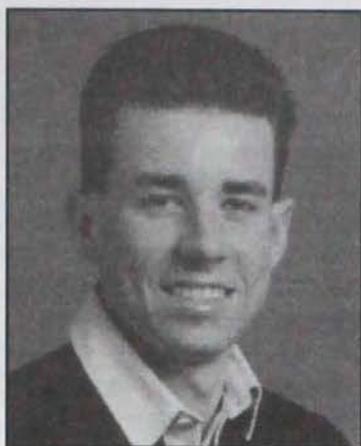
- **Competitive Salary & Benefits**
A great salary plus bonuses and comprehensive benefits.
- **Career Planning**
Support for your advancement into sales and management!
- **Rewards**
Hard work rewarded with bonuses and promotion!
- **National Opportunity**
Over 130 branch offices across North America
- **Training**
From experts with over 50 years of experience from Fortune 500 companies.

This article was provided by Aerotek as part of the Delta Sigma Pi corporate partnership program in which corporate America invests in the educational and leadership development of Deltasis Brothers.

Volunteer SPOTLIGHT



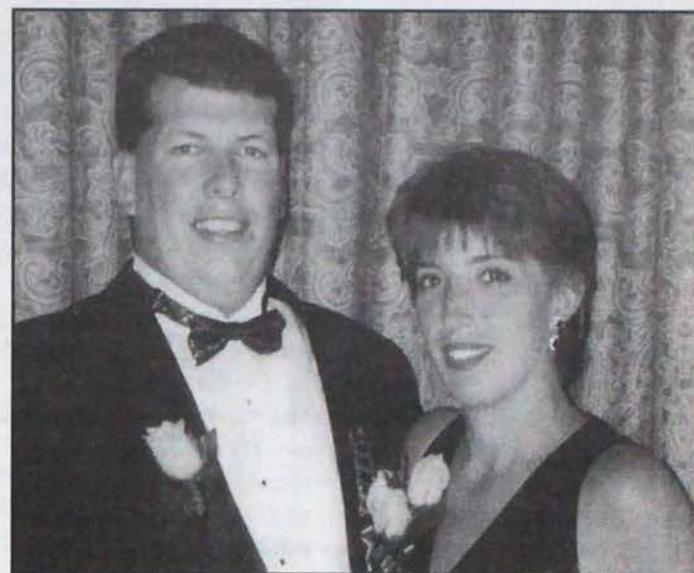
Brother Clement "Rusty" Stratman is an initiate of Alpha Omicron Chapter at Ohio University and is now affiliated with the Columbus, Ohio Alumni Chapter where he serves as President. Rusty also serves as District Director for Alpha Omicron Chapter and is employed as a consultant with Computer Task Group, Inc.



Brother Gus Allen is an initiate of Zeta Theta Chapter at Western Kentucky University and is now affiliated with the Nashville Alumni Chapter. Known as Uncle Gus, he serves as District Director for Zeta Theta Chapter and is employed with Lucent Technologies as a Telecommunications Installer.



Dr. Harry (Hank) Hennessey is an initiate of Alpha Delta Chapter at the University of Nebraska-Lincoln. He now serves the Fraternity as Faculty Advisor for Lambda Psi Chapter at the University of Hawaii-Hilo where he is employed as Director of the School of Business and lives with his wife Mitzi.



Brothers Jim and Claire English are members of the Northern Virginia Alumni Chapter where she is Vice President and he is District Director. Jim is an initiate of Lambda Tau-Bentley and is a senior analyst/programmer with MEI Software Systems, Inc. in Reston, Virginia. Claire is an initiate of Epsilon Kappa-Shepherd and is District Director for Nu Psi-Trinity where she also served as Pledge Educator for the charter class. Claire is a 1998 recipient of the Delta Sigma Pi Distinguished Service Certificate and is a software engineer with Sato Travel in Sterling, Virginia.

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Optional: Greek letters number of boxes _____ x \$1.00 = \$ _____

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Limited to 2 lines with 26 characters including spaces. \$2.00 per box = \$ _____

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Gordon Bethune, CEO of Continental Airlines to be Initiated at Houston Congress:

A Leader "From Worst to First"

As a highlight of our 1999 Grand Chapter Congress in Houston, Gordon Bethune, Chairman and Chief Executive, Continental Airlines, will be made an Honorary Brother of Delta Sigma Pi and offer Keynote remarks. Here's a look at a man who's made a difference in corporate America.

By Polly Lane
Seattle Times
Business Reporter

Seattle to Continental's headquarters in Houston to get speed kicks.

Bethune is a man in a hurry in the corporate world, too. He's "always two steps ahead of you," spotting problems and identifying solutions, said a colleague.

In a little over three years, he has rescued Continental from near bankruptcy and transformed it into the nation's fifth largest carrier as measured by passengers.

Last year its profits were \$385 million, compared with a \$613 million loss in 1994, the year Bethune became Continental president. At that time,

the airline had no cash, a mistrustful and bewildered work force and little respect from the industry and customers.

"We weren't just the worst major airline. We lapped the field," Bethune wrote in "From Worst to First" (John Wiley, \$24.95), a recent book written with Scott Huler.

Flying routes no one used, Continental was careless and sloppy in the way it treated customers. Ranking last on the Department of Transportation's quality list, it received complaints that were three times the industry average. Losing money rapidly, its stock was at "rock bottom" (\$20 a share compared with near \$60 today).

Reversing these trends required some painful acts, including the elimination of

about 4,000 jobs. Loans were refinanced at lower rates. Unprofitable routes were dropped. And Bethune had to call on some of his old friends at Boeing for immediate help.

Needing money to keep Continental afloat until he restructured, he convinced old friend Ron Woodard, Boeing Commercial Airplane Group president, to return \$29 million in deposits for jets Continental could no longer afford.

Bethune persuaded General Electric, the airline's largest creditor, and others to extend three-year loans. He and top officers also went in person to apologize to travel agents and others for their previous mistreatment by the airline and to beg for business.

Another tough challenge was to convince unhappy employees that something good could happen under his management. After showing them what he wanted, he raised wages as profitability improved.

He began to give eligible employees \$100 bonuses every month. Continental ranks first in on-time arrivals, \$65 for ranking second or third. In addition, names of those with perfect attendance for six months are entered in a twice-a-year drawing to receive a deluxe version of the Ford Explorer. Thirty have been awarded.

Bethune will have to keep moving fast to keep up with changes in the competitive airline industry.

The challenge now is to keep Continental's 41,000 employees providing top service while the airline grows and improves profitability, something Bethune believes may be as difficult as the turnaround itself.

"Once you're there people take things for granted, but there is no autopilot for success," Bethune said. He also has to be prepared for an inevitable industry downturn ahead as the economy cools down.

To help maintain intensity he frequently works beside employees to remind them that every flight experience is important to customers. He works lines with baggage handlers, or meets in lounges with pilots and flight attendants, often on holidays.

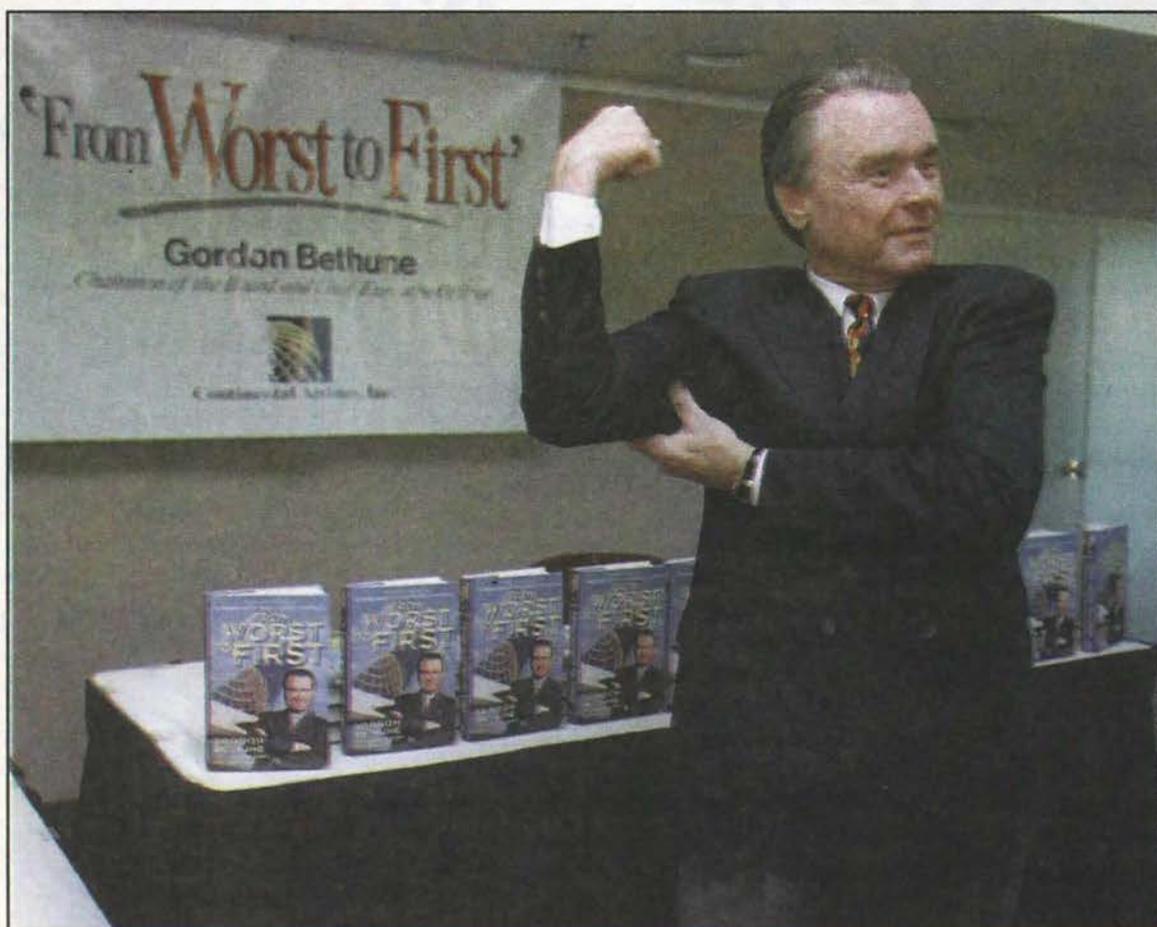
Bethune hired top people to help transform Continental, and they drafted a "Go Forward" plan.

It calls for achieving top industry profit margins, reducing interest expense, developing hubs and laying the foundation for future growth. It also calls for an environment where employees enjoy coming to work every day and are valued for their contributions.

The blueprint has worked. In March, Fortune magazine named Continental the company that has "raised its overall marks more than any other in the 1990s," and the airline climbed to third, from sixth, in the "most-admired" ranking.

Travel Trade Gazette Europe named Continental the top airline in America the same month. Frequent Flyer/J.D. Power Associates chose it the top U.S. airline for customer satisfaction on long-distance flights for two consecutive years.

Bethune's attention to people is based on the Boeing theme of teamwork. He describes this success as "an understanding of human behavior" based on common sense, decency, respect and communication.



Gordon Bethune flexes his muscles during a Seattle Museum of Flight book signing for "From Worst to First," his story of Continental Airlines' turnaround under his command.

Photo by Steve Hingman/Seattle Times, used with permission.

"You have to figure out what motivates workers and incentives that work for them," he said. "It's easy. I'd like to be one," he said, calling some dismal treatment from higher-ups while an asted Navy mechanic.

Respect for Boeing

Son of a crop-duster, Bethune was a high-school dropout who joined the Navy in 1957. He was a technical writer before becoming a manager, and his conversations are sprinkled with airplane terminology. He said technical knowledge has helped him because he understands problems and how they can be solved.

Bethune worked in operations at several smaller airlines, including Piedmont, before joining Boeing in 1988. Working for Boeing felt like working for the government, he said, because of the company's bureaucracy. Still, he respects Boeing and left his mark there. He led the customer-service division, where his major influence was on design of the generation of 737s.

Bethune, a risk-taker himself, praised Boeing managers for taking the gamble of increasing production rates to meet surging orders while going ahead with plans to streamline processes at the same time. The move has cost more financially and resulted in severe production delays. "Critics are measuring success against perfection. We are bound to be problematic in taking risks," he said. "I'm a old conservative Boeing manager who would have waited to make the changes - and lost customers." Continental, like other airlines, has had to cope with airplane deliveries from Boeing. But Bethune said "it's

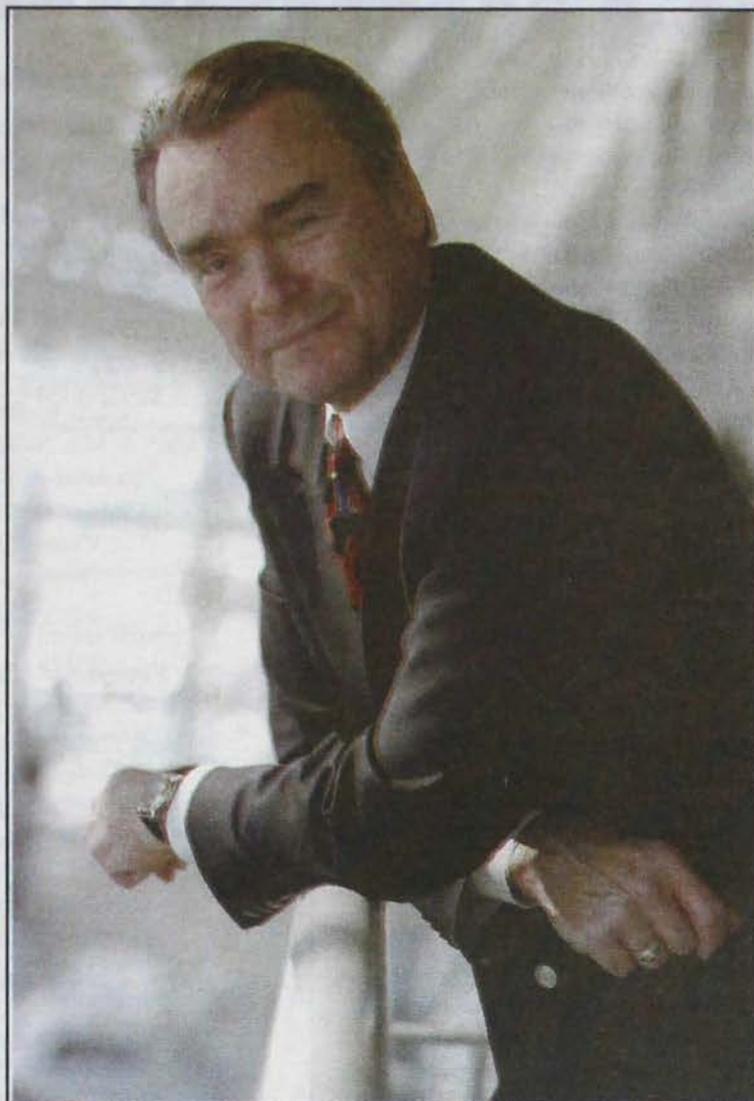


Photo by Steve Ringman/Seattle Times, used with permission.

Gordon Bethune will join a select group of prominent corporate leaders when he becomes Delta Sigma Pi's 1999 National Honorary Initiate at the Houston Congress next August 18-22.

worth waiting for a better product."

His airline, which has a 20-year plan to buy Boeing jets, is taking delivery of 64 this year - giving back far more business than it cut when strapped for cash. (The deposits have long since been repaid.)

Bethune laughs a lot. He's approachable, always has an anecdote or a story to tell and appears to be easygoing. But he demands loyalty and hard work. His former charges at Boeing recall anxiety over being called in to his office when things weren't going right.

"When he said how about

a little talk,' you knew you were in for it," said Fred Mitchell, production manager at Boeing Commercial Airline Group.

Jeff Smisek, Continental executive vice president and general counsel, also described Bethune's straightforward criticism as sharp. He said Bethune is a "real straight-shooter," a no-nonsense guy who gets to the point in a hurry, who "really truly manages with heart."

Workers were initially skeptical about Bethune's ability to rejuvenate Continental because nearly a dozen predecessors had failed to deliver, said Leonard Nikolai,

president of the Continental pilots union.

"But Gordon lived up to it," Nikolai said. He said Bethune is a tough negotiator who can be "cold-hearted" at times during bargaining.

"Customer is the Point"

Bethune said he keeps the focus on the customer. "The customer isn't always right," he said, "but the customer is the point."

Typical of his down-to-earth style is the "Row 5" test.

When designers wanted simpler cockpit switches, Bethune asked: "Will the guy in Row 5 pay 50 cents more for his ticket to cover the new

equipment?"

Bethune said he plans to stay at Continental, even though he has had job offers from other airlines.

But with a personality that thrives on risk-taking and problems, few would be surprised if Bethune one day races into another situation that needs help. He stayed at Boeing, his longest job stint, only "long enough to get my five-year pin." ▲

Editor's Note: This article first appeared in the June 28 edition of the *Seattle Times*. It is reprinted here with generous permission. Copyright 1998 The Seattle Times Company.

Gordon Bethune 1999 National Honorary Initiate

Title: Chairman, chief executive, Continental Airlines

Born: San Antonio

Family: Wife, Tommie Jean; three sons; two work at Continental, one attends University of Washington.

1997 salary: \$755,750, performance bonus, \$937,500.

Advice to others: "Work hard, be ready for luck and take risks."

Business goals: Keep focused, give value, make people want to come to work.

Hobbies: Flying, motorcycles, reading mysteries.

Previous employers: Boeing, and defunct Piedmont, Braniff and Western airlines.

Continental Airlines

1997 profit: \$385 million (up from a \$613 million loss in 1994).

Employees: 41,000

Daily flights: 2,200

Headquarters: Houston

Hubs: Cleveland,

Newark, N.J.

Foreign service: Europe, Latin America, Asia



Delta Sigma Pi
42nd Grand Chapter Congress
J.W. Marriott, Houston
August 18-21, 1999

Delta Sigma Pi Leadership Foundation

Achieving Success Through Partnerships.

Partnerships are a common method of operating in the business world . . . so it's not unusual that the Delta Sigma Pi Leadership Foundation relies upon many partners to achieve success.

The Foundation's many partners include individuals, corporations and even other nonprofit organizations. They in turn enable the Foundation to partner with the Fraternity to offer opportunities through educational programming and scholarships to all Deltasigs.

It is with great pleasure that I present the 1997-98 Honor Roll of Donors - our partners in developing tomorrow's business leaders today. The generous support of nearly 2,500 donors helped propel the Leadership Foundation to a record annual campaign of over \$173,000, a 21% increase, with total income exceeding \$366,000, an increase of 38 percent.

The Leadership Foundation made great strides in "promoting a closer affiliation between the commercial world and students of commerce" through its Corporate Partner program. This program offers the business community an opportunity to interact with Deltasigs at different events by supporting the Leadership Foundation as a Corporate Partner, Sponsor or Patron. We would like to thank EDS and Northwestern Mutual Life for their Corporate Partner support and to recognize EDS as the first

business to reach the Benefactor level. Please look for our Corporate

Partner participants at various regional conferences this fall.

Additionally, I would like to thank Brothers Robert Pamplin and John Richardson for their Partner level gifts that were instrumental in providing scholarship support for the students who attended the third Summer Leadership Academy held this past July. And finally, a special thanks to Mrs. Ruth "Buttercup" Sparks for her generous donation in memory of her late husband, Brother Sidney "Sparky" Sparks, through the Living Legacy Society. The Sparks' have long been associated with the Collegian of the Year program. In holding with that tradition, the endowment will be utilized to enhance the scholarships to the Regional Collegians of the Year.

During the last year, the Leadership Foundation provided 47 scholarships and grants for graduate and undergraduate studies as well as scholarship keys to the top graduating senior at over 170 universities. Your gifts further enabled the Foundation to place an additional \$10,000 in the Founders Memorial Fund to enhance future scholarships. This represents the second installment in a ten year plan concluding in 2007 to double the endowment provided through the merger with the Delta Sigma Pi Educational Foundation. In August the Leadership Foundation approved a grant to the Fraternity for \$25,000 for its fiscal year 1999-2000 educational programs, an increase of 92% over the 1998-99 grant.

This represents only a small portion of the benefits that you made happen in the past year. Donors to the Leadership Foundation's annual campaign play a special role in this partnership. Through your tax-deductible gifts to the Foundation, you make possible additional scholarship aid and educational programming for collegiate members of the Fraternity at Grand Chapter Congresses, Regional Conferences, and Leadership Academies.

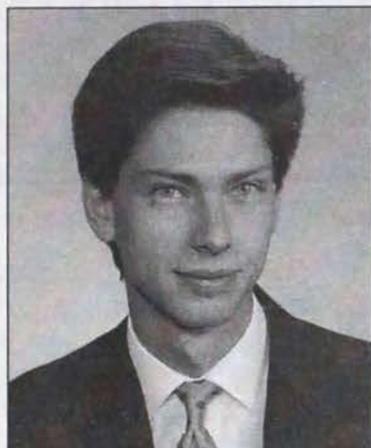
As members of the Honor Roll of Donors - and our partners - **YOU** continue to make a difference in the lives of the young men and women who aspire to become tomorrow's business and Fraternity leaders. It is only through your generous support that the Leadership Foundation can provide for and increase the opportunities for Deltasigs.

YOUR Leadership Foundation's 1998-99 annual campaign goal is \$300,000. As our partner, I hope you will take a leadership role in achieving this goal through your renewed - and, if possible - increased support during the 1998-99 annual campaign.

Our partnership can also be strengthened through your encouragement of other Brothers to give, checking with your employer for matching contributions and assisting the Leadership Foundation in securing new corporate partners.

Your past support of the Leadership Foundation has made a difference. Your support - your helping hand - shows the magnitude of our Brotherhood. Please join me in the 1998-99 Patron Circle of Donors with your gift of \$100 or more.

Delta Sigma Pi, the Leadership Foundation and you: Now that's a partnership that can really accomplish great things together! THANKS in advance for being a part of it!



Chris E. Robinett
Chairman and President

A Lifetime of Giving

Many thanks to these Brothers for their years of invaluable support.

Benefactor - Cumulative gifts of more than \$10,

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Firman H. Hass - Psi
Michael R. Mallonee - Beta Epsilon
Robert B. Pamplin - Zeta
Mark & Claire Roberts - Gamma Omicron/Delta Omicron
Chris E. Robinett - Alpha Delta
Mr.* & Mrs. Sidney A. Sparks - Beta Kappa
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Earl G. Rix - Western New York Alumni
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Philip H. Turnquist - Eta Kappa
Kevin B. Ward - Kappa Xi

The Delta Sigma Pi Leadership Foundation also expresses sincere appreciation to the Fraternity's Board of Directors, District Directors, and other volunteers for their invaluable contributions of time, effort, and leadership.

Living Legacy Society

Many thanks to these Brothers who have made arrangements for a planned gift through a bequest or proceeds of an insurance policy or retirement plan.

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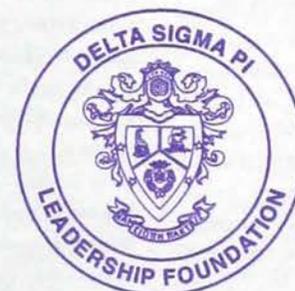
"The Delta Sigma Pi Leadership Foundation exists to provide for the furtherance of business education through the extension of financial assistance and the support of worthy educational, scientific and charitable programs."

This donor listing includes all Brothers and friends who made a contribution between July 1, 1997 and June 30, 1998. Every effort has been made to ensure its accuracy. All gifts received after June 30, 1998, will be included in next year's Honor Roll of Donors. We sincerely regret if an error has been made and ask that you notify us. Donors are listed by chapter of initiation.

LEGEND: The Delta Sigma Pi Foundation is proud to honor Brothers who have reached certain cumulative giving plateaus with membership in various Giving Levels. All contributions are credited toward membership. Cumulative Giving Levels have been established at the: Life Member Level — \$100; 1907 Society — \$250; Crown & Delta Society — \$500; Trustee Association — \$1,000; Chairman's Forum — \$2,500; Founders' Circle — \$5,000; Benefactor — \$10,000. The Leadership Foundation also recognizes the current consecutive number of years of giving from each Brother with an appropriate notation following their name. Patrons Circle Donors, who are listed in a separate section, also have their names in bold in the Honor Roll of Donors.

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in honor of...	by...	in memory of...	by...
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Wendy Braxton		William G. Borland	Atlanta Alumni Chapter
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THE PATRONS CIRCLE OF DONORS was created to recognize those Brothers who share a strong commitment to Delta Sigma Pi and our Leadership Foundation. Membership in the Patrons Circle of Donors is based on total gifts to the Annual Campaign from July 1st through June 30th each year. Patrons Circle Donors have their names in bold in the Honor Roll of Donors.



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PATRONS

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Michael J. Nisos - 1907 (2)

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Megan P. Meyering Shebik - Life
Susanne G. Stoll - Life
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Luke M. Williams
David R. Zielke - Life (3)
Kristina L. Zielsdorf

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Paul J.P. Garcia - C & D (4)
Richard E. McCants - 1907 (5)
Eric D. Smith (2)
Veronica Tirado

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David C. Kennaday - C & D (11)
William F. Lucci, Jr. - C & D (3)
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Robert G. Reinsel (7)
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William C. Skuba - Life (2)
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Andrew H. Vaughan, Jr. - Life
Kristine L. Ware - 1907 (2)
Kevin C. Wulforth - 1907

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Scott M. Doyle - Life (2)
Michael J. Gans - Life
Warren H. Henderson - Life (2)
Warren R. Hinz
Robert L. Jeffrey - C & D (12)
Col William E. John - Trustee (2)
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Norman Kromberg - Chairman (8)
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Walter G. Olson - Life
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Krista K. Aberle Richmond - C & D (4)
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John O. Skold - Life (2)
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Donald C. Stading - C & D
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Rodney G. Zwiygart - 1907 (11)

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Alan J. Hayes - 1907 (3)
James R. Heintz - Life (5)
Donald J. Hill - 1907 (2)
Keri L. Hoffmann
Amber K. Kissack
John H. Mattila - Life (2)
Richard B. McCreary - Life (2)
Donald L. Schwartz - 1907 (7)

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Dennis H. Ford, Jr.
Patrick A. Greene (2)
Deborah L. Rice-Irwin - 1907 (3)
Harry W. Person - Life (3)
Robert E. Watson - Life (3)
John R. Willis III - Life (4)

Alpha Eta - South Dakota

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Teresa B. Carstensen
Amanda N. Hartung
Kristi B. Hoffman - 1907
Vicki L. Loomis

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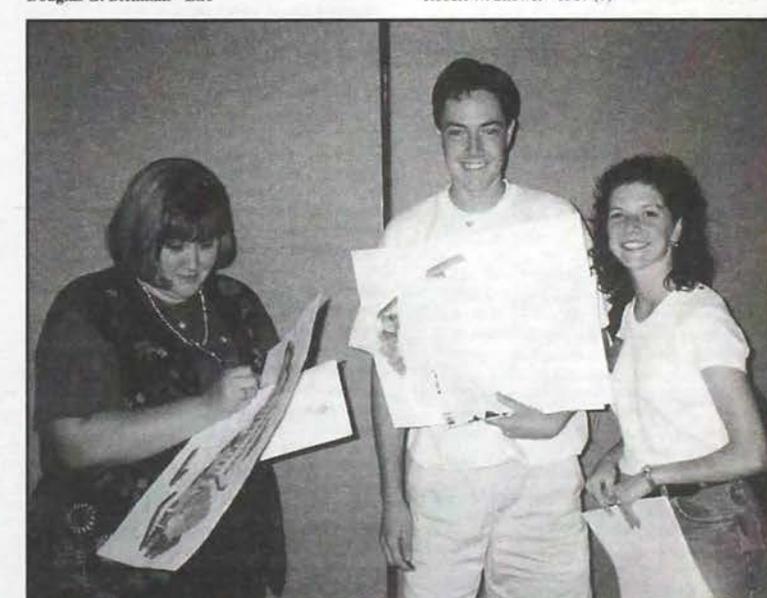
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Debra M. Schultz - Life (2)
 Kimberly A. Wardwell
 Tracy L. Wong - Life
Alpha Psi - Chicago
 Conrad B. Howard - 1907 (3)
Alpha Omega - DePaul
Peter G. Bjelan - C & D
John S. Bubula - C & D (10)
Edward W. Fitzgerald - Life
 John A. Goryl - 1907 (3)
Robert M. Hardy - 1907 (2)
Howard E. Hight - Chairman (9)
Patrick J. Jordan - Life
Jeffrey E. Zych - C & D (2)
Beta Gamma - South Carolina
 Phil H. Abrams - 1907 (3)
 Robert R. Bird - 1907 (2)
John R. Clarke - 1907 (2)
 Rodney D. Cullum - Life
 George H. Dieter, Jr.
 Paula K. Hanna (2)
Daniel D. Jackson, Jr. - Founder
Thomas E. Kerwin - Trustee (8)
Johnny L. Lester, Jr. - Life (2)
Donna Marie S. Linse - 1907 (4)
 Lisa A. Scholl (2)
 Kimberly A. Tory (2)
Beta Epsilon - Oklahoma
 Larry D. Blake - Life (2)
John R. Braught - C & D (3)
 Jennifer L. Brolick (2)
 Rachele J. Dufrene (2)
 Joe L. Dwigans - 1907 (11)
 Robert J. Fazzen - 1907 (2)
 Marvin D. Hartz - Life (6)
 Emily A. Hein (2)
Vern R. James - 1907 (8)
Michael R. Mallonee - Benefactor (13)
 Laura J. Philbin (2)
 Susan E. Shmel - Life (2)
 Justin E. Vogt - 1907 (9)
Beta Zeta - Louisiana State
 Darcie R. Champagne (3)
 Col. Richard J. Ecuier
 Pamela D. Glasgow (2)
 Robert D. Jolly
 Neal D. King
Michael A. McNulty III - 1907 (4)
 J. Everette Nelms - Life
 Brandie K. Pecoul (2)
 Laurie E. Rasbery (2)
 Scott D. Richard (2)
Robert J. Wilson - 1907 (3)
Beta Eta - Florida
Richard P. Cole - Life
 Fred Diamond - 1907 (2)
Mitchell A. Epstein - 1907 (2)
 Elizabeth M. Flores
 Robert E. Fortes (2)
 Stan G. Goykhman (2)
 Michelle M. Hartmann
 Harry C. Hequembourg - Life (2)
 C. Suzanne Hollifield
 Randy W. Jeppesen
 Ralph W. Milleg - 1907 (9)
 Sara M. Morandini
Lewis J. Nobles, Jr. - 1907 (2)
 Becky L. Phaneuf
 Irfan Qaiyumi
Jonathan C. Russell
 Michelle S. Russell - 1907 (2)
Beta Theta - Creighton
 Dean E. Frankel - 1907 (2)
Beta Iota - Baylor
 Thomas E. Bigham - C & D (7)
 James D. Bowen - Life
 Kelli A. Smith - 1907 (3)

Beta Kappa - Texas-Austin
 Richard E. Bean - 1907
 C. Wharton Cole - 1907 (8)
William D. Craig - Trustee (9)
 Grady L. Fairbairn - Life (5)
Billy F. Peel - C & D (9)
Jose L. Ramirez - C & D (6)
Mr. & Mrs. Sidney A. Sparks - Benefactor
 Rex J. Spivey - Life (3)
 John E. Welch - 1907
Beta Lambda - Auburn
 John A. Askew - 1907 (4)
Thomas E. Hurst, Jr. - Life
 Charles L. Jones, Jr. (3)
James G. Lovell, Jr. - 1907
Jennifer J. Meilan - Life (3)
Beta Nu - Pennsylvania
 Patrick R. Adelsbach
Mark A. Chiacchiari - Life (2)
Garrett W. Gleim - Life
 Steve Harcum - Life (3)
 Robert G. Hill - C & D
 William A. Runner, Jr. - 1907 (9)
 Charles F. Steinruck, Jr. - 1907 (9)
 Matthew S. Toll
Beta Xi - Rider
Earl J. Buyea - 1907 (2)
 Jeannette Cartwright - Life
 Donald R. Davies - 1907 (9)
 Arlene B. Drucker - 1907 (6)
Harry T. Gamble - 1907
 Wayne E. Johnson - Life (3)
Kendra K. Light - Life (4)
Paul L. Orchanian - 1907 (5)
 Gustav C. Pack, Jr. - Life
 Michele L. Pursell - Life (2)
Mary J. Romsper - 1907
 John C. Turner - Life (2)
Kenneth S. Wilbur - C & D (2)
 Delmar G. Wilsey - 1907 (9)
Beta Omicron - Rutgers
Robert J. Boutillier - Trustee (9)
 Henry A. Brezin - 1907
 Robert G. Busse - Trustee (3)
Norman Cogliati - Trustee (11)
 Karl Gabriel, Jr. - Life (9)
Herman W. Graf - Life
John D. Hughes - 1907 (3)
Carl R. Michel - Life (2)
Frank A. Mikorski - C & D (12)
Howard P. Neu - 1907 (6)
Raymond J. Peter - 1907 (3)
 Anthony T. Rastelli - Life (9)
 Edward F. Vogel
 Herbert V. Whitbeck - 1907 (9)
Beta Pi - Kent State
 William C. Bartel, Jr. - Life (9)
Douglas G. Blenman - Life

Kimberly M. Bolman
Rana C. Curcio - 1907 (3)
Dennis John Deibel - Life
 Thomas and Cathleen Gauch - 1907 (3)
 Cathleen M. Gauch - 1907 (3)
 Linda A. Gogan - Life (3)
 Debra K. Heath
 Russell A. Iddings
 Leonard C. Jarvis - C & D (9)
 Walter L. Johnson - Life
Millard B. Kelley - C & D (8)
 Richard J. Paplinski - 1907 (10)
Sarah Ann Richardson - Life
 Rachael L. Rodak
 Scott M. Sabol - Life (2)
 Phillip D. Seiberling
 David L. Van Dyke - Life
 Erica L. Verderico
 David A. Young - Life
Beta Rho - Rutgers
Leonard F. Bednarski - 1907 (6)
 Charles F. Bengston - C & D (4)
 Peter J. Da Puzzo - Life
 John A. Murphy - 1907 (3)
 Raymond G. Pierson - Life (8)
 Anthony M. Radice - Life
 Richard H. Sargavy - C & D
 Roy B. Sheppard - 1907
Beta Sigma - St. Louis
 James C. Conrads - 1907 (10)
 Caspar M. Unterreiner - C & D
 Albert G. Woelfle - C & D (11)
 Robert F. Woelfle - 1907 (9)
Beta Tau - Case Western Reserve
Austin V. Cannon - 1907 (3)
 Walter C. Copeland, Jr.
John J. Sutula - Trustee (11)
Beta Upsilon - Texas Tech
Pat Ellebracht - C & D (7)
Joseph M. Hill - C & D (11)
 R. Frank Junell - 1907 (2)
Bruce G. Lokey - 1907
 Randy J. McAfee (8)
 William F. Sandy - C & D (11)
 Donna G. Vatter
 Wesley W. Williams - Life (7)
Beta Phi - Southern Methodist
Donald E. Heath - C & D (3)
 John P. Ownby - Life (3)
 Lowell G. Winkler - Life
 James F. Yeager - 1907
Beta Chi - Tulsa
Daniel L. Davies - 1907 (8)
 James D. Gillenwaters - 1907 (8)
 James M. Macke - Life (2)
 Owen B. Schneider - Life
 Robert W. Shower - 1907 (7)



Executive Vice President Heather A. Bailey, signs a copy of the drawing of the Central Office that was given as a souvenir to 1998 Leadership Academy participants.

Honor ROLL OF DONORS

James R. Swindell - Life (9)
Arthur L. Van Gundy

Beta Psi - Louisiana Tech.
Margaret A. Bogan (2)
William C. Clark III - C & D (2)
John N. Davis, Jr.
W. Rufus Estis - C & D (8)
Amy D. McKaskle - Life
Raymond E. McKaskle - Life (2)
Monica T. Meyer (2)
Thomas E. Newbold - Life (2)
Sally D. Small - Life (2)

Beta Omega - Miami Florida
Carlos J. Arboleya - Life
Thomas E. Arnold - Chairman (3)
C. Thomas Gallagher III - Life
John W. Grunenwald III - 1907 (9)
Charles A. Hazday - Founder (6)
Julisse Jimenez - Life (2)
Jonathan H. Katz - Life
Peter Klein - Life
Anthony P. Matarazzo - Life
Dennis Ochoa
Ralph H. Polster - 1907 (12)
Eddie E. Stephens - III - C & D (3)

Gamma Delta - Mississippi State
Robert E. Gorman - Life
Abraham W. Kassis - 1907
Cherie H. Van Auker
Robert S. Wilson, Jr. - 1907

Gamma Epsilon - Oklahoma State
Lara L. Atherton - Life (6)
James E. Batson - 1907 (9)
Darpan V. Bhakta
Deidre D. Brickner - Life (2)
C. Rene Capron - Life
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Janie Goodman - C & D (5)
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Gary W. Lawson - 1907 (3)
Sabrina A. McWatters
Christie B. Ramsey - Life (4)
Steven M. Schnitzer - 1907 (11)
Christian A. Sundene - 1907 (4)

Gamma Zeta - Memphis
Beth Hultz - 1907
Vincent L. Walters

Gamma Eta - Nebraska-Omaha
Bob O. Brown - 1907 (2)
Jeanne S. Echtenkamp (2)
Christine M. Fawcett - Life (2)
Karen L. Helmberger (2)
Javine Horani - Life (2)
Jill C. Hovinga - Life (3)
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Cassy A. Lawson
Samuel G. Leftwich, Jr. - 1907 (9)
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Cardijn Sawatzki - 1907 (2)
Kimberly A. Schmidt - Life
John A. Schuchart, Jr. - Trustee (12)
Summer R. Sklenar - 1907 (3)
Charla M. Smyser - Life (3)
Thomas C. Whelan - 1907

Gamma Theta - Wayne State-Detroit
Carl E. Aronson - 1907 (3)
Amy Balinski (2)
James R. Broughman - Life
Theodore M. Gores - Life (2)
William E. Hazel, Jr. - C & D
Jeffrey Hoelke
Michael G. Marion - Life (7)
Brenda Moore
Susan Pratt - Life (2)
Julie A. Rybicki
John R. Teklinski - Life (3)
Rosalind Y. Thompson

Gamma Iota - New Mexico
Charles K. Ables - 1907 (3)
Anna M. Clark (3)
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Richard Goetzman - Life (2)
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Richard M. Kelly - 1907 (3)
Karl B. McMillen, Jr. - C & D (10)
Brannon R. Oates

William F. Quarg - 1907 (8)
Delia A. Sikora (3)

Gamma Kappa - Michigan State
Bruce J. Auten - Life
John W. Becker, Jr. - Life
John R. Gladen - 1907 (5)
Robert W. Graff - 1907 (2)
Thomas J. Lieven - 1907 (10)
William H. Lucas - 1907 (7)
James L. Miller - 1907 (10)
Chester V. Nairne - Life (9)

Gamma Lambda - Florida State
Sharon A. M. Bajon
Herman E. Clark - 1907
Catrina L. Conway
Tifinia T. L. Gillem - Life (2)
Claude H. Grizzard - 1907 (10)
Eileen F. Jones
John L. Laska - 1907 (2)
Giles O. Lofton III - Life
April M. Murray
Marco J. Prieto - Life (2)
Rose P. Shelley - Life (2)
David D. Stabell - Life (2)
Ana C. Tavarez
Samantha B. Warren - Life (3)
Joni V. Wilson
Gerald B. Wyman - C & D (9)

Gamma Mu - Tulane
Joseph A. Conino - Life
Francis L. Fraenkel - Life (2)
Edwin M. Horton - 1907 (12)
Ronald J. Levy - Life (6)
Harold R. Neuburger - Life (3)

Gamma Nu - Wake Forest
Roy H. Bradley, Jr. - Life (8)
Ronald H. Enders

Gamma Xi - Santa Clara
Sam J. Sebastiani - Life

Gamma Omicron - San Francisco
Richard L. Bechelli - Life (3)
Kendra R. Burge
Amber I. Herron
John R. Kingery - Life (2)
Robert J. Lovejoy - Life
Peter A. Lynch - 1907 (6)
Susan F. McNeil (2)
Ann M. Paulose (2)
Wayne M. Raffaelli - Life (3)
Mark A. Roberts - Benefactor (8)
Joseph J. Schmidt - 1907 (3)
Dominic A. Tarantino - C & D (3)
Jack L. Taylor - 1907 (3)
Lawrence A. Tomsic - C & D (9)

Gamma Pi - Loyola-Chicago
Tracey M. Freeman - Life (2)
Thomas J. Heraty - 1907 (7)
Frederick J. Hirt - 1907
Gerald C. Kucera - Life (8)
Allen I. Kutchins - 1907 (2)
James L. Prescott - Trustee (4)
Jenae Rehkemper
John C. Swiderski - Life (4)

Gamma Rho - Detroit
James A. Caffrey - Trustee (8)
John H. Cookson - 1907 (3)
Ronald E. Hamel (7)
Theodore R. Mushenski - 1907 (14)

Gamma Sigma - Maryland
Ira A. Benzion - Life
Jack S. Floyd
Daniel T. Friedman - Life
Chauncey Herzberg, Jr. - 1907 (2)
Catherine C. H. Hung
Richard Scott Johnston - Life
Iris Lee
John W. Lynch - Life (6)
Susan Jo Smith - 1907 (9)
Lori A. Stabler
Joseph P. Warner - 1907
Wendell W. Wiener - C & D (4)

Gamma Tau - Southern Mississippi
Roy N. Moore - 1907 (2)
James F. Pendergrass - Chairman (12)
Mitchell B. Simmons - Trustee (4)

William W. Tatum, Jr. - Trustee (2)
James A. Williams - 1907 (9)

Gamma Upsilon - Babson
Charles W. Cleworth - Life (6)
Steven Spiegel - 1907 (2)
Leslie A. Storer, Jr. - Life (12)

Gamma Phi - Texas-El Paso
Charles L. Cagle - Life
Horace N. Chavez - Life (3)
William S. Creighton, Jr. - 1907
J. Justin Knoop - 1907 (9)
Gabriel Rodarte - Life (4)

Gamma Chi - St. Bonaventure
Alfred G. Donofrio - Life (9)

Gamma Psi - Arizona
James D. Adams - 1907 (4)
Richard K. Alexander
John R. Baracy
Jason S. Baumann
Charles E. Farrow - Chairman (2)
Jason A. Gove
Edwin H. Grant IV
Jonathan B. Hochberg
Frank L. Nagle IV - 1907 (8)
Matthew W. Peterson
Lawrence Van Quathem - Life (2)
James D. Varden - Life (4)
Paul J. Zapala - Life (2)

Gamma Omega - Arizona State
William L. Ashby - Life
Tony M. Astorga - Life
Ryan S. Bachand
Benjamin W. Belsler
Harley D. Brown - 1907 (6)
Russell E. Brown - Chairman (24)
Robert B. Bulla - 1907
Michael W. Carnahan - 1907 (3)
Skyler T. Cota (2)
Holly A. Flint - Life
Myron Goldberg - 1907
Rachel L. Hawbaker - 1907 (6)
Jennifer Hawkes
Ralph C. Hook, Jr. - C & D (3)
William R. Leonard - Trustee (4)
Jesse L. Marr - 1907 (3)
Andrew J. Nelson - Life (2)
Patzy F. Palacios
John D. Richardson - Founder
Darrell A. Sawyer - C & D (7)
Bradley S. Schoen - Life
Laurie Gail Senko - C & D (6)
Robert R. Short - C & D (9)
A. Cristina Sipoos-Convery
Karen L. Steppert - Life (2)
A. Marvin Strait - 1907 (8)
Charles I. Sutton - Benefactor (12)
William C. Vernon

Delta Epsilon - North Texas
Tom J. Burden - Life
Lori M. Crow
Jessica Foret
Richard D. Haun
Pamela E. Heitschel
Rachel E. Holmgreen
Teresa D. Hyatt
Scott A. Kolberg
Jeffrey S. Lerner - Life
Christopher T. McFerrin
Catherine M. Merdian - Trustee (4)
Victoria D. Moua
Tamara A. Murphy
Kevin R. O'Brien
Brian D. Powell
Christopher B. Pulley
Angela D. Quate
Suzanne Stone
Joel W. Wicker - Life
Johnny S. Young

Delta Theta - Oklahoma
Edgar C. Smith - C & D (2)

Delta Iota - Florida Southern
Chester A. Babcock III - Life
William E. Beye - 1907 (11)
William G. Buck - Life (6)
Larry W. Carter - Life
William Mattes IV - Life
Carrell I. Pinnell

Ralph L. Spencer - Life (2)
Lesli P. Whisenant - Life

Delta Kappa - Boston
David J. Knipper - Life (2)

Delta Lambda - Ithaca
Craig A. McQuilton - Life
John T. Tucker - Trustee (3)
Ralph P. Willsey, Jr. - 1907 (9)

Delta Nu - Loyola-New Orleans
Marilyn Franson - Founder (14)
Robert L. Perez - 1907 (3)
Alton L. Weekley - 1907

Delta Xi - East Tennessee State
A. Dawn Baines (2)
James E. Bates - Trustee (5)
Thomas J. Groot (2)
Charles E. Herbough
Jesse R. Langston Jr. - Life (2)
Harold D. Leatherman - Life (5)
Rebecca M. Velie
Christopher A. Wilson - Life

Delta Omicron - San Francisco State
Maris Andersons - C & D (3)
Alexander M. Ayon - 1907 (2)
John A. Cron - Trustee (3)
John S. Monolakis - Life (3)
Thomas F. Orr - Life
Luisianito S. Potencion, Jr. (2)
Claire Sammon Roberts - Founder (8)
Adrian N. Wise - 1907 (3)
Erin A. Yamamoto (2)

Delta Pi - Nevada-Reno
Fred R. Auzenne
Kristina J. Bailey (2)
L. Scott Brenneke - Life (3)
Michael C. Combs (2)
Orlantha C. Do (2)
Justin T. Guidi (2)
William C. Helming - 1907
Sarah Obexer
Lance E. Pauly
Lisa M. Schwierking
Monique J. Scott
Paul F. Wagner (2)

Delta Rho - Ferris State
Ray L. Batson - C & D (9)
Terrence B. DeWeerd - 1907 (2)
Jolena M. Doggett
Patrick M. Dohany - 1907 (9)
Dale H. Johnston - Life (2)

Daniel J. Passinault - Life (2)
James E. Reinert - 1907
Thomas E. Talbott - Life (9)
Michael J. Trisch - 1907 (2)
Ryan J. Voshol - 1907

Delta Sigma - Loyola-Marymount
Michael J. Dudley - 1907 (2)
John A. Garstka - Life (2)
Beth E. Glassman
Jasmine V. Go - 1907 (5)
Jennifer L. Middough - Life
Steven L. Senegal - Life
Rita T. Schoenfeld Senegal - Life
Thomas D. Skinner - Life (2)
Michael C. Woolson - 1907 (4)

Delta Tau - Indiana State
James D. Baden - 1907 (3)
Christy L. Dixon - 1907 (7)
Michael J. Farmer - 1907 (2)
Rebecca R. Givan - Life (2)
Shaunee D. Johnson - Life (2)
Ronald L. Martin - Life (2)
V. Keith Michael, Jr.
David A. Miller - 1907 (2)
Rick W. Parks - Life (4)
Michelle D. Parsons (2)
Michelle L. Royle - Life (3)
Joseph R. Sandifer - Life (2)
Christina L. Spitz (2)
Nicole L. Tingley

Delta Upsilon - Texas Christian
Nicole M. Domain
Ronald J. Hankamer, Jr. - Trustee (7)
Ralph C. Haraway - 1907
Harry T. Okamoto, Jr. - Life (4)
Stanley C. Thomas - C & D

Delta Phi - East Texas State
Gordon R. Cox - C & D (4)

Delta Chi - Washburn
Matthew R. Bergmann
Stephen C. Delano
Raymond H. Killam - 1907 (2)
John E. Pilcher, Jr. - Life
Emily K. Reeder
Richard F. Reichert
Homer W. Sykes, Jr.

Delta Psi - Suffolk
Thomas C. Abisalih - 1907 (3)
Donald E. Jones - Life
Richard A. Steinkrauss - Benefactor (11)



Beth Parkhurst, *New Mexico State*, Director of Educational & Alumni Services C. Dean Ferguson, Tallie Cooper, *Wayne State-NE*, Brandon Trease, *Wayne State-NE*, and Jason R. ... *New Mexico State* spend some time visiting and touring the Miami Campus during the Leadership Academy.

LEGEND: The Delta Sigma Pi Leadership Foundation is proud to honor Brothers who have reached certain cumulative giving plateaus with membership in various Giving Levels. All contributions are credited toward membership. Cumulative Giving Levels have been established at Life Member - \$100; 1907 Society - \$250; Crown & Delta Society - \$500; Trustee Associate - \$1000; Chairman's Forum - \$2,500; Founders' Circle - \$5,000; Benefactor - \$10,000. The Leadership Foundation also recognizes the current consecutive number of years of giving for each Brother with an appropriate notation following their name. Patrons Circle of Donors have their names in bold.



Vice President for Alumni Benefits and Services Catherine Merdian, second from left (seated) and Director of Chapter and Expansion Services Dale M. Clark, second from left, second row, share a meal with Academy participants.

Omega - West Liberty State
 iam C. Lindelof, Jr. - 1907 (2)
 ael A. Romano - 1907 (9)
 ion P. Williams - Life

Ion Zeta - Midwestern State
 e R. Heimer

Ion Theta - California State
 rge F. Backhus - 1907 (2)
 ur J. Glom - Trustee (9)
 ea L. Hughley - Life (2)
 d G. Luff - Life
 tney A. Peck - 1907 (3)

Ion Iota - Mankato State
 n H. Balfany - C & D (6)
 L. Briggs - 1907 (2)
 el H. Field - 1907 (6)
 ael D. Gallo - Life (3)
 s E. Hughes - Life
 M. Morrison - 1907 (5)
 y M. Okleshen (3)
 a J. Schindler - Life (2)
 A. Zak - Life (2)

Ion Kappa - Shepherd
 rew V. Criss - C & D
 stopher C. Pitzer - 1907 (3)
 ksak Sakbodin - Life
 I. J. Shriver - Life
 dd W. Taylor - 1907 (9)

Ion Lambda - Rochester Tech.
 am E. Beatty - C & D (3)

Ion Mu - Sam Houston State
 k M. Busch, Jr. - Trustee (3)
 ne E. Hildebrandt - C & D (10)

Ion Nu - New Orleans
 ard A. Abud - 1907
 ell C. Plaisance - C & D (9)
 ael F. Sapera - 1907 (8)
 itchie Shaner - II - Life
 dd W. Stansbury - 1907 (8)
 ichael Wilson - 1907 (7)

Ion Xi - Ball State
 ard A. Bentley - Life (5)
 ara C. Bigler - 1907 (2)
 a M. Bouse
 l. Gillespie - Life (3)
 s B. Hightshue - 1907 (6)
 M. Hundley - Life (3)
 ada J. Orschell - Life (3)
 n E. Prechel (2)
 J. Sakon (2)
 G. Sikorski

Ion Omicron - Western Michigan
 kton N. Behm (2)
 sy Bishop (2)
 ea M. Burns
 A. Cutter (2)
 ca L. Deats
 l. L. Dove - Life (3)
 da L. Hering (2)
 A. Kornoelje - Life
 en M. Lewis - Life (2)
 nt P. Marra
 tine K. Moomey - Life
 M. Randazzo
 y A. Rinvelt - 1907 (7)
 la K. Stikiewicz (2)
 Theryoung
 as J. Thomasma - Life (7)
 sa A. Wadell (2)

Ion Pi - Monmouth
 row N. Luhrs - Life

Ion Rho - Tampa
 B. Arnold (2)
 er A. Bailey - Chairman (6)
 T. Blair - 1907 (3)
 A. Cameron - Life (2)
 P. Bailey Crumpton - C & D (4)
 M. Crumpton - C & D (4)
 w F. DeMeyer - 1907 (3)
 el C. Floyd (2)
 anne Kilbride Gregory - C & D (5)
 C. Gregory - C & D (5)
 L. Groene - Life
 a L. Payne - Life (4)
 el S. Southard - C & D

Robert A. Stickler - Life (2)
 Rudy Sumulong - Life (2)
Derek A. Taylor - C & D (7)
Elizabeth M. Thorn - 1907 (2)
 Linda E. Wheat (2)
 Juliet R. Worley
 David A. Zisman - Life (3)

Epsilon Sigma - LaSalle
 Michael J. Spadaro - 1907 (3)

Epsilon Tau - Dayton
Leslie S. Banwart - Life
Rosemary L. Dop Brackman - 1907 (3)
 Robert J. DePalma - 1907 (2)
 Tau Ronald T. Klimko
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 Paul Phelan (2)
 Andrea M. Santangelo (2)
 Gregory E. Schnitter - Life (2)
 Carter G. Varn (2)

Epsilon Upsilon - New Mexico State
 Carl M. Glusick - Life (2)
 Jenifer D. Hawkins
 Samuel V. Houston III
 Beth Parkhurst
 Andrea R. Schrum - Life (2)
 George L. Wiley II - Life

Epsilon Phi - Cal State-Sacramento
Tracy E. Hurtado Amaro - 1907 (2)
 Lawrence V. Andreuccetti - 1907
 Dale L. Banducci
 Mark S. Christensen - Life
William G. Dosch - C & D (2)
Edward F. Graves - 1907
 Ray J. Nielsen - 1907 (2)
 Lin G. Richins - 1907 (7)
William F. Stebelski - C & D (4)

Epsilon Chi - Georgia Southern
Stacy Jordan - C & D (2)
Wayne A. Pinkham - Life

Epsilon Psi - Christian Brothers
 Marguerite E. Angelo
 Jason D. DiGregorio
Thomas M. L. Forsyth - Life (2)
Wendy Jenkins - C & D (6)
 Joseph A. Liotta - Life (9)
J. Alfred Moroni - FSC - C & D (2)
 Karen D. Riedel - Life (2)
 Mark E. Varner

Epsilon Omega - Eastern Illinois
 H. James Barger - 1907 (3)
 Amy K. Becker - Life
 Steven G. Berghorn - C & D (3)
Stephen L.A. Black - 1907 (3)
 Kevin P. Early - 1907 (4)
 Lori A. Early - 1907 (4)
 Stephanie A. Hillard
 Denise M. Hohrein
Katie I. Magoon Koch - C & D
George F. Lary III - 1907 (2)
 Melvin C. Lockard
 Frank A. Mazza - 1907 (9)
 Stephanie L. Richter
 Patricia Salinas (3)
Ricky A. Saltzger - C & D (9)
 Philip F. Stokes - 1907 (3)
 Bruce E. Thompson - 1907 (2)
 Omega Meghan M. Trizil
 Omega Michael J. Wilson
 Erika L. Winge
 Patricia A. Zubal - Life (3)

Zeta Eta - St. Peter's
 Lee J. Malkowski - Life
 Mark A. Shannon - Life
Dr. William K. Stoms, Jr. - Life

Zeta Theta - Western Kentucky
 Gus L. Allen - Life (3)
 Amanda D. Holbert
 C. Joe Hutchison - Life (7)
 Rodney J. Kirk - 1907 (3)
 John M. Sears - 1907 (3)
 Lisa A. Simmons (2)
 Brian S. Turner

Zeta Iota - Mississippi
 Susan L. Bigford

Zeta Kappa - Western State
 Elizabeth A. Davidson

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 Jana L. Garin - Life (6)
Rene' E. Hays - Life (2)
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 Boyd J. Pederson - C & D (3)
 Sharalee E. Pederson - C & D (3)
 John J. Peraro - Life
 Dawn K. Smith (2)

Zeta Lambda - Georgia Tech
 Charles E. Sloane - 1907 (2)

Zeta Mu - Texas-Arlington
 Renate D. Hobbs - 1907 (2)
 Kevin M. Tinker (2)

Zeta Nu - Texas A&M-Kingsville
Leonard A. Bedell - Life
 Randolph V. Brown - 1907 (2)
 Abigail D. Cardona - Life (4)
Jennifer A. Chartier - 1907 (5)
 Michael J. Hall (2)
 Gloria L. Rodriguez (2)
 Patricia Saenz (2)
James H. Steele - Trustee

Zeta Xi - Lewis
 Michael J. Arduino
 John F. Chenier - Life
John J. Sondag - Trustee (5)
 Jessica L. Turek (2)

Zeta Omicron - C.W. Post
Dylan D. Jeng - Life
 Claudette A. Maier - Life
Leonard H. Shapiro - 1907
 Arthur Slate - 1907 (7)

Zeta Pi - St. Joseph's
 Michael J. Amoroso - Life (7)
Thomas G. Wolf - Life

Zeta Rho - Menlo
Laura A. Messemer Baikie - Life
Amr M. Khashoggi - C & D (2)

Zeta Sigma - Southeastern Louisiana
 Dennis T. Edmon - C & D (9)
Elmer C. Gant - 1907 (3)

Zeta Upsilon - Virginia Tech.
 T. Norman Bush - C & D (9)
James E. Pearman, Jr. - C & D (4)
 Darlene M. Pilachowski - 1907 (9)
 Heather A. Tweedie - Life (2)
 Matthew J. Whitcomb Jr.

Zeta Phi - Florida Atlantic
 Mary C. Ard (2)
 Zeta Phi Laurie A. Band
 Emily A. DiMolfetta
 Lenore F. Dunlop
 Glenna T. Hauser
 David P. Jones
 Rebecca S. Jones - Life (6)
 Charles S. Leibowitz - Life
 Francis P. McLaughlin
 Melissa Mogor (2)
 Christian N. Scholin - Life (4)
John A. Watton - 1907 (2)

Zeta Psi - SUNY-Albany
 Nicole R. Brideau - Life (2)
 David L. Cohen - 1907
 Laura T. Hyman - Life (3)
 Linda S. Kaplan - C & D (3)
Catherine M. Lepone - C & D (2)
Craig P. Millnamow - C & D (4)
 Christopher S. Pullano - Life (3)

Zeta Omega - Northern Arizona
 Pati S. Havir Coury - 1907 (5)
 Peter E. Coury - 1907 (5)
Theresa J. Drew - Chairman
P. Jewel Nackard - 1907 (3)
 Nancy J. Nieman - Life

Eta Theta - Angelo State
 Ronald A. Appling - Life
 Keith W. Dean - 1907 (9)
 Lisa A. Dillard - Life (3)
 Robert E. Dillard - Life (3)
 Angela K. Haney - Life (4)
 Tabriah A. Kussad

Steve Meek - Life
Michael D. Moore - 1907 (2)
 Dean E. Parnell - Life (2)
 Kyle O. Smith - 1907 (3)

Eta Iota - Nicholls State
 Donovan P. Caballero - Life (7)

Eta Kappa - Troy State
Malia S. Burdette - Life
 Cynthia L. Burkett
 Max I. Davis
 Dominique K. Eddings
 Robert E. Grant
 Kristie E. Ivey
 Robert A. Pearson - Life (2)
 Michael D. Thornbury - 1907 (9)
Dr. Philip H. Turnquist - Chairman (5)
Odis C. Wooten - Life

Eta Mu - Northern Illinois
 Kristen B. Barker (3)
 Kenneth J. Brach - Life
 Teri K. Farnsworth - Life (3)
Leeann M. Foderaro - 1907 (3)
Julia J. Grimes - Life
Kathleen M. Jahnke - Trustee (6)
 Vasiliki Katsenios (3)
 Eric A. Lynch - Life
 Robert Perez (3)
 Mona R. Solanki
 Mark R. Van Wagenen - Life (2)
 Kristi L. Wiersema (3)

Eta Nu - Missouri-St. Louis
 Timothy O. Brooks
 Tamara L. Burns - 1907 (4)
 Laura E. Cline
 Frances J. Dorrough
 Ellory Warner Glenn
Jennifer L. Gutmann - Life (3)
 Edwin W. Horn - Life (2)
 Anwar P. Lee
 Michael J. Minoff
 Christopher J. Puricelli - 1907
 Mary Ellen Raines
 Cleavie I. Smith - Life (2)

Eta Xi - Philadelphia Textiles
 Marc H. Cohen - C & D (10)
 James A. Frankenfield - Life (9)
John N. Rudolph - C & D (9)

Eta Omicron - Northeast Louisiana
 Velvet A. Simmons - Trustee (4)

Eta Pi - Wayne State-Nebraska
 Michelle M. Bradshaw - 1907 (9)
 Tallie L. Cooper
 Deanna F. Devine (2)
 Lynette J. Gruchow (2)
 Andrew J. Holdt
 Stacy L. Hughes - Life
Marc I. Jensen - Life
 Mark I. Keerbs - Life (2)
 Douglas S. Kreikemeier
 Eric D. Lanspa - Life (2)
Robert E. Matthews - Life

Matt Milbrodt - Life (2)
 Alan J. Movall
 Benjamin R. Partlow
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 Heather J. Skinner (2)
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Eta Rho - Wisconsin-LaCrosse
 Elaine R. Anderson - 1907 (3)
 David D. Boyum
 Sandra L. Breunig - Life
Christon C. Burgess - Life
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 Katherine A. Walicki - Life (2)

Eta Sigma - Southern Illinois
 Philip H. Mette - 1907 (2)

Eta Upsilon - West Florida
Lee D. Barnett - 1907 (2)
 Gayle M. Baugh
David R. Cruz - 1907 (2)
 John W. Hinely - 1907 (2)
 Jerome J. Kelley - 1907 (6)
 Donald W. Lee - Life
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William E. Mallett - Life (2)
 Dana A. Miller
 Margaret A. Shields - 1907 (3)
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 Misty D. Brown Stamitoles (2)
 Lisa A. Stamitoles
Brenda K. Starkey - Life
Clinton P. Taffe - C & D (9)

Eta Phi - Eastern Michigan
Raymond J. Drake - C & D

Eta Chi - Cal Poly-Pomona
 Gary W. Kuns

Eta Psi - Houston
 Jeffrey D. Berlat (2)
 Allan B. Cantos (2)
T. Joelle Estelle - C & D (3)
Douglas A. Findley - C & D (3)
 Lisa G. Garrett-Bouchillon (2)
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 William S. Smith (2)
James A. Webb - 1907 (3)

Eta Omega - Virginia Commonwealth
 Shiras J. Brown - Life (2)
 Todd I. Poe - Life (2)
 Amy E. Poe - Life (2)
Tricia L. Spinner - Life
 Courtney S. Wyatt (2)

Theta Iota - Connecticut
Lisa A. Allen - C & D (8)
 Gary P. Bouchard - Life (2)
 Joseph M. Ciccaglione - 1907 (2)

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Gregory D. Schroen - 1907 (2)
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 Matthew A. Caster
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 Alan K. Music
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 Brian P. Tibbs - Life
Kara Renee Tippett - Life

Theta Tau - St. Cloud State
 Jason D. Beaver - Life (2)
 Lori A. Brooks (2)
 Charles J. Henkel - Life (6)
Thomas M. Johannek - C & D (10)
Joseph M. Mayne - Life
 Melinda Y. Schroeder - Life (2)

Frank J. Sufka - C & D (4)
 Nicole N. VanDerGriff (2)

Theta Upsilon - Siena
David P. DiCristofaro - 1907 (2)
Gregory P. Fisher - Life
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Theta Phi - South Florida
 Sarah A. Buss - Life (2)
 Jessica Cuevas
 Danielle M. Doyle (2)
 Nancy D. Epstein
 Denise M. Grube - 1907 (7)
 Chardean M. Hill (2)
 Michaela Jungus (2)
 Cleo P. Libert (2)
 Jeremy M. Pope
 Lena C. Ramirez (2)
Craig T. Ritchie - Life
 Alejandra M. Santos
 John M. Spooner (2)
Marc A. Stale - Life
 Jeffrey S. Stein (2)
 Agustin Vera

Theta Chi - San Jose State
Sean Gary Black - Life
 David T. Boeker
Stephen A. Finn - 1907
 Tamara J. Fuglestad
 Heather L. Hawkins
 Angie Leung
 Ty T. Nakamura - 1907 (3)
 Christopher J. Rumble
 Maria V. Sansano
 Katherine J. Sheldon - 1907 (3)
 Christopher L. Wong

Theta Psi - Indiana Northwest
John V. Henik - Founder (3)
Leroy W. Stewart - 1907 (2)

Theta Omega - St. Edward's
Sean O. Herbold - Life
 Jason J. Love
 Mary Kay Misko
 Michael J. Simon - Life (5)
 Nicole M. Spurgeon
 Natalie R. Stauffer
Ben D. Templeton - Life
 Amy K. Weller

Iota Kappa - James Madison
Robert S. Cameron - Life
 Sarah C. Pleacher (2)
 Sandra L. Shu (2)
 William R. Starkie
 Tommy R. Taylor - Life (2)
 Cuaduaana P. Terry
 Stephanie M. Torneden (2)

Iota Lambda - IN/Purdue-Ft. Wayne
Scott J. Dinius - C & D (2)
Nickolas V. George - Life
 Richard J. Guevara - Life (2)

Iota Mu - Georgia College
 Steve G. Simmons - 1907 (2)

Iota Nu - Truman State
 Deanna K. Murrell Carlson - Life (3)
 Leigh A. Cottingham (2)
 Robert D. Dowil - Life (2)
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 Karen Gratz - 1907 (9)
 Nancy A. Haney
Ronald C. Higgins - 1907 (2)
 LeeAnn M. Hoff (2)
Debra M. Hultz - C & D (3)
Randy L. Hultz - Chairman (9)
Robby L. Hultz - 1907
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 James E. Leingang - Life
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 Jonathan D. Meisel (2)
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 Christa L. Rutledge (3)
 Brian R. Schoppe (2)
Kathryn E. Shaw - Life (3)

Karen M. Stebelski - C & D (4)
 Karen A. Wibbenmeyer (2)
 Geoffrey C. Winkler - Life
 Matthew K. Yannotta (2)
 Patricia A. Zahner - Life (2)

Iota Omicron - Central Missouri State
 Greg C. Beck - 1907 (9)
Angela M. Roos Callahan - C & D (5)
John M. Callahan - C & D (2)
 Leah K. Davis
 Daniel J. Devine
Richard D. Foster - 1907 (2)
 Rebecca J. Hamilton - Life (3)
Lorraine A. Henry - Life
 Christina L. Hogue
 Gabrielle A. Jackson
 Dawn N. Libbert (2)
S. Jill Griffin Lunsford - Life
 Lori D. McCall
 Stevens H. McClure
John J. Morgenthaler, Jr. - 1907 (8)
Clifford P. Reilly - Life (2)
David C. Seger - C & D (5)
 Mary F. Smith (2)
 Gregory A. Warren - Life

Iota Pi - San Diego State
 Kathleen Mayberry Bradley - 1907
 Stephen J. Donell
Jill Elsner - C & D (4)
 Christopher E. Ingle
Darrell E. Keller - C & D (3)
 Mitchell K. Polon - Life
Rene A. Romero - Trustee (2)
 Nancy B. Weiman - 1907 (9)

Iota Rho - Howard
Danielle P. Benson - Life (2)
 Kiva C. Dale (2)
 Gayatachew Dorsainville - Life
 Salome Johnson-Tinker - Life (2)

Iota Sigma - Evansville
Rebecca W. Livesay - 1907 (2)
 Kirsten L. Sutter

Iota Tau - Robert Morris
 Frances M. Benko - Life (9)

Iota Upsilon - Cal State-Northridge
John K. Canning - 1907 (2)
Virginia Hesse - Chairman (8)
Lois E. Loomis - Life (2)
Melinda J. Nofplot - Life

Iota Phi - Cal State-Fresno
Ruth J. Danos - Life
 Dawn M. Dondero - Life (3)
 Eric B. Huth - Life
 Genny C. Kong - Life (3)
 Suzanne M. Ney - Life (3)
 Paul D. Williams - 1907 (2)

Iota Chi - Illinois State
 Stephanie M. DeBlacy
 Patrick D. Forden
Gwendolyn Y. Harris - C & D (3)
Shelley M. Hein - 1907 (4)
 Stacey J. Hodges
 Deborah L. Nickels
 Kenneth J. Witte - Life (8)

Iota Psi - Texas A&M-CC
 Tammy M. Paukert
 Linda Randle
 A. Van Mueck - 1907 (3)

Iota Omega - North Carolina
 Kimberly A. Anderson
 Amber L. Harris
 M. Eloise McCain Hassell (3)
 Ellen L. Bryant Lloyd
 Bryan P. Marshall
Mark E. Nichols - Life
Wanda D. Nichols - Life
Leonard A. Pauca - Life (2)
 Michelle L. Springhetti - 1907 (7)
 Allison M.L. Visconti

Kappa Lambda - Binghamton
 John M. D'Aquila - Life (7)
 Sashikala B. Dayanidhi
 Maria G. Guce - 1907 (3)
 Lawrence A. Heilbrunner - 1907 (3)
 Rosina Hirsh - 1907

Michael S. Korten
Amy E. Sanders - Life (3)
 Michael A. Weber (2)

Kappa Mu - Cal Poly-San Luis Obispo
 Jessica L. Booth (2)
Joy D. Christensen - Life (2)
Sandra J. London Geldalje - Life
 Jacquelyn D. Hugel (2)
Robert S. Love - C & D (6)
 Stacey M. Wilson - Life

Kappa Nu - Longwood
 Nancy W. Atkinson - Life (3)
Sheri S. Casper - 1907 (2)
 Dale M. Clark - 1907 (2)
Courtney A. Faris - 1907 (3)
 Christian W. Galoci - Life (2)
 Chad E. Hicks (3)
 Amy L. Podelco - Life (2)
 Suesan L. Richardson
 Mary A. Schraf - C & D (11)
 Carla J. Westerman - 1907 (7)

Kappa Xi - Southwestern Louisiana
 Donna L. Bayard (2)
 Jennifer L. Bonin (2)
 Kristy L. Freeman (2)
 Stephanie A. Harbison
 Kara M. Hughes
David D. Martin III - Life (2)
 Mary K. Martinez - Life (3)
 Natasha A. Morgan (2)
 Kimberly E. Norris (2)
Kevin B. Ward - Chairman (4)
 Holli K. Yandle (3)

Kappa Omicron - S.W. Missouri State
Joyce Gay Albright - 1907 (2)
 Paul K. Booth (2)
 Gina L. Burgess
 Kimberly R. Frey - Life (2)
Shanda R. Gray - 1907 (3)
 Jane R. Gruschka - 1907 (3)
 Tracy G. Hammond
 Matthew D. Kain (2)
Gregory J. Koch - C & D
Sandra L. Shoemaker - 1907 (2)
 Eric S. Wilson (2)
 M. Christine Wilson - 1907 (8)

Kappa Pi - North Florida
Heather A. Boyd - Life
 Sandra A. Burns
Indra Hall - 1907 (4)
Anthony S. Hall - Life

Rebecca E. Kildow - Life (2)
 Trina L. Kirk - Life (3)
 Amy R. Klopfenstein
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 S. Leslie McCoy
 Elaine Mohr
Ronald E. Natherson, Jr. - C & D (4)
 Jennifer L. Stopiak (2)
 Ronald J. Sturgill - Life (2)
 Stephanie S. Tulp
 Donna S. Zachman - Life (4)
 Kristen M. Zimmerman

Kappa Rho - Adelphi
 Peter Catalano - 1907 (10)
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 Ali Nela
 Claudia C. Smith Rogers - Life
 Jeffrey I. Rosenthal - 1907 (10)
 Regina A. Salzmann - Life
 Douglas A. Spy - 1907
Deborah L. Viola - Ph.D. - 1907
Richard H. Wolf - Trustee (3)

Kappa Sigma - IN/Purdue-Indy
 Lane B. Dunagin - Life (2)
 Kimberly A. Jackson (2)
 Angela L. Lutchka
Robert S. Reid - Life

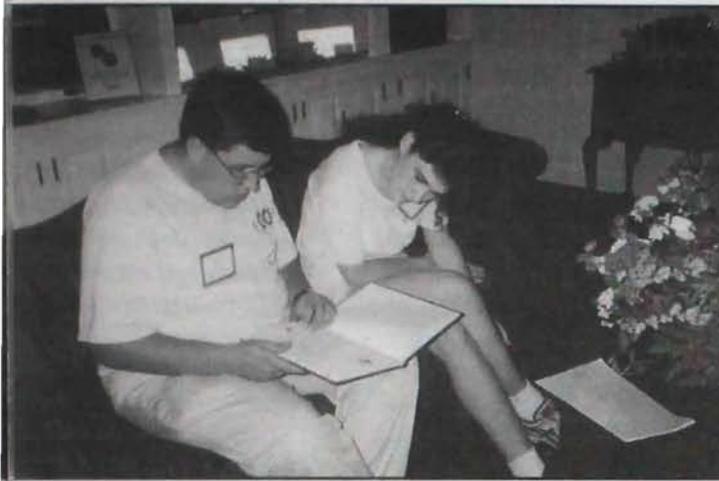
Kappa Tau - Clemson
 David M. Bachmann (2)
 Cheryl L. Heuer - Life (3)
 Loraine E. Kukasch - 1907 (3)
 W. Scott Madden - Life
 Melissa A. McNeill (3)
 Katherine A. Michels
Kimberly E. Weber - Life

Kappa Upsilon - Winona State
 Lynn M. Adams



Academy participants (front row-from left) Tallie Cooper, Wayne State-NE, Jason Kraus, Cincinnati, Kimberly Ray, Wisconsin-LaCrosse, Katie Walicki, Wisconsin-LaCrosse, Brandon Trease, Wayne State-NE (second row-from left) Joe Ryan, Wisconsin-LaCrosse, Chad Schaefer, Western Michigan, and Shane Borden, Central Florida.

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Many participants had an opportunity to tour the Central office and visit the Archives Room.

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 - Blume (2)
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 - Hernlem (2)
 - Horton
 - M. Kiehne (2)
 - R. Klose
 - M. McCormick (2)
 - M. Orlando (2)
 - Schoh (2)
 - Schultz (2)
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 - Stark - Life
 - O. Stay - Life (3)
 - Trosper - Life (2)
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 - Winchester
- Phi - Valparaiso
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 - le C. Bessler (2)
 - v. Burroughs (2)
 - C. Cobb - Life (2)
 - A. Gradl - C & D (6)
 - h L. Jameyfield - Life (2)
 - S. Malasto - Life (2)
 - Paar (2)
- Chi - Savannah State
 - E. Davis
 - S. Eichelberger
 - Green
 - T. Harris
 - F. Moss (2)
 - na L. Rivers
- Psi - Bellarmine
 - L. Ackridge
 - Argabright (2)
 - R. Evans
 - Hitchcock - Life (3)
 - L. Johnson
 - E. Kimpflein - 1907 (4)
 - J. Kuhlman - 1907
 - A. Layman (2)
 - Santamouris - Life
 - S. Singletery - Life (2)
- Omega - Purdue
 - Cooper - 1907 (3)
 - Pronger - 1907 (6)
 - Young (3)
- Mu - Pacific
 - W. Howell - Trustee (2)
 - her L. Krob (2)
 - L. Niebank - 1907 (3)
 - D. Seibert - C & D (7)
- Nu - Texas A&M
 - A. Allen
 - t. Blankenship, Jr. - Life (3)
 - e R. Cernoch - Life (3)
 - Garrett - 1907
 - Y. Goodman
 - Huet - Life
 - Maciej
 - R. Skinner (2)

- Jennifer M. Tucker
- Lambda Xi - Grand Valley State
 - Roxanne J. Anderson (2)
 - Valerie L. Danneffel - Life (3)
 - Kelly L. Mohritz - Life (2)
 - William J. Ravenscraft - Life (3)
 - Carla S. May Tousley - C & D (5)
 - Kevin L. Zachman - Life
 - Chad M. Zevalkink - Life (2)
- Lambda Omicron - Western Illinois
 - Melinda K. Einan - 1907 (3)
 - Chad A. Eitter - Life (3)
 - Corrinne S. Hamilton - Life (3)
 - Alan M. Hecht - Life
 - Jason E. Hilsenbeck (2)
 - Jeffrey R. Kienzler - Life (2)
- Lambda Pi - San Diego
 - Christina M. Embury - Life (2)
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 - Kimberly A. O'Neill - Life (3)
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 - Ruben C. Johnston - C & D (3)
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 - Tracy A. Bethlehem (3)

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 - Michael A. Smith - Life (2)
 - Bethane Stawewcki - Life (2)
- Mu Rho - Colorado State
 - Michael R. Young - Life (2)
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 - Marie C. Ducharme - Life
 - Kimberly M. Gunderson (3)
 - Katherine E. Kessler - 1907 (4)
 - Saman Limouee - 1907 (2)
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 - Heidi M. Hoffman
 - Elizabeth M. Losik - 1907 (4)
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 - Jared L. Nyhus (2)
 - Lauren R. Seaman
 - Daniela L. Williams
 - N. Scott Wilson (2)
 - Carl Wong (2)
- Mu Omega - New Jersey
 - Scott A. Johnston (3)
- Mu Xi - Missouri-Kansas City
 - Henry W. Bloch - 1907 (2)
 - Steven N. Driever
 - Scott M. Fisher (2)
 - Ingrid F. Winfrey (2)
- Mu Omicron - Holy Cross
 - Artheria Strozier Ameduri
 - Rebecca A. Boyer
 - Jason P. Campagna - C & D (4)
 - Christina A. Fontan (2)
 - Kelly M. Haden
 - L. Amanda Rabalais - 1907 (4)
 - Tanya A. Stevens
- Mu Pi - Kennesaw State
 - Robert E. Bendetti Jr. (2)
 - Kyle W. Bischoff
 - Jeffrey A. Blanchard - Life
 - Laura M. Brinson
 - Whitney V. Crump
 - Stephen J. Ellis
 - Russell B. Goble
 - Steven A. Grazier - Life
 - Trece U. Griffies
 - Renee S. Hodges - Life (2)
 - Jennifer Jung (2)
 - Rosalind R. King
 - Homer F. Newman
 - Lucy C. Roberts
 - R. Todd Roseberry - Life (4)
 - Jayda Sauer (2)

- Nu Rho - California-Davis
 - Thomas R. Chandler (2)
- Nu Sigma - Roger Williams
 - Maria B. Aseron - Life (3)
 - John W. Bachner (3)
 - Matthew C. Bornstein
 - Charles W. Costello - 1907
 - Sheldon M. Dubrowin - 1907 (3)
 - Holly A. Fusco (2)
 - Alick Le'tang - Life (3)
 - Jason F. Morais - Life (3)
 - Lawrence F. Pesce
 - Austin P. Ratus (2)
 - Jay T. Tracy - Life (3)
- Nu Tau - St. Thomas
 - Emily A. Ahachich (3)
 - Debra K. Alberhasky
 - Gretchen E. Alberts
 - Marie C. Bartholome
 - Andrew F. Beranek
 - Anthony J. Brand - Life (3)
 - Celeste A. Campo (2)
 - Christa L. Connaker
 - John E. Crosland
 - Krista L. Dahlseng
 - Kathleen A. Dolphin - Life
 - Melissa K. Ekern (3)
 - Jana M. Friedrich
 - Sara K. Gilbertson (2)
 - Katherine A. Grundtner
 - Jennifer M. Heideman
 - Gina M. Huebner
 - Christopher J. Huntley
 - Sarah M. Kath
 - Megan P. Kennefick
 - Bridget M. Kotek
 - Krista M. Leintz
 - Jessica A. Matthees (2)
 - Alicia R. Meredith
 - Mark G. Michalski
 - Stephanie K. Nelson
 - John D. Nichol
 - Sara G. Nohava
 - Bradley K. Quello - Life (3)
 - Stephanie A. Sanders
 - Timothy J. Skogen (2)
 - Scott J. Stein
 - Joseph J. Tabolich
 - Fatima F. Treuer
 - Velvet L. Tyree
 - John C. Willette
 - Ryan B. Wilson
 - George M. Wilson - Life
- Nu Upsilon - West Virginia
 - Neal L. Blake
 - David B. Johnson (3)
 - Kelly B. Lachman
 - Stephanie G. Smith (3)
 - Kristin A. Snyder
- Nu Phi - Northern Colorado-Greeley
 - Naomi K.C. Lagunero Barnes (2)
 - Stacey L. Gagne (2)
 - Marc A. Harger (2)

- Michael C. Noon - Life (2)
 - Kristen M. Shaw
 - Aspen C. Van Ark (2)
- Nu Psi - Trinity
 - Brenda D. Hughes
 - Karen D. Johnson
 - Ann Marie Leali
- National Honorary Members
 - James B. Hayes - Life
 - Dr. Russell G. Mawby - Chairman (3)
- Lincoln/Greater NE Alumni Chapter
 - William C. Schilling - C & D (4)
- South Florida Alumni Chapter
 - David R. Hochstetler - Life (2)
- Western New York Alumni Chapter
 - Earl G. Rix - Chairman (2)
- Alumni Groups
 - Deltsig/Beta House Corp. - Trustee (4)
 - DSP Cigar Club
- Central Office Administrative Staff
 - Donna K. Amrhein - Life (4)
 - Hilda J. Krueger - Life (4)
 - Carol Pho O'Donnell - Life (4)
- Corporate Gifts
 - Alliance Printing & Publishing - 1907 (2)
 - At Ease - Inc. - Chairman
 - Beers & Cutler PLLC - Trustee
 - Cerner Corporation - C & D
 - EDS Campus Relations - BENE (2)
 - Franklin Resources - Inc. - Trustee
 - The Fund for American Studies - Trustee
 - Price Waterhouse LLP - Trustee
 - Square D Foundation - Trustee
 - Star Bank - Trustee
 - The Mayne Speaker - Chairman
 - The National Dean's List - Chairman (3)
 - Northwestern Mutual Life - Founder (3)
- Friends
 - Richard P. Boyd Jr.
 - Kerry J. Davidson
 - Margarita Hazday
 - Salvador M. Hazday
 - Michael and Karin Janes
 - Mr. & Mrs. Myron Karki - Life
 - Alice G. Kreber
 - Joseph and Mary Anne Orlando
 - Larry A. Sunn Ed.D.
- Deltsig Regions
 - Mid-South Region
 - South Atlantic Region



Matt Haas, Cal Poly-San Luis Obispo, John Rahm, South Dakota, Educational and Leadership Consultant Wendy Eilers, Director of Administrative Services Judith J. Briggs, and Jennifer Zierer, Bellarmine, enjoy visiting with each other during a Leadership Academy dinner.

Alumni NOTES

Sandra K. Biedermann, Akron, is an application consultant with ESP Software Services, Inc. in Minneapolis. She does consulting on Lawson financial software. She works from her home and visits client sites around the country.

Lora L. Collier, Akron, is a graphic designer with USA Quickprint in Canton, Ohio.

Caroline Moreno Foote, Akron, is a regional marketing manager, Personal Lines, with Travelers Property Casualty Insurance. Located in the Naperville, Illinois, area they serve independent agents in Illinois, Indiana, Michigan, Minnesota and Wisconsin.

Atlantic Coast Regional Director **B. Todd Whisenant**, Alabama, is a Claims Representative with State Farm Insurance in Orlando, Florida.

Jesse L. Marr, Arizona State, is a senior consultant in Mining Contracts with the Latin American Division: Caterpillar Americas Company, Caterpillar, Inc. in Peoria, Illinois.

Cathy Trostheide, Arizona State, is a human resources generalist with the City of Scottsdale, Arizona.

Rebecca Reeves, Ball State, is a supervisor of account reconciliations with GRE Insurance Group in Indianapolis.

Brian P. Williams, Ball State, is a registered representative with Charles Schwab and Company, Inc. in Fishers, Indiana.

Ken Carman, Bellarmine, is a sales consultant with Tri-County Ford Mercury in Buckner, Kentucky.

Phil Almquist, Bentley, is a sales analyst with MediSense, a division of Abbott Laboratories in Bedford, Massachusetts.

Raymond S. Swann, III, Binghamton, is assistant vice president Capital Markets Technology with First Union National Bank in Charlotte, North Carolina.

Mike Bratton, Bowling Green State, has been named financial manager at Bill Brokaw Advertising. He will be responsible for overseeing the agency's financial department, with an emphasis on financial reporting and analysis, and managing agency cash flow.

He lives in Copley, Ohio, with his wife and three children.

Howard Kirk, Cal Poly-Pomona, is an internal auditor for Bayview Capital Corporation in Covina, California. He was also designated a Certified Internal Auditor by the Institute of Internal Auditors and a Certified Financial Services Auditor by the National Association of Financial Services Auditors.

Stephen H. Holdridge, Cal Poly-San Luis Obispo, is a director in Justice & Public Safety Consulting with Oracle Corporation in Kensington, Maryland.

William Bragdon, California State-Chico, is a senior pharmacy technician/pharmacy intern with Walgreens Pharmacy in Modesto, California.

Lisa J. Pegg, California State-Chico, is a hi-tech contractor with Global Village Communications in Sunnyvale, California.

Matthew F. Kay, California State-Chico, is IS project leader with Cardinal Health, Inc. in Dublin, Ohio.

J.K. Torbet, California State-Chico, is principal of Bushland Middle School in Bushland, Texas.

Amy D. Cribbs, California State-Fresno, is an auditor with Nigro, Karlin, & Segal in Los Angeles.

Lauren Kornberg, California State-Long Beach, is owner/operator of Lauren's Pet Care in Los Angeles.

Kevin P. Scott, California State-Northridge, is a senior technician with

Advanced Information Services in Los Angeles.

Vivian Edith Gonzalez, Central Florida, is a marketing coordinator-Travel Industry Division, with Universal Studios in Orlando.

Leala G. Rininger, Central Florida, is an applications developer with Arthur Andersen Technology Solutions in Sarasota, Florida.

Paolo Silvestri, Central Florida, is an operations manager with Central Florida Investments, Inc. in Orlando.

Gayle Younger Gerhardt, Cincinnati, is manager-Corporate Market Research, Customer Growth and Retention at Western-Southern Life Insurance Company in Cincinnati.

Rachel C. Thiel, Colorado-Colorado Springs, is a systems developer II with MCI in Colorado Springs.

Tamara Nelson, Connecticut, is director of community relations with the Toledo Storm Hockey Club in Toledo.

Golden Council member **Tom Moran**, DePaul, is a senior underwriting specialist for Allianz Insurance Company in Chicago.

William D. Koval, Detroit, is a claim representative with Allstate Insurance in Shelton, Connecticut.

Shannon M. Meyer, Drake, is an account executive with Campbell Mithun Esty in Minneapolis.

Marcia J. Sloat, Eastern Illinois, is a claim representative with The St. Paul Companies in Indianapolis.

Amy K. Becker, Eastern Illinois, is an associate software engineer with DocuCorp International in Atlanta.

Todd R. Riley, Ferris State, is a site manager with Xerox Corporation in Detroit.

Carl S. Cansino, Florida State, is Assistant District Attorney with the Baldwin

County DA's office in Milledgeville, Georgia. He lives in Cordele, Georgia with his wife **Melissa Pongsomboon**, Florida State, and their daughter Marissa.

Jonathan K. Strickland, Florida State, is a business banker with People's First Community Bank in Tallahassee, Florida.

Joni V. Wilson, Florida State, is a capital management associate with First Union National Bank of North Carolina in Charlotte.

Christopher Thompson, George Mason, is an in-charge accountant with Beers & Cutler PLLC in Vienna, Virginia.

Reeta S. James, Georgia, is an appraiser with Arthur Andersen LLP in Atlanta.

Oliver S. Shoemaker, Georgia State, is a locationist with Central Credit Services in Jacksonville, Florida.

Carla Tousley, Grand Valley State, has a position with Stopka and Associates in their Detroit Region as an information technology consultant. She assists clients with coordinating quality assurance projects and quality testing. Brother Tousley is also a member of the Delta Sigma Pi Golden Council, Grand Valley State University Alumni Advisory Board, the Metro Detroit Chapter of the GVSU Alumni Association and the

American Society for Quality. She lives in Southfield with her husband Dana.

Kevin Zachman, Grand Valley State, former Chapter Consultant, is an underwriter for the Hartman Insurance Company and his wife **Don Wells**, North Florida, a recent graduate of Miami-Ohio, is commercial underwriter with Selective Insurance Group. They live in Charlotte, North Carolina.

William S. Smith, Houston, is a management reporting analyst with EquiVantage, Inc. He lives in Houston with his wife of one year, Brother Theresa Ann Smith, Houston.

Danielle P. Benson, Howard, is an associate with AT Kearney, Inc. in Costa Mesa, California.

Tracey A. Bigelow, Howard, is a senior system analyst with MCI Telecommunications in Atlanta.

Suzanne Baurley Avery, Indiana-Bloomington, is owner of Corporate Touch, a seated massage therapy business that provides stress management for bodies in business. The corporate concept is: "How You Run Your Body Is How You Run Your Business."

Lillian R. Kennelly, Indiana-Northwest, is an account executive with The Times in Crown Point, Indiana.

WANTED DSP DIFFERENCE MAKERS

Delta Sigma Pi needs two top-notch achievers who want to make a difference. Applications are being accepted for the appointed volunteer positions of National Coordinator for our Make A Difference Day and Junior Achievement service programs. Imagine your pride in leading 7,000 students and thousands of alumni to truly make an impact. Administrative support will be provided by the Central Office, but a true champion, leader and achiever is needed to oversee each program. Help us define and develop these programs. Contact the Central Office (bill@dspnet.org) or 513-523-1907 ext. 231 for details or to suggest candidates.

Christopher M. Brown, *Indiana-Indianapolis*, is a manager with Toys "R" Us, Inc. in Indianapolis.

Paula Iahn Dillion, *Indiana State*, is a plant controller with Shenango Industries, Inc. in Terre Haute.

Jon Hager, *James Madison*, is a technologist with American Management Systems in Fairfax, Virginia.

Shelly M. Irps, *Kansas*, is a transcript evaluator with A&M-Corpus Christi.

Wendy K. Braxton, *Kentucky-Kent*, is an information technology training coordinator for Wesley Woods Center at Emory University, a long-term care level geriatric center, and a geriatric hospital.

Russell B. Goble, *Kentucky-Kent*, is a QE technician with Lotus Development in Kennesaw, Georgia.

Eduardo Aguirre Jr., *Louisiana State*, chairman of the Board of Regents, recently returned to Houston for a visit to the People's Republic of China where he delivered the general commencement address to the graduating class of the Central University for Nationalities in Beijing. During the visit he also met with top officials and received an honorarium from the White House to attend ceremonies held to President Clinton's visit to Beijing University.

Brother Aguirre is a senior advisor of the Center for International Banking Studies at the University of Virginia. In 1999 he was honored by Delta Sigma Pi as an "Outstanding Alumnus" and was listed among the nation's 100 most influential Hispanics by *Hispanic Business* magazine for three consecutive years.

Ashley R. Gautreau, *Louisiana State-Baton Rouge*,

is a recruiter with General Health System in Baton Rouge.

Kimberly Leperi Vincent, *Louisiana State-Baton Rouge*, is a senior merchandise manager with JC Penney in Pensacola, Florida.

Jose "Tony" Santana, *Loyola Marymount*, has been admitted to the partnership of Simpson and Company LLP, a CPA firm providing economic damage analysis and expert witness services.

Patrick Hartle, *Mankato State*, is a sales representative with Stryker Instruments.

Michelle Pedretti, *Marquette*, is an assistant controller with Gareth Stevens Publishing in Milwaukee.

Lance E. Beahm, *Maryland*, is a software engineer

with Bell Atlantic in Beltsville, Maryland.

Paul Mason, *Mississippi*, is a systems engineer with WM Barr in Memphis.

Edwin W. Horn, *Missouri-St. Louis*, is a rewards specialist for Towers Perrin in Clayton, Missouri. He is also Vice President for Membership for the St. Louis Alumni Chapter and if you are interested please contact him.

Lorna K. Lueck, *Missouri-St. Louis*, is a controller with Paramount Parks in Charlotte, North Carolina.

Melissa M. Bowers, *Nevada-Reno*, is an assistant manager with Enterprise Rent-A-Car in Roseville, California.

Jada Anderson Belew, *New York*, is a staff accountant

at Orscheln Products, L.L.C. She lives in Moberly, Missouri, with her husband J.R. and son Braden James.

Craig S. Hinch, *Northern Arizona*, is a traffic officer with the California Highway Patrol. He lives in Sacramento.

Pilsbury R. Stuart, *North Florida*, is a SEC Analyst with KeyCorp, a \$73 billion bank headquartered in Cleveland, Ohio. Prior to joining KeyCorp he was with a CPA Firm in Jacksonville, Florida.

Andrew W. Binegar, *Ohio*, is a Head Start Director with Ross County Community Action in Chillicothe, Ohio.

James F. Deaton II, *Oklahoma*, is a tax compliance specialist with Ernst & Young, LLP in Oklahoma City.

John Scott Thacker, *Pacific*, is a financial advisor with Prudential Preferred Financial Services in Houston. He provides a full range of fee-based financial and retirement planning services as well as a broad portfolio of stocks, bonds, mutual funds, and annuities.

Sharon Labash Ashe, *Purdue*, is a customer service manager with Tenneco Packaging in Griffith, Indiana.

Scott Brooks, Roger Williams, is client relationship manager with ITS Associates, a computer software company that develops and supports a portfolio management application that is leased to investment managers around the world.

Sean O. Herbold, St. Edward's, is a HR administra-

ALUMNI CHAPTER CONTACTS

Also see our web site (www.dspnet.org) for contacts nearest you.

Albuquerque, NM	Michael Metcalf	(505) 294-6783	Miami, FL *	John Cuomo	(305) 740-0201
Atlanta, GA	T.J. Shriver	(770) 967-1277	Mid-Iowa	Bill Honan	(515) 233-4685
Austin, TX	Renee DeCarlo	(512) 491-8146	Milwaukee, WI	Terrell & Susan Ford	(414) 442-9950
Baltimore, MD	Jeanne Stinchcomb	(410) 799-1448	Mississippi Coast *	Janice Souza	(228) 865-5612
Baton Rouge, LA *	Laurie Rasbery	(504) 769-9218	Nashville, TN	Jean Duncan	(615) 794-8267
Birmingham, AL *	Angela Porter	(205) 989-8741	New Orleans, LA	Kurt Brown	(504) 394-5952
Boston, MA	Jay Tracy	(781) 444-1161	New York City, NY *	Dara Moore	(212) 517-2280
Central Florida	Donna Allum	(407) 384-9939	Northern/Central NJ *	Brian Kraut	(732) 679-6614
Central Virginia	John Cookson	(804) 744-4046	Northern Virginia	Pamela Chicovsky	(703) 709-6699
Champaign/Urbana, IL *	Christopher Aubrey	(217) 234-2385	Northwest Indiana	Paula Gilbey	(219) 926-4635
Charlotte, NC	Kevin Zachman	(704) 341-3597	Oklahoma	Steve Persson	(918) 492-5877
Chicago, IL	Peter Bjelan	(312) 296-1162	Pensacola, FL	William Mallett	(850) 494-9602
Cincinnati, OH	Tracy Creager	(513) 579-7362	Phoenix, AZ	Larry Van Quathem	(602) 874-2399
Cleveland, OH	Michael Losneck	(440) 842-4548	Philadelphia, PA	Alison Solowjow	(610) 525-6464
Colorado Springs, CO *	Shari Oswald	(719) 599-3614	Piedmont, NC	Cathy Rosenberg	(910) 770-4392
Columbia, SC *	Buck Fulmer	(803) 254-6844	Pittsburgh, PA	Aaron Madden	(412) 274-4925
Columbus, OH	Rusty Stratman	(614) 799-0141	Portland, OR *	Andrew Harnish	(503) 270-1798
Connecticut	Kimberly Lutterman	(203) 969-7266	Rochester, NY *	Edward Cain	(716) 263-4822
Dallas Area, TX	Lori Crow	(972) 939-0599	Sacramento Valley, CA	Darrel Auble	(916) 332-8378
Denver, CO	Keith Beijer	(303) 689-7865	Saint Louis, MO	Don Fitzgerald	(314) 205-9094
Detroit, MI *	Jason Bennicoff	(248) 586-0936	San Antonio, TX *	David Schoen	(210) 656-3184
East Lansing, MI *	Ronald Stanton	(517) 695-2157	San Diego, CA	Catrina Conway	(619) 505-0513
Erie, PA *	Clifford Graves	(814) 452-0195	Savannah, GA *	Romona Saussy	(912) 236-3115
Ft. Myers, FL	Michael Creel	(914) 278-4249	Shepherdstown, WV	Sandy Dubay	(304) 876-1508
Greenville, SC *	Melissa McNeill	(864) 277-2061	Silicon Valley, CA *	Steve Geiger	(408) 927-0790
Hawaii	Harold Kamei	(808) 961-5157	Sioux Falls, SD *	David & Jennifer Edwards	(605) 361-0881
Houston, TX	James Webb	(713) 334-5690	South Florida	Dan Biesiadecki	(954) 429-9343
Indianapolis, IN	Joe Sandifer	(317) 356-3653	Tallahassee, FL	Eileen Jones	(850) 574-0377
Kansas City, MO	Tiffany Smith	(913) 851-0063	Tampa Bay, FL	Heather Richards	(813) 985-7471
Lafayette, LA	Jason Guilbeau	(318) 232-9184	Tucson/Old Pueblo, AZ	Naomi M. Martinez	(520) 579-5829
Las Cruces, NM *	Vance Houston	(505) 527-4815	Twin Cities, MN	Shawn Reitsma	(612) 487-7549
Lincoln/Greater Nebraska	Deanne Dinslage	(402) 493-0747	Upper Ohio Valley, WV *	Amy Balog	(304) 336-7399
London, England *	Ashok Arora	44-181-746-1298	Victoria, TX *	Lea Murphy	(512) 573-2766
Long Beach, CA	Andrew Wilson	(310) 676-1547	Washington D.C. *	Dan Friedman	(301) 692-6164
Los Angeles, CA	Kimberly Perrin	(310) 390-1217	West Hollywood, CA	Adrian Avalos	(213) 462-4814
Louisville, KY	Beverly Santamouris	(502) 893-6663	West Palm Beach, FL *	Rocco Ranaudo	(516) 547-9248
Lower Michigan *	Vince Marra	(616) 345-8620			
Mankato, MN	David Miller	(800) 548-5502			
Memphis, TN	LuAnne Hartman	(901) 937-3195			

* Expansion Location

Revised 10/16/98

Alumni NOTES

tor with PSW Technologies, Inc. in Austin, Texas.

Janet Mary Maleski, *San Diego State*, is a manufacturing engineer with Applied Materials in Santa Clara, California.

Eileen S. Kong, *San Francisco State*, is a project administrator with Spleker Properties, Inc. in Redwood City, California.

Adrian N. Wise, *San Francisco State*, is an account manager, Small Business & Consumer Foreign Exchange at Wells Fargo Bank in San Francisco. If you need to make payments overseas or have receivables from overseas customers or want to get the best exchange rate possible contact him at <wisea@wellsfargo.com>

Robert Mondavi, *Santa Clara*, is proud to announce that Robert Mondavi Corp. has agreed to create a California wine country complex for a new Disney theme park in development in Anaheim.

Robert Mondavi makes wines under labels such as Robert Mondavi Napa Valley, Vichon and Byron. The wine-country project will be part of Disney's California Adventure theme park, scheduled to open in 2001 next to the original Disney Park.

Rosetta J. Stewart, *Savannah State*, is a contract specialist with the U.S. Corps of Engineers in Savannah.

Robert J. Hall, *South Dakota*, is an investment executive with Piper Jaffray in Rapid City.

Pamela G. Nathan, *Southern Mississippi*, is an attorney with McLeod Verlander in Monroe, Louisiana.

Golden Council member **Richard Steinkrauss**, *Suffolk*, is an accounting manager with Student Advantage in Boston.

Melissa J. Ackerly, *SUNY-Albany*, is a marketing representative with Computer Associates International, Inc. in Huntington, New York.

Larry Lunsford, *Truman State*, is vice president of finance at Bernstein-Rein Advertising in Kansas City, Missouri. He just finished a term as president of the Kansas City Plaza Rotary Club, and is currently serving on the Truman State University Foundation Board of Directors. His wife Brother **Jill Griffin Lunsford**, *Central Missouri State*, is accounts payable manager with Gill Studios in Lenexa. They live in Overland Park, Kansas, with their son, Trent Griffin and daughter, Cara Glenn.

Golden Council Member **Susan Plassmeyer**, *Truman State*, is general manager, Real Estate, with the Chicago Transit Authority.

Jill Salmon, *Truman State*, is a technology coordinator with the Knox County R-1 School District in Edina, Missouri.

Dawn M. Williams, *Truman State*, is an employee systems coordinator with Enterprise Rent-A-Car in Clayton, Missouri.

Robert M. Musselman, *Virginia*, is owner of Robert M. Musselman & Associates. He received the 1997 Outstanding Member Award from the Virginia Society of Certified Public Accountants.

Robert W. Gentry, *Virginia Commonwealth*, is a quality assurance engineer with Coggins Systems, Inc. in Norcross, Georgia. Coggins Systems is an industry leader in the development of fuels management products and tankfarm monitoring solutions.

Dr. Ken Halsey, *Wayne State-Nebraska*, has been named interim president of Wayne State College. Brother Halsey has been a professor at Wayne State since 1987. He brings 18 years of administrative accountability, including 11 years as chief academic officer at Black Hills College in Spearfish, South Dakota, where he also served as acting president in 1977 and 1985. He was named the Nebraska State College System's Teaching Excellence Award recipient in 1995, and has won eight WSC teaching awards. He has also received national awards for his work as a student advisor and was named by the Professional Fraternity Association for the 1996 Faculty Award of Excellence. ▲

New Regional Directors Elected

Kelli A. Smith has been elected to fill the vacancy of the Southwestern Regional Director. She was initiated into the Beta Iota Chapter at Baylor on November 15, 1992. Kelli served the Chapter as Fundraising Chairman, Social Chairman and was on the Pledge Committee. She graduated in May 1994, and is employed as an Environmental Scientist by the US Environmental Protection Agency in Dallas, Texas. Brother Smith served the Fraternity as District Director for Delta Epsilon at North Texas 1994-96. She is a member of the Dallas Area Alumni Chapter and served as president from 1996-98.

Terrell F. Ford was elected to fill the vacancy of the Gulf Lakes Regional Director. He became a member of Zeta Sigma Chapter at Southeast Louisiana in 1971 and served the Chapter as President, Chancellor, CEI Chairman, Historian. As an alumnus he has been a member of both Crescent City and Milwaukee Alumni Chapters and has held the office of president for both chapters.

Brother Ford served the Fraternity as the Gulf South Regional Director 1987-89. He has served as District Director for Beta Zeta-Louisiana State Delta-Marquette, Crescent City Alumni Chapter and Milwaukee Alumni Chapter.

Foundation Staff Change



Heather A. Bailey

Heather A. Bailey has left the position of Leadership Foundation Executive Vice President to pursue other personal and career interests. Brother Bailey joined the Foundation staff in early 1995 and has been a great boon to moving Delta Sigma Pi forward in fundraising, development, corporate sponsors, alumni relations and service programs. Heather's talent and dedication have been obvious to all

who have been associated with her. The Foundation and Fraternity will sorely miss her in the staff role.

Prior to her staff service, Brother Bailey served the Fraternity as District Director, and South Atlantic Regional Director 1987-89. After a working hiatus, during which she served as President of the South Florida Alumni Chapter, she was elected to a new term as Regional Director in 1993 and served in that capacity until her relocation to the Central Office.

Professionally, prior to staff service, Heather was associated with Fidelity Federal Savings Bank in West Palm Beach, Florida as Public Relations Coordinator.

Thank you, Heather!

BROTHER CAN YOU DIG?!

Delta Sigma Pi is developing "Interest Groups" for our members in order to provide networking and fellowship opportunities among like-minded Brothers. The DSP Cigar Club is one example; others could be cruise travel, Husker football, model building, net surfing, whatever you like!

If interested in starting or joining a Deltasig Interest Group (Can you DIG it?!) contact Kristen Marks at registration@dspnet.org or 513-523-1907 ext. 229. The basic "DIG" guidelines are also on the www.dspnet.org site. Just click on the "Chapter Map" button.

Bits AND PIECES

Mergers

Emily Neufeld, Baker, on July 31, 1998, to Alan Grant.
Christopher Marcus, to **Rebecca Heiss**, both **July**, on June 14, 1998.
Steve Kleiser, *California State-Chico*, on December 19, 1997, to Pamela Pool, in San Antonio, Texas.
Leslie Larson, *California State-Long Beach*, on April 19, 1998, to Joseph **Dechea** in Rancho Palos Verdes, California.
Yvette Stewart, *California State-Long Beach*, on July 2, 1998, to Jeffrey **Wiggins** in Rolling Hills, California.
Marcus J. Amaro to **Debra E. Hurtado**, both *California State-San Francisco*, on June 20, 1998, in San Francisco. The couple honeymooned in Jamaica and live in San Francisco, California.
Don Miller to **Irena Kocicek**, both *George Mason, Virginia*, May 16, 1998, in Fairfax, Virginia. The couple lives in Fairfax, Virginia.
John D. Fitzgerald, *Indiana-Indianapolis*, on June 19, 1998, to Lisa Talarico. The couple lives in Arlington Heights, Illinois.
Peter H. Diebel, *Iowa*, June 27, 1998, to Tami L. **Wright** in Iowa City.
Craig Mason to **Sommer Nutcliffe**, both *Louisiana State-Shreveport*, on March 14, 1998 in Shreveport, Louisiana. The couple now live and work in Houston, Texas.
Darlene Gibson, *Virginia*, on April 11, 1998, to Robert Clavin in Richmond, Virginia.
John Still to **Janis A. Still**, both *Missouri-Kansas State*, on June 27, 1998, in Kansas City, Missouri.
Todd Driscoll to **Rachel Driscoll**, both *North Texas*, on May 16, 1998, in Denton, Texas.

Michael Vitale, *Rider*, on July 3, 1998, to Inge **Kotschwar** at Hillsbrough, New Jersey. They are living in the Chicago area.

Brian D. Gardner to **Carrie L. Templeton**, both *West Liberty State*, on June 27, 1998, in Elmira, New York.

Matthew R. Smith, *West Liberty State*, to **Jamie L. Hinerman**, on June 27, 1998, in Bethel Park, Pennsylvania.

Dividends

To Brother **Donna Maynard Cooper**, *Baylor*, and husband Rod, on July 11, 1998, a son Austin Louis and a daughter, Audrey Diane. The twins are joyfully welcomed by older siblings Alissa and Travis.

To Brothers **Matthew Jaffke**, *California State-Fullerton* and wife **Amy**, *Arizona*, on June 12, 1998, a son, Stephen Matthew.

To Brothers **John and Angela Callahan**, both *Central Missouri State*, on April 15, 1998, a son, Ryan Michael.

To Brothers **Paul and Lisa Strack**, both *Christian Brothers*, on December 9, 1997, a daughter, Amanda Michele. She joins brothers five-year-old Michael, and two-year-old Matthew.

To Brother **Lisa Terranova Allen**, *Connecticut*, and husband Clayton, on May 27, 1998, a son, Myles Clayton.

To Brother **Jamie Saccullo**, *Florida Atlantic*, and wife Lenore, on June 30, 1998, a daughter, Olivia Angelique. She joins two-year-old sister, Julie Patrice.

To Brother **Lisa Tilley Svendsen**, *George Mason*, and husband Don, on May 28, 1998, a son, Eric William.

To Brother **Lea V. Murphy**, *Houston-Victoria*,

and husband Bill, on May 24, 1997, a son, Evan James.

To Brother **Paula Iahn Dillion**, *Indiana State*, and husband Brian, on March 26, 1998, a son, Benjamin Brian. He joins four-year-old brother Nathan.

To Brother **Jon Hager**, *James Madison*, and wife Sherry, on July 19, 1998, a daughter, Emily Rachel.

Brother **Gary A. Morrison**, *Lamar*, and wife Teresa, are pleased to announce the adoption of their daughter, Zoe Noel, born October 5, 1996 in Moscow, Russia, and welcomed home November 22, 1998.

To Brother **Ashley Reine Gautreaux**, *Louisiana State-Baton Rouge*, and husband Gabe, on May 29, 1998, a daughter, Mary Taylor.

To Brothers **Jose "Tony" Santana** and wife **Renee Butrick**, both *Loyola-Marymount*, on June 25, 1998, another daughter, Elena Isabell. She joins sister Marissa.

To Brother **Laurie Hubbell Wood**, *Nicholls State*, and husband Michael, on June 7, a daughter, Cecilia Ruth.

To Brother **Karen Stephenson Reiff**, *South Florida*, and husband Brad, on April 10, 1998, a son, Bradley II.

To Brother **Michael Freiman**, *Temple*, and wife Jill, on May 23, 1998, a daughter, Shira Rebecca.

To Brothers **Larry Lunsford**, *Truman State*, and wife **Jill**, *Central Missouri State*, on June 3, 1997, a daughter, Cara Glenn. She joins brother Trent Griffin.

To Brother **Sherri Paseka**, *Wayne State-Nebraska*, on March 13, 1998, a daughter, Kaitlyn Nicole.

To Brothers **David Garin** and wife **Jana**, both *Western State*, on June 24, 1998, a son, Brandon William.

Memoriam

(Please Note: The Fraternity, its officers, 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.)

Arizona State

George P. Yama 1/98

Auburn

Neil G. Wilcoxson 11/97

California-Berkeley

Donald T. Handy

Frederic R. Keck

Cal State-Sacramento

Daryl J. Evans

Thomas J. Gisler

Harley L. Harris, Jr.

Richard E. Hill 5/97

Wade N. Myers

Cecil C. Pratt

Oscar T. Sugimoto 4/94

Cincinnati

John R. Mosbacher

Colorado-Boulder

Malcolm Gilcharist, Jr. 5/98

Florida State

Thomas B. Ingles 7/87

Georgia State

William W. Murphy 7/98

Iowa

Granville B. Jacobs

Kansas

Joseph B. Bloomer

Thomas M. Sweeney 8-98

Kent State

Cyrus Stanley Corey 2/98

Maryland

Bruce F. MacRae 2/98

Miami

Vergil A. Shipley 6/98

Minnesota

Phillip T. Meyers

New Mexico

Wilfred R. McBurnett, Jr.

Rutgers

Robert E. Moore

Hugo Edward Tym 7/97

St. Louis

Jerome J. Marchetti

Washington

Edward Alois Blank

George August Brechnitz

William Richard Byron

Robert H. Denckhoff

Oliver Kenneth Eberhardt

Ralph Carr Fletcher

Herman Shields Hauhart

Ferdinand K. Hemker

Herbert S. Kampmeiner

John Russell Lasley

Theodore William Riedel

George Cline Smith

Weber Thomas, Jr.

Arthur George Wiedmann

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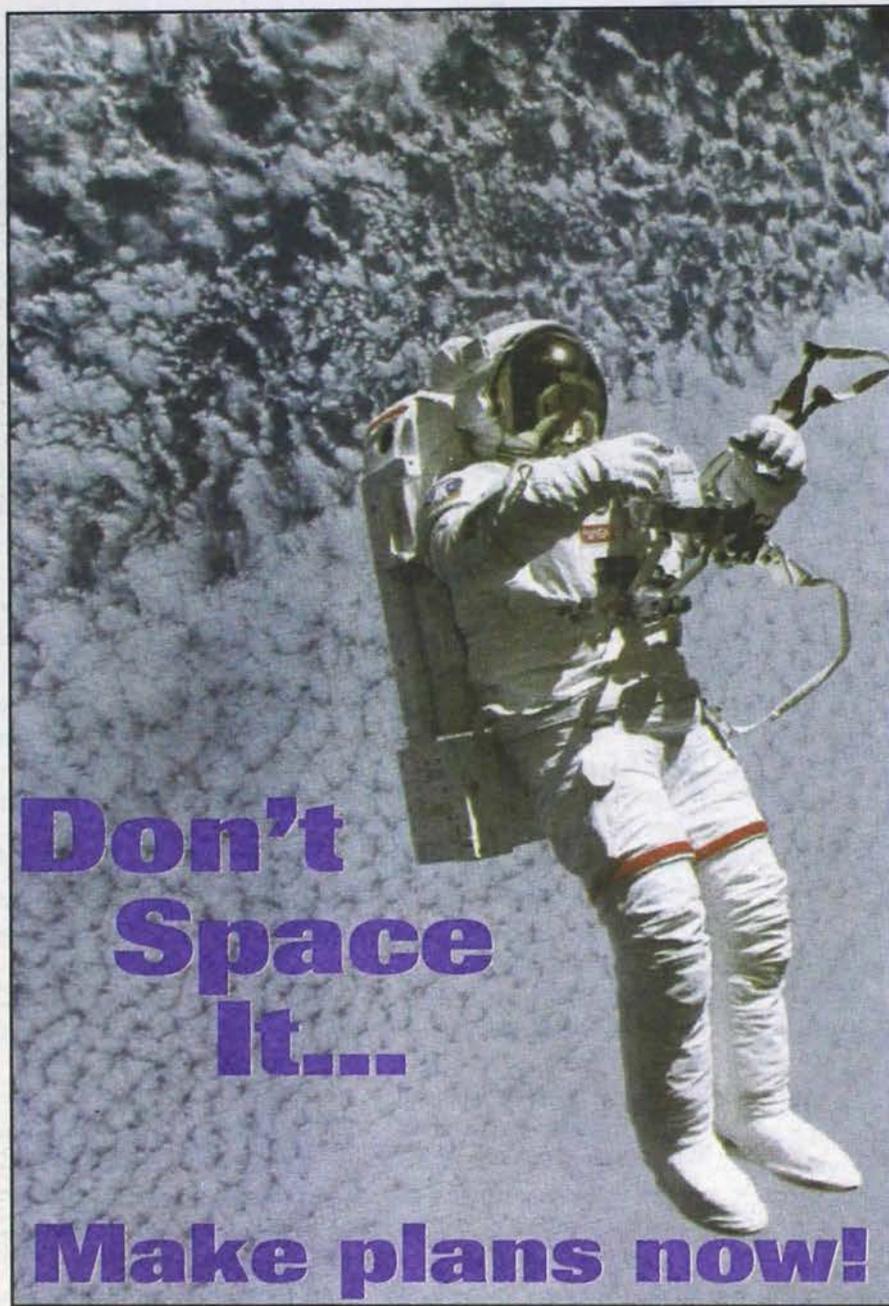
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**42nd Grand Chapter Congress
August 18-22, 1999
J.W. Marriott - Houston, Texas**



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