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Big man in Barbados:

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dedicating all our efforts to the execution of the most perfect service possible, in every respect, including the entire broad field the auditor must consider. Through this policy our clients increased, we attained a reputation and prestige among important business firms and continued preparing our auditors to be highly competent in their profession.

Then we began our second phase little by little. This was to move closer to American standards, applying an auditing service less extensive, but deeper and more analytical. This evolution has been slow and has entailed sacrifices, because it demands major alterations in the entire internal organization, which became difficult due to the simultaneous existence of two different processes. However, we believe that we are quite near our objectives. Our clients are beginning to understand that what we now offer them is the true auditing service and, what is more important, the service that best attends to their own interests. We cannot, at the moment, reduce the horizontal extension of our auditing service down to the point which we consider desirable. The clients and the environment in general are still very poorly educated in this respect, so we must continue to make some concessions to them in the volume of work they expect. However we can state that in the course of the ensuing years, our firm will be striving to work within the international standards.

As to the results, we find that they have been very good for our clients and for us as well.

Partners of TROBAS, São Paulo discuss problems with Robert Fulton, manager of our South American Central Office. From left, Helmuth Probst, Roberto Dreyfuss, Mr. Fulton, Jorge Fischer, Júnior.



*Sir Archibald Cuke, left,
and Detroit's Donald Jen-
nings at Partners' Meeting.*



Big man in Barbados

WHEN, AFTER 100 YEARS OF TALKING ABOUT IT, Barbados was able to build its new deep-water harbor, the people of the island expressed their appreciation to Sir Archibald Cuke, partner in TROBAS-Barbados. "Meet the backroom genius — his report got us a harbor" ran banner headlines in the *Barbados Advocate*. Most of one page was devoted to a biography of Sir Archibald and an account of his work on the harbor. "It was he who prepared the incisive report on Barbados' economic prospects, an argument for the deep-water harbor, for presentation to the British Government," the article states. "And it was this paper that in 1956 so impressed the British Government that Barbados was given the green light to go ahead on the multi-million dollar project."

The lead editorial in the *Sunday Advocate* states in part, "Fortunately for Barbados, at the time when negotiations were proceeding for the raising of the money to finance the construction of the deep-water harbor, the services of Sir Archibald Cuke were available. For no one will dispute that Sir Archibald Cuke has earned for himself a unique position as the most knowledgeable man on financial matters connected with this island.

"Fortunately for Barbados, Sir Archibald had already gained the respect and in many cases the friendship of those with whom he had to negotiate for the deep-water harbor and was able to convince them from the abundance of his knowledge that Barbados was able to support so large a project. When the vision and foresight of those who planned the construction of the deep-water harbor are recorded in the history books of the future, the name of Hampden Archibald Cuke cannot be omitted."