

1961

# Introducing Boston

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## Recommended Citation

Quarterly, Vol. 07, no. 3 (1961, September), p. 25-29

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*Receptionist Susan V. Fraser is on hand to welcome visitors.*

## ***Introducing***

# **BOSTON**

From time to time readers have requested articles describing some of our United States offices. This is the first in a series which will include Chicago, St. Louis, Seattle and others.



## **Introducing Boston**

*Marjorie J. Johnson, who wrote this article, takes dictation from partner Hugh Dysart in photo at left. On facing page, tax supervisor Donald C. Wiese and manager Robert S. Hall (behind desk) discuss a technical matter with a visiting tax agent.*

STAIID OLD BOSTON HAS OPENED ITS DOORS and accepted TRB&S. It has not been easy to convince the wary, stringent Yankee of our merits—but we have finally made the grade.

Because of the diligent efforts of Frank Hawley and Hugh Dysart, Jr. over the years, the Boston Office has acquired the respect of bankers and investment brokers throughout the area and has been successful in bringing the firm's fine reputation to the attention of Boston business. As a result, the initial staff has increased five fold and there appears to be no end to this growth. Since January of this year alone, the office has obtained eight new clients with an aggregate sales volume in excess of \$100,000,000.

The office was opened on August 1, 1948 at 80 Federal Street by Frank W. Hawley, now retired. Mr. Hawley was with Allan R. Smart & Co. at the time of the merger in 1947. From 1948 through 1953, the work consisted primarily of audits of branches and divisions of clients of other TRB&S offices.

On September 1, 1953 we merged with the firm of Hugh Dysart & Co. A brief history of this firm would begin with Hugh Dysart, Sr. who, on graduating in 1900 from the University of St. Joseph in New Brunswick, Canada, entered the employ of Andrew Stewart, CPA. This company later became the firm of Stewart, Watts and Bollang, which merged a few years ago with Arthur Young & Co.



Mr. Dysart left the company of Andrew Stewart to open his own office and in 1920 Helen G. Creeden, now the bookkeeper in the Boston Office of TRB&S, started her employment with him. Mr. Dysart operated as an individual until 1942 when he formed a partnership with John F. Manning and James Haithwaite at which time the company became the firm of Hugh Dysart & Co.

Hugh Dysart, Jr. became associated with his father in 1943 and was made a partner of that firm in 1945. The firm continued to operate with increasing business volume until its merger with Touche, Niven, Bailey & Smart in 1953.

With this merger the office moved to larger quarters at 75 Federal Street, the character of the work changed, and over half of the time was devoted to clients who were located in the Boston territory. Two of the major clients which came to the office through the merger were a wholesale druggist and a large cotton waste dealer. During the summer of 1960 the offices were again expanded and modernized to accommodate the growing staff.

The Boston Office has a strong interest in management services and all of our people have performed services in this area. In addition, the firm's Management Services Central Staff has frequently been called on to assist in these projects. Donald Keller, a former Boston audit staff member, has been assigned for training during the past year to the





*At left is Boston's audit supervisor, Stanley E. Hart, who has also played a major role in the training and development of newer staff members.*

Detroit Office management services staff and will return shortly to devote his full time to this work.

The office has a wide diversity of clients—discount houses, construction, electronics, land development, mail order houses, department stores, printers, manufacturers, open-end investment funds, etc. Among the unusual businesses of its clients are harbor pilots, cemeteries, settlement houses, a political club, churches and a go-cart track.

Hugh Dysart, Jr., partner in charge of the Boston Office, was associated with his father in the firm of Hugh Dysart & Co. before the merger. He is a graduate of Colgate University and has been a resident of the Bay State all his life. He and his wife, Virginia, and their three daughters—Jan, Patricia and Deborah—live in Needham, Massachusetts. He is a member of several clubs and serves on various committees in the Boston area.

Robert S. Hall, who was one of the original members of the Boston Office, transferred to Detroit in 1951. In 1955 he returned to Boston, where he is now manager. Mr. Hall graduated from Boston University and lives in Braintree, Massachusetts with his wife Ruth, their two sons—Robert and Jeffrey—and daughter Leslie. He, too, is active as a member of various committees in the town of Braintree. Bob is a tireless worker and his efforts have contributed materially to the success of the office.

Stanley E. Hart, the audit supervisor, is the third man of the management team. He joined the firm in 1951 and since then has assumed increasing responsibilities for major audit engagements. Stan has also played a major role in the training and development of the newer staff members and has strong client relationships.

The tax department is under the supervision of Donald C. Wiese, who transferred to Boston from the Executive Office in September 1960 and was formerly with the Seattle Office. As in all TRB&S offices, tax work is done for the majority of the clients and the work in this department, too, has increased along with the other phases of the business. With the influx of these new clients, Don is dealing with many varied problems and is also training other people to take care of the expanding activity in this department.

A large contribution has been made to the growth of the Boston Office by fine staff personnel since the opening of the office in 1948. Their cooperation, enthusiasm and ability have helped maintain good continuing client relationships. Their personal identification with clients' problems and interest in providing first-class audit services, as well as their interest in taxes and management services, have helped establish the reputation of the firm.

Behind the scenes and at the reception desk the Boston Office is assisted by Helen G. Creeden who—as stated before—was originally employed by Hugh Dysart & Co.; Marjorie J. Johnson, who has been with the office since 1957, and Susan V. Fraser, who came the first of this year. Helen is in charge of all bookkeeping and accounting in the office. Marge is secretary to Mr. Dysart and is also responsible for all report typing and other internal office functions. Susan, who is the receptionist, handles the busy telephone and performs many other duties.

In general our Boston people have justifiable pride in their rapid growth and in their conviction that they will continue on in their prestigious success.

*Hugh Dysart and Helen Creeden, who started with his father's firm in 1920.*

