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Speaking Engagements

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
<i>Atlanta</i>			
DRYDEN, E. R.	May 11-18	Seminar on the Public Accounting Profession	First National Bank of Atlanta
MACBETH, E. A. DUFF	April 22	Budgeting	Students of Emory University and Georgia State College — Atlanta Chapter of the Budget Executives Institute
	May 11-18	Seminar on the Public Accounting Profession	First National Bank of Atlanta
MINNEAR, ROBERT E.	May 11-18	Seminar on the Public Accounting Profession	First National Bank of Atlanta
<i>Boston</i>			
KELLER, DONALD M.	May 26	Conducting a Management Service Practice	Amos Tuck School of Business Administration, Dartmouth College
LYNCH, JAMES M.	April 22	Internal Budgetary Controls	1964 Massachusetts Merchandising Seminar, University of Massachusetts
WIESE, DONALD C.	Mar. 17	The Revenue Act of 1964	Hyde Park Kiwanis Club
<i>Chicago</i>			
BELL, JOHN N.	April 15	Profitability Accounting	Chicago Association of Commerce and Industry
	April 16	Inventory Control	Chicago Chapter, Budget Executives Institute
	May 12	Indirect Costs	Budget Executives Institute
BITINGER, THOMAS P.	April 21	Retail Inventory Control	Plattville, Wisconsin Chamber of Commerce
BRAGG, JAMES R.	Mar. 9-13	Fundamentals of Finance and Accounting for Non-financial Executives	Seminar sponsored by the AMA
COWEN, KAY H.	May 21	The 1964 Revenue Act	Tri-Cities Chamber of Commerce (Davenport, Moline and Rock Island)
DAVIDSON, H. JUSTIN	Mar. 16-20	Profitability Accounting and Control	Seminar sponsored by the AMA
	April 15	Profitability Accounting	Chicago Association of Commerce and Industry
	April 29	Tax Implications of Installment Accounting for Accounts Receivable Balances	Seminar sponsored by the Colorado National Bank in Denver
	July 2-30	The Uses of Mathematical Programming in Management Accountancy	Seminar sponsored by University of Illinois
	Aug. 6-7	Statistical Sampling	NABAC School for Bank Audits and Control, University of Wisconsin

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
EBERT, CARROLL E.	Mar. 25	Practical Inventory Management — Problems and Solutions	Illinois Society of CPA's
	April 16	Flexible Budgeting	Chicago Chapter, Budget Executives Institute
FREWERT, WILLIAM H.	May 21	The 1964 Revenue Act	Tri-Cities Chamber of Commerce (Davenport, Moline and Rock Island)
GALLAGHER, RICHARD H.	April 9	A Career in the Public Accounting Profession	Mt. Prospect, Illinois High School
HOWARD, ALLEN C.	June	Professional Ethics	Illinois Society of CPA's
OSTDIEK, GLEN R.	April 15	Profitability Accounting	Chicago Association of Commerce and Industry
PETLAN, ANTON	April 15	Profitability Accounting	Chicago Association of Commerce and Industry
	May 20	Inventory Control	Independent Business Executives Association
REVERS, RAYMOND J.	April 30	Careers in Accounting	Loyola University
<i>Dayton</i>			
SCHUBERT, FRAN J.	Mar. 12	The Tax Problems Affecting the Farmer	Television program
<i>Denver</i>			
GRIFFIN, C. H.	Mar. 19	Opportunities for a Career in Public Accounting	Beta Alpha Psi, University of Colorado
MARCUS, EARL	Mar. 2	Affiliated Groups under 1964 Revenue Act	Colorado Society of CPA's
<i>Detroit</i>			
BODMAN, HENRY E., II	Mar. 9-13	Accounting and Finance for Non-financial Executives	AMA Seminar in Chicago
FARNSWORTH, NILE W.	June 3	Federal Income Taxation of Banking	School of Banking of the South, Louisiana State University
GAY, WILLIAM L.	Mar. 13	Validation of Collections	14th Annual Municipal Finance Officers Training Institute of University of Michigan
	April 2	Family Financial Planning	Highland Park Kiwanis Club
GILLESPIE, GWAIN H.	Mar. 9-13	Accounting and Finance for Non-financial Executives	AMA Seminar in Chicago
	April 22	Foreign Accounting Problems — from the Company's Standpoint	17th Annual Accounting Conference, Texas A&M University
JENNINGS, DONALD W.	Mar. 4	Profitability Accounting	Harvard Business School
	Mar. 16-20	Profitability Accounting	AMA Seminar in Chicago
	April 9	Selling for Profit	American Marketings Association, New Products Marketing Conference
	May 18-22	Profitability Accounting	St. Louis University Seminar
	June 8-12	Accounting and Finance for Non-financial Executives	University of Wisconsin Seminar
	June 22-26	Profitability Accounting	University of Wisconsin Seminar
KEYDEL, JOHN F.	Mar. 2-5	Accounting and Finance for Non-financial Executives	St. Louis University Seminar
	Mar. 4	Profitability Accounting	Harvard Business School
SCHATZ, HARVEY E.	April 14	Industrial Engineering and Management Consulting	Engineering Society of Detroit
WISHART, ROBERT D.	April 27	Advantages of Pursuing Public Accounting as a Career	Accounting classes at Michigan State University
WOOD, DONALD R.	April 22	On Line Processing of Savings and Loan Accounts	Savings & Loan Controllers Association, Minneapolis

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<i>Executive Office</i>			
BEVIS, DONALD J.	May 21	Accounting on the International Scene	The Accounting Club of Michigan Technological University
	June 17	Substandard Reporting	The Michigan Graduate Study Conference
BEYER, ROBERT	April 9	Impending Changes in the Public Accounting Profession	Beta Alpha Psi — University of Wisconsin
	April 13	Profitability Accounting and Control	AMA Seminar in New York
	May 8	Management Reporting	Pacific Northwest Conference, Systems and Procedures Association
	May 14	Management Control through Profitability Accounting	Chicago Systems Conference — Systems and Procedures Association
	May 21	Profitability Accounting, The Opportunities of The Challenges	Credit and Financial Management Business Progress Show in Los Angeles
	June 12	Business Failures: A Lack of Profit Planning	American Apparel Manufacturing Association in Atlanta
	Sept. 1	Business Failures: A Lack of Profit Planning	American Accounting Association Annual Meeting
	Sept. 29	Profitability Accounting	The NABAC Convention in New York
	Jan. 29	Profitability Accounting	Mid-Florida Chapter of NAA
BUCHAN, JOSEPH F.	April 13	Budgetary Control Costs	AMA Seminar in New York
	April 14	Integrating Overhead Budgets and Product Costs	AMA Seminar in New York
	April 16	Profit Planning, and Pricing for Profit	AMA Seminar in New York
PORTER, W. THOMAS	May 7	The Problems of Auditing Electronic Systems	Auditing Class at the Rutgers Graduate School of Business
	May 14	Conceptual Frame Work for Auditing Electronic Systems	The Accounting Faculty Workshop at the Graduate School of Business in Chicago
POWER, WILLIAM FLEISHER, DAVE MILLER, JOSEPH	May 27	Designing Advanced Business Systems	NRMA Controllers' Congress panel session
SPRAGUE, RICHARD	April 2	On Line — Real Time Systems	Graduate Seminar — Faculty of the Industrial Engineering Department, University of Pittsburgh
	May 21-22	On Line — Real Time Systems	AMA
	May 26-27	A New Accounting Department — Your Bank	NRMA Controllers' Congress
	June 15-19	Research Seminar	AMA in Los Angeles
WERNTZ, WILLIAM W.	April 18	Opinion Bulletin No. 3 — Statement of Sources and Application of Funds	AAA — Northeast Regional Meeting, New York University
WESTOVER, WILLARD	May 26	A New Accounting Department — Your Bank	Panel member — NRMA Controllers' Congress
<i>Grand Rapids</i>			
LAMKIN, RICHARD W.	May 22	Profitability Accounting	Eastern Regional Conference, American Society of Women Accountants
<i>Houston</i>			
BREWER, HERBERT J.	June 1-6	Appraisal of Yardsticks and Their Application	Seminar — Inter-nation Conference of the Institute of Internal Auditors
<i>Kansas City</i>			
BROWN, KENNETH L.	May 13	New Reserve Regulations for Savings and Loan Associations	Missouri Savings & Loan League
HOFFMAN, LOREN G.	Mar. 17	The 1964 Tax Bill	Estate Planning Council of Kansas City
	May 2	1964 Revenue Act	Insurance Agents of National Life of Vermont
MCGILL, MAURICE M.	Mar. 4	Accounting and Financial Controls	Omaha — Lincoln Society of Financial Analysts
	April 27	Profitability Accounting for Planning and Control	The Accounting Society of the School of Business, University of Kansas

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
<i>Milwaukee</i>			
DE TROYE, WILLIAM KUYERS, MILTON H.	April 16	Auditor's Approach to EDP	Data Processing Managers' Association and N.A.A. groups in Racine-Kenosha
MAYHEW, WAYNE	April 16	Reporting Sales for Management	Eastern Food Processors Sales Conference, New York City
TRAWICKI, DONALD J.	Mar. 5	Return on Investment	Finance and Accounting for Non-financial Executives — Seminar at St. Louis University
WETTERHALL, ROY C.	June 24	Internal Revenue Code Changes — Panel Discussion	Central States Accounting Conference of CPA's
<i>New York</i>			
BROWN, VICTOR H.	April 10	Applying Profit Goals to Corporate Expansion Projects	A Seminar for financial executives of Manufacturing Corporations sponsored by Irving Trust Company
	April 13	Structuring the Accounts for Maximum Information and Control	AMA Seminar in New York
	April 14	Profit Control and Product Line Accounting	AMA Seminar in New York
	April 16	Return on Investment	AMA Seminar in New York
HEFTER, IRA	April 30	Experiences of a Junior Accountant	New York University Accounting Club
JOHNSON, WILLIAM	April 29	Evaluating and Selecting Real Time Equipment	AMA Briefing Session on Administration of Banking Operations
MULVIHILL, DENNIS	May 21-22	On Line — Real Time Systems	AMA Management Information Systems Roundtable
PAUL, HERB	April 28	What Constitutes Doing Business in New York State for Franchise Tax Purposes	The New York Society of CPA's
WEINER, HERBERT	April 29	Tax Implications of Installment Accounting for Accounts Receivable Balances	Seminar sponsored by the Colorado National Bank in Denver
WEINSTEIN, EDWARD	May 26	Reports to Interested Parties in Bankruptcy Procedures	Bankruptcy and Insolvency Committee of New York State Society of CPA's
<i>Philadelphia</i>			
MARKHUS, ROGER	Sept. 30	Individual Tax Problems Created by Recent Developments	University of Pennsylvania Tax Conference
SCULLY, LAWRENCE J.	April 23	Control of Dietary Costs	Philadelphia Chapter — American Association of Hospital Accountants
<i>Phoenix</i>			
WOOD, R. DIXON	Mar. 23	Death of a Partner	Arizona Estate Planning Study Group
	May 4	Business Use of Life Insurance	Central Arizona Estate Planning Council
<i>Pittsburgh</i>			
WERBANETH, LOUIS A.	Mar. 12	Why An Accountant?	Beta Alpha Psi Initiation Banquet, West Virginia University
	Mar. 25	The Revenue Act of 1964	Kingsport, Tennessee Rotary Club
	April 23	The Revenue Act of 1964	Civitan Club, Kingsport, Tennessee
	May 6	Profitability Accounting	Pennsylvania State University Accounting Club
	June 2	The Revenue Act of 1964	Credit Association of Western Pennsylvania
	June 9	The CPA and His World of Tomorrow	Pittsburgh Chapter, Pennsylvania Institute of CPA's
WILLIAMS, JOHN C.	May 13	Retail Accounting for Accounts Receivable	American Society of Women Accountants

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<i>Portland</i>			
HANSON, C. WADE	Mar. 25	Review of the 1964 Revenue Act	Portland Retail Trade Bureau
	April 30	Impact of Tax Measures on the Oregon May 15th Ballot	Portland Retail Controllers Group
<i>Rochester</i>			
BROWN, GAIL N.	May 13	Cooperative Accounting and Tax Problems	Northeast Chapter, National Society of Accountants for Cooperatives
	May 20	Financing the Small Business	American Institute of CPA's Seminar
<i>St. Louis</i>			
HORNSBY, RICHARD L.	Mar. 3-5	Budgeting Management Reports	St. Louis University Seminar Accounting and Finance for Non-financial Executives
	April 9	Management Accounting	National Electrical Contractors Assn. Seminar
FLEISHER, DAVID L. HORNSBY, RICHARD L.	April 18	Contractor Advisory Service	National Electrical Contractors Assn. Seminar
<i>San Diego</i>			
MEITNER, GEORGE F.	Mar. 24	Federal Taxation of State and Municipal Bonds	San Diego Chamber of Commerce Governmental Affairs
<i>San Francisco</i>			
HARVEY, JAMES	April 20	Increasing the Effectiveness of Financial Reports to Management	American Management Association
SCHADLICH, LEROY	June 10	The Individual Taxpayer under the Revenue Act of 1964	Mountain States Accounting Conference
WANTHAL, ALVIN	April 8	Profit Planning and Profit Reporting	Stanford University MBA Candidates
	April 17	Structuring Costs for Operations Research	Sixth Annual ORSA-TIMS Joint Western Plywood Meeting
<i>San Jose</i>			
SHUMA, RICHARD G.	Mar. 26	Internal Control	San Jose Chapter of NAA
SPORER, MAX F.	Mar. 19	Profiles of the Profession: 1975	Beta Alpha Psi, University of California, Berkeley, California
	April 3	Concept and Building Blocks of Profitability Accounting	Stanford University MBA Candidates
	April 6	Cost Standards and Budgets for Control and Product Costing	Stanford University MBA Candidates
<i>Seattle</i>			
ALKIRE, DURWOOD L.	Mar. 20	Valuations	University of Washington Law School, Estate Planning Class
BENJAMIN, ROBERT M.	Mar. 9	Electronic Data Processing and The Auditor	University of Washington, Advanced Auditing Class
GORANS, GERALD E.	April 22	How to Capitalize on Your Accounting Education	University of Washington, Accounting Club
PINKERTON, GUY C.	Mar. 2	The New Federal Savings and Loan Insurance Corporation Reserve Regulations	Washington State Savings and Loan Controllers Association
<i>Washington</i>			
BRASFIELD, KARNEY A.	Mar. 16	Role of Audit in Supplying Contracting Needs	Seminar presented by the Washington Chapter, The Institute of Internal Auditors

Articles and Books

<i>AUTHOR</i>	<i>EDITION</i>	<i>TITLE</i>	<i>PUBLICATION</i>
Chicago			
TRUEBLOOD, ROBERT M.	1964 edition	Auditing, Management Games, and Accounting Education	Book: co-authored with Neil C. Churchill and Merton H. Miller
Cleveland			
BONI, GREGORY	April	Profitability Accounting Explained	The Clevelander
	June	Internal Control — What Is It?	AMA Management Bulletin
Detroit			
SCHAIK, JOHN	June	How to Conduct an Executive Search	Credit and Financial Magazine
VANDERBROEK, DAVID	Feb.	Reporting Revolving Credit Plan Sales on the Investment Method for Federal Income Tax Purposes	Stores Magazine
Executive Office			
BEYER, ROBERT	June	Profitability Accounting: Challenge and Opportunity	Journal of Accountancy
DIAMOND, WALTER H.	Mar. 28	Investing in the Netherlands	Benelux Issue — American Banker
	April 1	Tax Advantages of Incorporating in Liberia	Prentice-Hall — Tax Ideas
	April 15	Tax Advantages of Incorporating in Panama	Prentice-Hall — Tax Ideas
	April 15	Foreign Credit Insurance	Werbel's General Insurance Guide
New York			
BRISLEY, CHESTER	June	COMP	Factory Magazine
PAUL, HERB	1964 edition	What to Do When The Revenue Agent Appears To Make An Audit	Article in book published by Mathew Bender and Company Inc.
WEINSTEIN, EDWARD	April	Examining A Company In Bankruptcy	Credit and Financial Management Magazine
San Francisco			
GERVER, ELI	April	Living With The Guidelines	The Tax Executive
Seattle			
PEYTON, PATRICK J.	Mar. 27	1964 Revenue Act — Provisions of Prime Interest to Insurance	Insuranceweek