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Speaking Engagements



<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
<i>Atlanta</i>			
SPAULDING, HARRY L.	Apr. 15	Experiences in Business System Design	Association for Computing Machinery, Washington, D. C.
VEST, GEORGE B.	Feb. 26	What Constitutes Doing Business in a Foreign State, for Tax Purposes	Georgia Society of CPAs, Atlanta Chapter
	Apr. 28	Customer Credit Costs in Department Stores	Florida Retail Controllers' Association, Daytona Beach, Florida
<i>Boston</i>			
GERRISH, SCOTT	May 12	Cost Accounting for Concrete Block Manufacturers	New England Masonry Institute
KELLER, DONALD M.	Mar. 9	Management Reporting	Budget Executives Institute
LYNCH, JAMES M.	Apr. 27	Merchandise and Operating Results of Self-Service Discount Stores—1963	University of Massachusetts Mass Merchandising Seminar
	May 23-27	Application of Work Measurement and Flexible Budgeting Techniques	Annual Convention of National Retail Merchants' Association Controllers' Congress—Houston
WIESE, DONALD C.	Apr. 5	The Practicalities of Pension and Profit Sharing Plans for Small Businesses	Needham Chamber of Commerce
<i>Chicago</i>			
DAVIDSON, H. JUSTIN	Apr. 8-12	Fundamentals of Finance and Accounting for Non-financial Executives	American Management Association—Seminar
PETLAN, ANTON S.	Apr. 27	Effective Budgets for Smaller Companies	Chicago Association of Commerce and Industry, Training and Communications Division for Small and Medium Sized Company Executives—Seminar
REVERS, RAYMOND J.	Feb. 25	Qualifications of an Auditor	Loyola University—The Accounting Club
	Apr. 8-9	Generally Accepted Accounting Principles	American Management Association—Seminar
TRUEBLOOD, ROBERT M.	May 18	The Accounting Profession—What's Ahead?	Minnesota Society of CPAs, Minneapolis
	June 19	The Accounting Profession—What's Ahead?	West Virginia Society of CPAs, Greenbrier
	June 21	Long-Range Objectives Committee	Illinois Society of CPAs, Chicago—Seminar
	Aug. 9	The Organizational Problems of Advanced Business Systems	University of Chicago—Computer Seminar
	Aug. 29	Auditing, Management Games and Accounting Education	American Accounting Association—Annual Meeting, Oklahoma

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
<i>Cincinnati</i>			
BERNSTEIN, BENJAMIN	Apr. 7	Professional Ethics	Xavier University Accounting Society
	Apr. 23	Equipment Leases on the Financial Statements—Are Leases a Sign of Financial Weakness?	Annual Convention of the Kentucky Society of CPAs
<i>Cleveland</i>			
BONI, GREGORY M.	Mar. 3	Profitability Accounting	Budget Society in Cleveland
GOLDSCHMIDT, R.	Feb. 18	Return on Investment Methods and Financial Appraisal and Evaluation	American Management Association Seminar
<i>Dallas</i>			
ROBERTS, ALAN H.	Mar. 30	Changes in the 1964 Income Tax Law	Richardson Optimist Club
<i>Dayton</i>			
CHARLES, DANE W.	Mar. 5	Professional Accounting as a Career	University of Dayton Accounting Class
SACK, ROBERT J.	May 5	CPA Accounting Career	Washington Township High School
SCHUBERT, FRANCIS J.	Mar. 20	Individual Income Tax	Television
TAYLOR, CHARLES G.	Feb. 22	Home Rule Charter Government	Washington Township Jaycees
WALLACE, IRL C.	Apr. 23	Short Form Report Writing	Dayton and Cincinnati Chapters of The Ohio Society of CPAs
<i>Denver</i>			
GRIFFIN, CARLETON H.	Apr. 27	The Rendering Industry— Tax Problems and Opportunities	National Renderers' Association, Seventh Regional Area Annual Convention
PALMER, RUSSELL E.	Feb. 18	The Future of Public Accounting	Regis College
	Mar. 10	Generally Accepted Auditing Standards	University of Denver, Beta Alpha Psi
	Apr. 2	Generally Accepted Auditing Standards	Regis College Accounting Seminar
STAMP, ROBERT L.	Apr. 7	Frauds	University of Colorado, Beta Alpha Psi
<i>Detroit</i>			
BASSEY, RONALD D.	Mar. 16	Tax Savings for Furniture Industry in 1965	Furniture Club of Detroit
BAUMANN, EDWARD A.	Mar. 23	Family Financial Planning	Detroit Warrendale Kiwanis Club
BODMAN, HENRY E., II	Mar. 17	Problems of Family-Owned Business	American Management Association, Chicago
	Mar. 25	Management Reports for Trucking Companies	Michigan Truckers' Association
	Mar. 30	Management Information Systems, Aid in Decision Making	Flexicore Association, New Orleans
COHEN, PERRY M.	Apr. 1	Planning for Financial Security	Northeast Detroit Lions Club
CURTIS, DONALD A.	May 8	The Problems of Accounting Education in the Computer Age	Wayne State University, Michigan Accounting Educators Conference
DEJONG, JOHN H.	Apr. 24	Requirements for Data Communications Computers	Systems and Procedures Association Spring Conference
DITRI, ARNOLD E.	Apr. 9	Data Processing in Hospitals	University of Detroit Hospital Administrators Meeting
EDGAR, JAMES M.	Mar. 10	Profitability Accounting	Michigan State University Graduate Business School Management Control Course
HEGARTY, JOHN D.	Mar. 16	Supervisory Reserve Regulations	Michigan Savings and Loan League—Panel Discussion
JAMES, WILLIAM R.	Apr. 3	Management by Objectives	Industrial Management Society of Grand Rapids
JENNINGS, DONALD W.	Apr. 12-14	Profitability Accounting Seminar	Harvard Business School Advanced Control Class

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
	May. 4-7	Accounting and Finance for Non-financial Executives	University of Wisconsin Management Institute
	May 18	Profitability Accounting and Control	National Accounting Association, Nashville, Tennessee
	May 24-28	Profitability Accounting	University of Wisconsin Management Institute
	June 7-11	Profitability Accounting	University of Wisconsin Management Institute
MLOT, AL M.	Mar. 25	Reporting for Profits	Michigan Truckers Association
PETERS, PHYLLIS E.	Mar. 8	Your Financial Future	Dearborn Women's Club
PETERSON, HOWARD J.	Apr. 3	Management Information Systems and Production Control	The Industrial Management Association Western Michigan Chapter
	May 21	Advanced Business Systems	American Management Association Seminar on Profitability Accounting and Control—Chicago
SCHATZ, HARVEY E.	May 17-21	Profitability Accounting and Control Seminar (co-chairman)	American Management Association, Chicago
SEITZ, JAMES E.	Mar. 10	Concepts of Management Accounting	American Management Association, Chicago
WIESER, CHARLES E.	Mar. 12	The Public Accounting Profession	Divine Child High School Career Days
WOOD, DONALD R.	Mar. 3	Factors in Evaluating Computer Switching Systems	Systems and Procedures Association Motor City Chapter
	Apr. 24	Designing and Implementing on Line Systems	Systems and Procedures Association Spring Conference
	May 25	The Impact of the Computer on Marketing Management	American Management Association Detroit Chapter
<i>Executive Office</i>			
BEYER, ROBERT	Mar. 8	Profitability Accounting	Systems and Procedures Association Milwaukee Chapter
	May 18	Profitability Accounting—The Challenge and the Opportunity	National Association of Accountants, St. Louis Chapter
	May 20	Cost Reduction	National Association of Accountants, Newark Chapter
	May 21	Profitability Accounting—the Challenge and the Opportunity	Budget Executives Institute, Milwaukee Chapter
BLUMENTHAL, SHERMAN C.	Mar. 4	Management Control Center Systems	AMA Continuing Research Seminar on Management Information Systems, Boca Raton, Florida
	Apr. 29	Real-Time Systems in Business	Systems and Procedures Association Knickerbocker Chapter
CRAMER, DONALD H.	May 7	The Uses of Money in Motivating Professional Personnel	Personnel Conference—The California Society of CPAs
DIAMOND, WALTER H.	Mar. 2	International Financing	Foreign Credit Interchange Bureau
	Mar. 4	Coping with Foreign Exchange Problems	American Management Association Conference
	Mar. 5	Currency Problems for Overseas Subsidiaries	American Management Association Conference
	Mar. 10	Arms Length in Your Overseas Deals	Motor and Equipment Manufacturers' Association
	Apr. 6	Investments and Licensing in India and Pakistan	Foreign Credit Interchange Bureau
GRAM, JAMES H.	Mar. 8	Tax Services Performed by CPAs	Wayne State University Law School
HERRINTON, RICHARD E.	May 10	So Your Tax Return is Questioned?	Chamber of Commerce of Greenville, Michigan—Greenville Retailers
PORTER, W. THOMAS	Mar. 1	A Control Framework for Electronic Systems	New York University Management Information Systems Roundtable
	Apr. 22	Systems Co-ordination	American Management Association, Basic Data Processing Systems Seminar—New York

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
	May 12	Problems and Possibilities of EDP Equipment and Services	National Association of Accountants for Cooperatives—Annual Meeting of Northeast Chapter
	May 25	Impact of EDP on Auditing	Institute of Internal Auditors, Houston Chapter
POWER, WILLIAM D.	Apr. 28	Projected Cost of Credit Granting in the Discount Industry	University of Massachusetts Mass Merchandising Seminar
	May 22	The Controller's Role in Future Retail Information Systems	Frederick Atkins Annual Controllers' Group Meeting, Houston, Texas
SPRAGUE, RICHARD E.	Apr. 27	Information Utilities	Association of Computing Machinery, New York City Chapter
	June 30- July 1	Electronic Business Systems—1984 Integrated Information Systems	National Accounting Association Annual Conference

Houston

LIPSCOMB, OWEN	May 7	Tax Problems in Wills, Up-dating Wills and Family Budgets	Houston Food Brokers Association, Family Affairs Month
PICKENS, LELAND C.	Mar. 30	Administration of Capital Expenditure Programs	Budget Executives Institute, New Orleans Chapter
DE REYNA, RAY	Apr. 13	The Future Role of CPAs in the Banking Industry	National Association for Bank Audit, Control and Operation

Kansas City

MILLER, ROBERT B.	Apr. 15	How to Live with the FSLIC Reserve Regulations	The Society of Savings and Loan Controllers
	May 20	Suggested Analytical Reports with Regard to Various Reserve Bench Marks and Tests	The Society of Savings and Loan Controllers

Los Angeles

BERSCH, NEIL	Mar. 2	The Mystery of the Tax Liability	National Association of Accountants
	Mar. 10	Recent Developments in Franchise Tax Board Audits of Savings and Loans	Los Angeles Savings and Loan Controllers
DODSON, ROBERT	Feb. 16	Safeguards for Investors	Los Angeles Junior Chamber of Commerce
	Apr. 8	A Career in Public Accounting	University of Southern California, Beta Alpha Psi
HEIL, JACK	Feb. 11	Discussion of Tour of U. S. by Representatives of India's Steel Industry	Arizona State University, Beta Alpha Psi

Milwaukee

DE TROYE, WILLIAM R. and KUYERS, MILTON H.	Mar. 10	Auditors' Approach to EDP (Internal and External)	Data Processing Management Association, Milwaukee Chapter, in cooperation with Business Division of Milwaukee Institute of Technology
LIEBERMAN, JAY M.	Mar. 2	Income Taxes	Milwaukee Association of Life Insurance Cashiers
TRAWICKI, DONALD J. and ROBERTSON, LOWELL L.	May 4	Finance and Accounting for Non-financial Executives	University of Wisconsin—Seminar
TRAWICKI, DONALD J.	Mar. 1	The Financial Manager and the Decision Making Process	Wisconsin Society of CPAs, Milwaukee Chapter
	Mar. 15	Maintenance Objectives, Policies and Cost Control	National Association of Accountants, Milwaukee
	Apr. 19	Budgeting and Reporting Maintenance Costs	National Association of Accountants, Milwaukee
	May 20	Return on Investment	Budget Executives Institute, National Conference
	June 7	Profitability Accounting	University of Wisconsin—Seminar

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
<i>Minneapolis</i>			
BUCHAN, JOSEPH	Feb. 16-17	Financial Management and Systems Engineering	National Retail Merchants Association— Presidents' Conference, San Francisco
TRACY, WARD	Feb. 18	Clerical Workload Budgeting for Better Profits	National Association of Accountants, Minneapolis Chapter
<i>New York</i>			
ACKERMAN, SANFORD S.	May 25	Simulation of Social Action Programs	International Federation for Information Processing —Symposium on System Simulation by Computers
BEVIS, DONALD J.	Apr. 14	International Accounting and Auditing Problems	Detroit Association of Credit Management
BROWN, VICTOR H. STEVENS, ROBERT G.	Feb. 22-26	Profitability Accounting	American Management Association, Seminar
BROWN, VICTOR H.	Mar. 17	The Growing Importance of Management Services in Public Accounting	Columbia Graduate Students Association
	Apr. 26-30	Fundamentals of Finance for Non-Financial Executives (chairman)	Management Center/Europe, Brussels, Belgium
	May 17	Setting Corporate Profit Goals	American Management Association—Seminar
	May 21	Using Corporate Profit Goals	American Management Association
JOHNSON, WILLIAM	Feb. 17	The Revolution in Banking	Metropolitan Controllers' Association
MULVIHILL, DENNIS E.	Feb. 11	Development and Maintenance of Standards of Performance for EDP Installations	National Retail Merchants Association Electronics Committee
	Apr. 6	Computers and Management	U. S. Civil Service Commission
	Apr. 19	The Impact of EDP on the Business Scene	American Management Association
	Apr. 23	The Organization in Management of the EDP Function	American Management Association
SPORER, MAX	May 20	Capital Budgeting—Make or Buy Decisions	American Management Association Profitability Accounting Seminar
STEVENS, ROBERT G.	Apr. 12	Profitability Accounting in Banks	Cleveland Chapter Association for Bank, Audit, Control and Operation
TOW, LEONARD	Apr. 6	Evaluating Capital Investment Proposals	American Management Association Seminar
	May 6	Return on Investment Methods Financial Appraisal and Evaluation	American Management Association Seminar
	May 7	Long Range Planning for Small Business	National Association of Accountants
TRAVER, FRANK L.	Feb. 23	The Integrated Use of Variable Budgets for Product Costing and Cost Control	American Management Association Profitability Accounting Seminar
<i>Philadelphia</i>			
AZPELL, WILLIAM L.	Apr. 7	When Your Tax Return is Examined	Coatesville Optimist Club
MARKHUS, ROGER C.	Apr. 7	Individual Income Tax	Trumbauersville Lions Club
VISCONTI, DONALD	Mar. 18	Records Retention	American Association of Hospital Accountants
	May 18	Embezzlement and Defalcation	Society of Savings and Loan Controllers

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
<i>Pittsburgh</i>			
ROSSI, HENRY J.	Apr. 13	The Critical Factor in Construction Industry Credit Evaluation	The Credit Association of Western Pennsylvania, Credo Club
	May 25	The Critical Factor in Construction Industry Credit Evaluation	Pittsburgh National Bank, Executives Training Program
	May 26	The Critical Factor in Construction Industry Credit Evaluation	Mellon National Bank and Trust Company, Executives Training Program
WERBANETH, LOUIS A.	Mar. 9	Executive Tax Planning	Small Business Administration
	Mar. 10	The Personal Life of the CPA	West Virginia University, Beta Alpha Psi
	May 19	Where Will You Be Year-end?	National Association of Accountants Youngstown Chapter
<i>Portland</i>			
CASTLES, DAVISON	Mar. 9	Management Services and the CPA	American Society of Women Accountants
CRAWFORD, JOHN S.	Mar. 29	Estate Planning; Taxes and Legal Phases	Marylhurst College
<i>Rochester</i>			
LAWLER, JAMES	Mar. 17	Analysis and Reporting of Product and Service Costs—Other Companies	National Association of Accountants Rochester Chapter
BROWN, GAIL	May 24	Allocation of Losses by Function and Departments in a Cooperative	National Association of Accountants for Cooperatives, South Atlantic Chapter
<i>St. Louis</i>			
CARROLL, JAMES	Apr. 15	The CPAs' Opinion	Associate Bankers of St. Louis and St. Louis County
FLEISHER, DAVE	May 6	Retail Inventory Management	New York State Society of CPAs Annual Management Services Workshop
	May 25	Flexible Budgeting—The Way to More Effective Expense Control	Annual Convention of National Retail Merchants' Association Controllers' Congress—Houston
WAGNER, EDWIN H.	Mar. 2	Costs of Administering Medical and Health Benefits for Employees	Missouri-Illinois Food Dealers' Association Annual Meeting
<i>San Francisco</i>			
BOWEN, DALE S.	May 10	Comparative Operations Analysis for Public Refrigerated Warehousemen	National Association of Refrigerated Warehouses
GERVER, ELI	Feb. 25	Tax Planning for Savings and Loan Associations	Society of Savings and Loan Controllers Central California Chapter
	Apr. 8	Tax Problems of Savings and Loan Associations	Savings and Loan Association Redwood Empire Chapter
GILMORE, MILTON M.	May 6	Current Status of Accounting Principles	Colorado Society of CPAs
WALL, THOMAS B.	Mar. 8-10	Solving Growth Problems in the Family-Held Company	American Management Association Workshop Seminar
WALTER, RALPH E.	May 5	Personnel Structure in Composition of CPA Firms	California Society of CPAs Annual Personnel Conference
WANTHAL, ALVIN E.	Apr. 12	A Profit Measurement Problem	Harvard Business School Financial Control Course
	Apr. 28-30	Effective Utilization of a Direct Cost System	American Management Association Finance Division Workshop Seminar
WENTZ, THEODORE E.	Apr. 10	Impact of Modern Management Techniques on Purchasing	Purchasing Agents' Association of Northern California

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
Seattle			
ALKIRE, DURWOOD L.	Feb. 8	Getting the Facts Before the Internal Revenue Service	Tax Executives Institute Western Washington Chapter
BENJAMIN, ROBERT M.	Mar. 9	Electronic Data Processing and the Auditor	University of Washington Advanced Auditing Class
	May 1	EDP and Auditing	Institute of Internal Auditors, Puget Sound Chapter—Seminar
GAEDE, WILLIAM G.	Mar. 24	Accounting as a Career	Foster Junior-Senior High School
MITCHELL, JAMES V.	Apr. 27	The Data Processing Question Mark for Savings and Loan Associations	Savings and Loan Controllers Southwest Washington Chapter
Washington, D.C.			
BRASFIELD, KARNEY A.	Feb. 2	The Role of the Auditor General in the Legislative Branch	Members of Citizens Research Council of Michigan and Members of Legislature
	Feb. 3	The Role of the Management Accountant for a Contractor with Federal Government (technical chairman)	National Association of Accountants Washington, D.C.
	Feb. 10	Commercial versus Government Budgeting	Budget Executives Institute The Capital Chapter
	Feb. 23	A Total System for Management Information Tomorrow (moderator)	Financial Management Roundtable
	Mar. 4	Estate Planning (moderator)	Maryland Association of CPAs Montgomery-Prince Georges Chapter

Books

TRUEBLOOD, ROBERT M. (co-authored with Churchill and Miller)	1965	Auditing, Management Games and Accounting Education	Book — published by Richard D. Irwin, Inc.
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Articles

<i>AUTHOR</i>	<i>EDITION</i>	<i>TITLE</i>	<i>PUBLICATION</i>
Boston			
LYNCH, JAMES M.	June	Internal Budgetary Controls; An Independent Accountant's View	Massachusetts CPA Review
WEISE, DONALD	1965	Techniques of Installment Sales and Revolving Credit: Methods; Bulk Sales of Receivables and Notes	New York University 23rd Annual Institute on Federal Taxation
Chicago			
HARTUNG, G. J.	April	The Net Operating Loss Deduction and State Taxation	Taxes — The Tax Magazine

<i>EDITION</i>	<i>DATE</i>	<i>TITLE</i>	<i>PUBLICATION</i>
<i>Cleveland</i>			
BONI, GREGORY M.	1965	Statistical Theory as an Aid in Testing Perpetual Inventory Records	Readings in Auditing — Louisiana State University
	1965	Impact of Electronic Data Processing on Auditing	Readings in Auditing — Louisiana State University
<i>Denver</i>			
GRIFFEN, CARLTON	July	Changes in Accounting Methods: Recent Tax Developments	The Tax Executive
<i>Executive Office</i>			
BAYER, ROBERT	March	Management Services: Time for Decision	Journal of Accountancy
	March	Profitability Accounting	Business Management
	June	Profitability Accounting: The Challenge and The Opportunity	Selected Studies in Modern Accounting
D'AMORE, LOUIS J.	June	The Future Outlook of Incentive Contracting	Armed Forces Management
DIAMOND, WALTER H.	Mar. 11	Foreign Trade Forecast in 1965	Commercial & Financial Chronicle
	April	Your Best Export Markets in 1965	Insurance Magazine
	April	Export Credit Insurance	Werbel's Insurance Guide
	April	Another Look at Foreign Licensing	Journal of Taxation
	April	Current Foreign Credit Hazards	Credit and Financial Management
	May	Indian and Pakistani Problems	Credit and Financial Management
MULVEY, BERNARD M.	April	The Cohn Rule — Its Present Day Impact	Taxes
	June 2-5	Cohn Rule — A Challenge for the Supreme Court	New York Law Journal
SPRAGUE, RICHARD E.	March	Information Utilities	Business Automation
BROWN, VICTOR	1965	Return on Investment as an Active Management Tool	Controllers' Congress NRMA Book
	1965	Cost of Retail Credit	Published by 28th Annual Boston Conference on Distribution
	1965	Customer Credit Costs in Department Stores	Published by NRMA
MULVIHILL, DENNIS E.	April	Developing Systems Timing Specifications	Datamation
PAUL, HERBERT M.	May	New York State Franchise Taxes	New York Certified Public Accountant
TRAVER, FRANK L.	1965	Improving the Status of Direct Costing for External Reporting	NAA Readings in Direct Costing published by Ronald Press
WEINSTEIN, EDWARD	June	Let the Buyer Beware	Journal of Accountancy
<i>Philadelphia</i>			
VISCONTI, DONALD E.	May	Control of Hospital Costs Through Control of Dietary Costs	Hospital Accounting
<i>San Francisco</i>			
SCHADLICH, LEROY	February	Tax Briefs for Contractors—Accelerated Tax Payments Mean Greater Current Cash Demands	Constructors' Forum
GERVER, ELI	June	Thin Corporations	Journal of Taxation
	July	Changes in Accounting Methods: Recent Tax Developments	The Tax Executive