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Speaking Engagements



<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
Boston			
GERRISH, SCOTT KELLER, DONALD M.	Jan. 18	A Career in Management Consulting	Dartmouth College Amos Tuck School of Business Adm. —
KELLER, DONALD M.	Dec. 9 '64	Profitability Accounting	Merrimack Valley Chapter of National Association of Accountants
	March 9	Management Report	Budget Executives Institute, Boston
Chicago			
BUETTNER, TOM	Nov. 4 '64	Public Accounting	Alpha Kappa Psi, Professional Business Fraternity
DAVID, TED	Nov. 23	Professionalism in Data Processing	North Shore Chapter — Data Processing Management Association
DAVIDSON, H. JUSTIN	Nov. 17 '64	Business Information System	Management Sciences Institute, Chicago Chapter
HARTUNG, GLENN J.	Dec. 10 '64	Net operating losses and fillport property tax concept as they affect state taxes	Illinois Society of CPAs — 10th Annual Tax Conference
HAUSMAN, DONALD	Nov. 10-11 '64	Collection of Taxes	North Shore Chapter, Data Processing Management Association
HAUSMAN, DONALD FREWERT, WILLIAM	Feb. 3	Income Tax Clinic for Middle and Small Business People	Electrical Apparatus Service Association (Operating Div. of Electric Association)
	Feb. 9	Income Tax Clinic for Middle and Small Business People	West Suburban Electric League (Operating Div. of Electric Association)
SCHWANBECK, WILLIAM	Dec. 10 '64	Affiliated Companies	The Illinois Society of CPAs Tax Seminar
TRUEBLOOD, ROBERT M.	Dec. 16 '64	Depreciation	National Association of Accountants, Seattle, Washington
Cincinnati			
BERNSTEIN, BENJAMIN	April 23	Equipment Leases on the Financial Statements — Are Leases a Sign of Financial Weakness?	Annual Convention of the Kentucky Society of CPAs
NOVIKOFF, WALTER	Dec. 2-5 '64	1964 Revenue Act	Cincinnati Chapter of CPAs
Cleveland			
BONI, GREGORY M.	Dec. 3 '64	The treatment of the federal investment credit from an accounting standpoint	Federal Tax Committee — TEI Cleveland Chapter
	Mar. 3	Profitability Accounting	Budget Society in Cleveland
GOLDSCHMIDT, ROBERT	Feb. 18	Return on Investment Methods and Financial Appraisal and Evaluation	American Management Association

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
Dallas			
ROBERTS, ALAN H.	Mar. 30	Changes in the 1964 Income Tax Law	Richardson Optomist Club
Dayton			
OLT, HERMAN, J.	Jan. 14	Stump the Experts	Financial Executives Institute — Dayton Chapter
SACHLEBEN, L. J.	Dec. 10 '64	Multiple Corporations — Surtax Exemptions	Dayton Chapter, Ohio Society of CPAs
SCHUBERT, F. J.	Feb. 27	Individual Income Taxes	Television
Denver			
GRIFFIN, CARLETON H.	Dec. 7 '64	Personal Holding Companies	AICPA Professional Development Program — Oklahoma City
	Dec. 31 '64	Personal Tax Planning	Queens City Civitan Club
	Feb. 13	Tax Considerations for the Construction Industry	Annual Convention of the Colorado Contractors Association
MARCUS, EARL E.	Jan. 7	Personal Property Taxes	Queens City Civitan Club
	Jan. 27	Preparation of Individual Income Tax Returns	University of Denver and Colorado Society of CPAs
PALMER, RUSSELL E.	Jan. 27	Lease Accounting	Robert Morris Associates — Denver Chapter
	Feb. 13	Accounting and Management Reporting in the Construction Industry	Annual Convention of the Colorado Contractors Association
	Apr. 2	Generally Accepted Auditing Standards	Accounting Seminar — Regis College
Detroit			
BASSEY, RONALD D.	Mar. 16	Tax Savings for Furniture Industry in 1965	Furniture Club of Detroit
BODMAN, HENRY E. II	Dec. 18 '64	Where Do We Go From Here?	Junior Executives of the Economic Club of Detroit
CRAIGHEAD, GEORGE P.	Feb. 2	The Contribution of Marketing Management to Long Range Planning	American Marketing Association — Detroit Chapter
FARNSWORTH, NILE W.	Dec. 4 '64	Guideline Depreciation	Michigan Association of CPAs Tax Institute
HEGARTY, JOHN D.	Dec. 4 '64	Depreciation	Fifteenth Annual Tennessee of Federal Taxation — Memphis
	Dec. 8 '64	Depreciation	AICPA Professional Development Tax Seminar in Jackson, Mississippi
	Mar. 16	Supervisory Reserve Regulations	Michigan Savings and Loan League — Panel Discussion
JENNINGS, DONALD W.	Apr. 12-14	Profitability Accounting Seminar	Advanced Control Class — Harvard Business School
	May 4-7	Accounting and Finance for Non-financial Executives	Management Institute — University of Wisconsin
	May 18	Profitability Accounting and Control	National Accounting Association — Nashville, Tennessee
	May 24-28	Profitability Accounting	Management Institute — University of Wisconsin
LYON, RICHARD C.	Dec. 9 '64	Management Services	School of Industrial Management — Purdue University
	Feb. 2	Role of Marketing in Long Range Planning	American Marketing Association — Detroit Chapter
REAMES, KENNETH S.	Dec. 4 '64	Stock Options — Qualified and Unqualified	Fifteenth Annual Tennessee Institute of Federal Taxation
SCHATZ, HARVEY E.	Jan. 7	Work Measurement	Administrative Management Society — Lansing Chapter
SEITZ, JAMES	Nov. 24 '64	Management Reporting	American Society of Woman Accountants

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
VANDER BROEK, DAVID J.	Dec. 2 '64	Subchapter S Corporation	Committee on Banking — Michigan Association of CPAs
VANDER BROEK, DAVID J. WALSH, RICHARD T.	Jan. 28	Reporting Gross Margin on Revolving Credit Receivables Using the Installment Method for Tax Purposes	Greater Detroit Retail Controller's Group
<i>Executive Office</i>			
BEYER, ROBERT	Dec. 8 '64	Future of Management Services	Philadelphia Institute of CPAs
	Dec. 16 '64	Impending Changes in the Accounting Profession	Denver Chapter of National Association of Accountants and the Colorado Society of CPAs
	Dec. 17 '64	Profitability Accounting for Business Management and Control	Financial Executives Institute — Denver
	Jan. 19	Profitability Accounting for Planning and Control	National Association of Accountants — Mid-Florida Chapter
	Mar. 8	Profitability Accounting	Systems and Procedures Association Milwaukee Chapter
	Apr. 30	Chapter Operations Workshop	National Association of Accountants — New York
	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
CRANE, ROGER R.	Jan. 19	The International Challenge	Chrysler Corporation Management Club in Windsor, Ontario
DIAMOND, WALTER H.	Jan. 7	U.S. Trade Forecast for 1965	Machinery & Metals Export Club
	Jan. 14	Foreign Trade and Investment Outlook	Motor & Equipment Manufacturers Association
	Feb. 4	Translations and World Accounting	National Association of Accountant's Conference
	Feb. 5	Allocations of Income and Expenditures under 482	National Association of Accountant's Conference
	Apr. 6	Common Market Problems	Foreign Credit Interchange Bureau
KORFF, HENRY C.	Nov. 12 '64	Public Accounting as a Career	Seton Hall University
	Dec. 9 '64	Career Opportunities in Management Consulting — panel discussion	Purdue University Graduate Students
	Jan. 18	Career Opportunities in Management Consulting — panel discussion	Dartmouth Graduate Students
PORTER, W. THOMAS	Dec. 9 '64	What You Can Expect in Public Accounting	Columbia Accounting Association
	Jan. 8	Future of Management Sciences and Management Services in Public Accounting	University of Massachusetts
	Jan. 11	One day seminar on EDP, Audits, and Controls	Tri-city Chapter of the Institute of Internal Auditors
	Jan. 20	The Use of EDP in Auditing	New York State Society of CPAs
	Mar. 1	A Control Framework for Electronic Systems	Management Information Systems Round Table — New York University
	May 25	Impact of EDP on Auditing	Houston Chapter of Institute of Internal Auditors
SPRAGUE, RICHARD E.	Dec. 2 '64	Management Control Center Systems Research Report	Management Information Systems Round Table of the American Management Association, New York

Houston

FREEMAN, AL	Jan. 12	Estimated Tax Liability	Federal Taxation Forum
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Los Angeles			
HAKOLA, VERN E.	Nov. 17 '64	On-Line Systems and the Future of Data Processing	Data Processing Management Association (DPMA) — San Diego Chapter
Milwaukee			
DETROYE, WILLIAM	Jan.	The Industrial Engineer's Participation in Planning and Development of Engineered Budgets	Society for Advancement of Management, Milwaukee
FROEMMING, ROGER G.	Jan. 25	Value of Engaging Outside Auditors	Wisconsin Bankers' Association
KUYERS, MILTON H.	Jan. 21	The Responsibility of the School Business Manager for Financial Control	Wisconsin Association of School Boards' State Convention in Milwaukee
TRAWICKI, DONALD J.	Feb. 11	How the Financial Department Can Help You Be a Better Manager	Society for the Advancement of Management, Neenah, Wisconsin
	Mar. 1	Capital Budgeting	Milwaukee Chapter of Wisconsin Society of CPAs
	May 20	National Conference	Budget Executives Institute, Milwaukee
Minneapolis			
BUCHAN, JOSEPH F.	Jan. 26	Sales Forecasting	University of Wisconsin — Management Institute
PITT, JAMES F.	Jan. 14	Highlights of the Revenue Act of 1964	National Accountants Association — Minneapolis
New York			
ACKERMAN, SANFORD S.	Dec. 1 '64	The Even Flow Scheduling Technique	Air Force — Rand Depot Scheduling and Control Conference, Santa Monica, California
	May 24-29	Simulation of Social Action Programs	International Federation for Information Processing
BROWN, VICTOR H.	Dec. 15 '64	Profit Control Concepts	National Association of Accountants — Olean-Bradford Chapter, Olean, New York
	Jan. 13	Customer Credit Costs in Department Stores	NRMA Convention — New York City
BROWN, VICTOR H. TARALLO, ANTHONY E.	Jan. 13-15	Distribution Costs, Controllership, Return on Investment	American Management Association — Seminar
	Mar 17	Setting and Using Long Range Profit Goals	American Management Association Seminar — Return on Investment
GIBBONS, ROBERT P.	Jan. 14	A Managerial Approach to Cost Accounting and Control	The Institute of Electrical and Electronics Engineers — Metropolitan Chapter
	Feb. 18	Putting Cost Data to Work for Management	The Institute of Electrical and Electronics Engineers — Metropolitan Chapter
MULVIHILL, DENNIS	Feb. 9	Computers and Management	Management Institute of the Civil Service Commission
POWERS, JOHN F.	Feb. 17	Control Reporting—Variance* Analysis and Corrective Action	American Management Association — Plant and Divisional Controller's Seminar
SPORER, MAX F.	Nov. 11 '64	Implications of a Base for Realistic Payments for Care	American Association of Homes for the Aging — Panel Discussion
	Nov. 19 '64	Management Services in the Mid-1960's	Brookings Institution — Round Table of top Government Accountants
STEVENS, ROBERT G.	Nov. 17 '64	Accounting and Dimensions of Change	American Society of Women Accountants
	Nov. 19 '64	Financial Planning and Control for Data Processing	Philadelphia Chapter of DATA Processing — Management Association
TARALLO, ANTHONY E.	Feb. 25	Profitability Accounting and Marketing Costs	American Management Association Seminar — Profitability Accounting
TRAYER, FRANK L.	Nov. 9 '64	ADP and Taxes	New York Tax Executives Institute
	Jan. 9	Cash Flow	Cincinnati Chapter, Ohio Society of CPAs Professional Development Course
	Feb. 23	Variable Budgeting	Profitability Accounting Seminar — American Management Association

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
WEINER, HERBERT	Dec. 11 '64	Benefits of the Installment Method and Year-end Tax Planning	Practicing Law Institute
Philadelphia			
MARKHUS, ROGER G.	Feb. 16	Family Tax Planning	South Philadelphia Lions Club
Pittsburgh			
ROSSI, HENRY J.	Jan. 21	The Revenue Act of 1964	Westmoreland County Credit Club — Credit Association of Western Pennsylvania
WERBANETH, LOUIS A. JR. FILLIP, JOSEPH A. ROSSI, HENRY J. SIMPSON, WILLIAM J. WILLIAMS, JOHN C.	Dec. 9 '64	Seminar—Tax Laws Applied to the Construction Industry	Construction Industry Executives of Western Pennsylvania
WERBANETH, LOUIS A.	Dec. 10 '64	Operational Auditing Applications	AMA Orientation Seminar, New York City
WERBANETH, LOUIS A. ROSSI, HENRY J.	Jan. 28	Tax Seminar	Clover Farms Stores Corporation — Mid-Winter Wholesalers' Conference, Cleveland, Sheraton Hotel, Cleveland, Ohio
Phoenix			
WOOD, R. D.	Nov. 29 '64	Income Averaging	Arizona Estate Planners
	Nov. 30 '64	Dairy Cost Accounting	Valley National Bank Seminar for Dairy Industry
Portland			
CRAWFORD, JOHN S.	Jan. 28	Bank Taxation	National Association Bank Auditors and Controllers
GULLIXSON, STANLEY W.	Dec. 17 '64	1964 Changes in Internal Revenue Code	Tax department of First National Bank
	Feb. 15	Changes in 1964 Revenue Act Tax Tips	Metropolitan Oil Heat Dealers' Ass'n Live telecast . . . Panel of CPAs and Internal Revenue Agents
St. Louis			
FLEISHER, DAVE	Feb. 2	Accounting Aids to Marketing	American Marketing Association — St. Louis Chapter
MUREN, LEE	Nov. 18-22 '64	Current trends and Happenings in the Moving Industry	United Van Lines — International Connection — Maria Isobel Hotel — Mexico City
San Francisco			
BOWEN, DALE S.	Dec. 3 '64	Accounting for Raw Product	Institute of Food Technologist in Berkeley
ENGLUND, GENE	Nov. 19 '64	The Public Accounting Profession	Armstrong College's Accounting Club
ESTES, ROBERT C.	Jan. 21	Recent Changes in the 1964 Revenue Act	Union Square Business & Professional Women's Club
NISHKIAN, RICHARD	Jan. 27	Leasing from Leasing Companies Viewpoint	Robert Morris Associates Denver — Colorado Chapter
WALTERS, RALPH	Nov. 20 '64	Accounting Principles Board: Objectives, Opinions, Acceptance	18th Annual Accounting Institute — George Center for Continuing Education, Athens, Georgia
WANTHAL, ALVIN	Jan. 22	Profitability Accounting for Food Processors Impact on EDP Systems	IBM Western Region Food Processing Seminar
Seattle			
ALKIRE, DURWOOD L.	Nov. 13 '64	Possible Benefits of Incorporation	American Institute of Architects, Office Procedures Committee of Seattle Chapter
	Jan. 7	Get The Facts—The Importance of the Insurance Man Getting Complete Story	Aetna Life Insurance Company, Annual Meeting of Seattle Agency
GAEDE, WILLIAM G., JR.	Nov. 23 '64	How To Conduct A Data Processing Feasibility Study	University of Washington, Accounting Systems Class
	Mar. 16	Management Services and the Internal Auditor	Institute of Internal Auditors — Seattle Chapter
MITCHELL, JAMES V.	Feb. 16	Practical uses of Clerical Work Measurement in Savings and Loan Associations	Society of Savings and Loan Controllers, Tacoma, Washington

PINKERTON, GUY C.	Nov. 16 '64	Foreclosures	Society of Savings and Loan Controllers, Tacoma, Washington
SWENSON, NORMAN E.	Nov. 15 '64	Christian Estate Planning	Phinney Ridge Lutheran Church, Seattle
	Dec. 5, 10, and 11	Income Averaging and Other Highlights of the 1964 Code	Washington Society of CPA's Annual Tax Seminar— Seattle, Richland, and Spokane, Washington
WOODFIELD, GRANT M.	Nov. 17	Impact of Stevens Memorial Hospital on South Snohomish County	Edmonds Junior Chamber of Commerce and South Snohomish County Ministerial Association
ANDERSON, JOHN C. BENJAMIN, ROBERT M. CLEARMAN, JOHN F. GAEDE, WILLIAM G. MCLEAN, GARY A. MITCHELL, JAMES V.	Jan. 5	What Should the Public Accountant Know About Data Processing?	Panel for University of Washington Chapter, Beta Alpha Psi

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>
<i>Chicago</i>			
DAVID, IRWIN T.	January	Using a Consultant Effectively	Data Processing Management Association (DPMA)
<i>Cleveland</i>			
BONI, GREGORY M.	1965	Statistical Theory as an Aid in Test- ing Perpetual Inventory Records	Readings in Auditing — Louisiana State University
	1965	Impact of Electronic Data Processing on Auditing	Readings in Auditing — Louisiana State University
<i>Detroit</i>			
BODMAN, HENRY E. II	Nov. '64	Streamlined Reports Speed Decision Making	Board Pack Age
<i>Executive Office</i>			
BAYER, ROBERT	Feb.	Profitability Accounting in Banking	Auditgram
	March	Management Services: Time for Decision	Journal of Accountancy
	March	Profitability Accounting	Business Management
BLUMENTHAL, SHERMAN C.	Dec. '64	Breaking the Chain of Command	Business Automation
DIAMOND, WALTER H.	Jan. 8	U.S. Foreign Trade Outlook for 1965	National Association of Credit Management Weekly Bulletin
	Jan. 18	U.S. Foreign Trade Outlook for 1965	United States Investor
	Feb. 28	International Trade and Investments for 1965	American Banker
	Feb.	Export Trade Corporations	Journal of Taxation
	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
MULVEY, BERNARD M.	April	The Cohn Rule — Its Present Day Impact	Taxes
PORTER, W. THOMAS	Dec. '64	Flow Charting and the Auditor	Journal of Accountancy
SPRAGUE, RICHARD E.	March	Information Utilities	Business Automation

<i>AUTHOR</i>	<i>EDITION</i>	<i>TITLE</i>	<i>PUBLICATION</i>
<i>New York</i>			
BROWN, VICTOR	1965	Return on Investment as an Active Management Tool	Controller's 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
FURMAN, ROBERT M.	Nov. '64	New York City Commercial Rent and Occupancy Tax	New York Certified Public Accountant
	Feb.	Exempt Organizations and New York City Taxes	New York Certified Public Accountant
KELLOGG, HOWARD L.	Dec. '64	Accounting and the SEC—Current Developments on Proxy Rule 12a-3	New York State Certified Public Accountant
PAUL, HERBERT M.	Dec. '64	New York State Personal Income Taxes	New York State 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 A.	Jan.	Accountants' Examinations and Reports in Bankruptcy Proceedings	New York State Certified Public Accountant
<i>San Diego</i>			
E'GOLF, MARVIN A.	Jan.	An Apartment House Owner Looks at Pro. C The Transient Occupancy Tax	Rental Owners' News

Applause . . .

Atlanta — Bob Minnear is being sponsored by the NAA as one of the five outstanding young men in Atlanta. The contest is also sponsored by the Junior Chamber of Commerce.

Boston — Everett R. Howe received the 12th Annual Robert Lubets Award which is given in recognition of outstanding professional development and personal growth to students training for careers in accounting. Mr. Howe is a senior accounting major in the College of Business Administration at Northeastern University and was the recipient of the Sears B. Condit Award for academic excellence in the University.

James Lynch has been named industry project coordinator of a research program at the University of Massachusetts. The subject is "Comparative Operational and Merchandising Statistics for Discount Department Stores."

Chicago — H. Justin Davidson and Donald Georgen were co-chairmen for a seminar on Fundamentals of Finance and Accounting for Non-financial Executives sponsored by the American Management Association on March 8-12.

Richard H. Gallagher was chairman of the Illinois Society of CPAs—Career Opportunities Committee

when they discussed the Opportunities of, and the Future Outlook of the Profession on January 12th.

H. Justin Davidson has just been appointed to the Planning Committee of the American Institute. This Committee is newly constituted to develop specific programs that will implement the objectives and proposals of the Long-Range Objectives Committee, which Robert Trueblood has chaired for the past four years. The appointment to this seven-man committee is for a three-year term, and all members are less than 45 years of age.

The new Planning Committee will spend its first two years in digesting the materials developed by the Long-Range Objectives Committee and the opinions of members in all parts of the country. The final year of its term will be spent in the development of specific recommendations for action by the Institute, which in turn will be reviewed by the Executive Committee and submitted to the Council for approval.

Dallas — Alan Roberts acted as a moderator at one of the luncheon seminars which were held as a part of the 1964 Texas CPA Tax Institute. These "working lunches" gave those participating in the Institute an opportunity to discuss and ask questions about remarks made by the morning speakers.

Dayton — Larry D. Ewald is an instructor at Wittenburg University, where his subject is intermediate accounting.