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Boston: New nerve center of old New England

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BOSTON

Boston, long considered the prim old lady of American cities, is rapidly changing her way of life. Once quiet, she now rings with the sound of jackhammer and riveter. The Old Boston seemed dull and drab; the New Boston, rising like a phoenix from the wreckers' rubble, shows off her shining new landmarks with pride. There is no better vantage point from which to appreciate what is happening to the city than the windows of the Haskins & Sells Boston Office, temporarily on the fifth floor of the Massachusetts General Life Building. Now in its fiftieth year, H&S Boston is preparing to move onward and upward with the start of its second half-century.

Just across Franklin Street, to the south, nothing is left of the old Chamber of Commerce Building, which housed the H&S office for more than

Decorators' samples for the new Boston office are reviewed by Del Edens (r.), partner in charge, and Warren K. Wentworth, principal. Across the street, wreckers bring down a corner girder of the old building that housed the H&S Boston Office for 40 years.

forty years. In the first half of this year it was knocked down, and the debris was trucked away. Yet even as their old home was disappearing, Boston staff members were watching their new one, the New England Merchants National Bank Building, rise to flaunt the downtown Boston skyline. If the finishing work goes ahead on schedule, Haskins & Sells will make its move before the end of 1968, and from that time on H&S Boston mail will be addressed: 28 State Street, 30th floor.

Our country's first major port and big city in the early seventeenth century, Boston is still the hub of New England after three and one-half centuries. Transportation routes radiate outward from Boston into rural Massachusetts and five other New England states. The city attracts men and women to it by the magnetic force of its commerce and industry, and the vibrance of its intellectual life. The practice of the H&S Boston Office reflects the variety of the entire region and the vigor of its urban nerve center.

In Boston an accountant can feel himself in contact with almost every

*New
Nerve Center
of Old
New England*



part of the American experience—the time-honored and traditional alongside the most modern, the small handicraft shop next to the mass production enterprise, the staid, old bank around the corner from the new mutual fund. No single interest or economic activity dominates here; Boston and New England reflect the ingenuity of all America.

The practice of H&S Boston ranges widely, extending 450 miles northward and some 300 miles west into upper New York State. The audit of the Maine Public Service Company, for instance, can require a flying trip to Fort Kent, a sub-office of the utility

company, at the extreme upper tip of Maine. Surprisingly, when at Fort Kent, Maine, Al Dean or John McIsaac is actually north of the majority of people in Canada, who are concentrated at the latitude of Montreal, Quebec, Ottawa, Toronto and other places near the U.S. border.

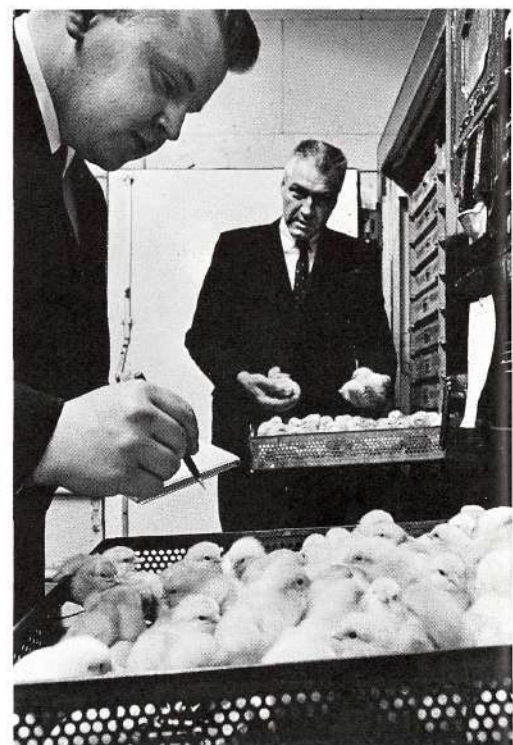
Traveling in the opposite direction, southward from Boston and leaving dry land behind him, Jack Farrell sometimes rides to his audit site by ship. On this journey he is likely to make “station audits” of the Woods Hole, Martha’s Vineyard and Nantucket Steamship Authority, which is an agency chartered by the legislature of

the Commonwealth of Massachusetts.

Another old-time Boston client is Oneida Ltd., nationally known as a maker of fine silverware and the largest manufacturer of stainless steel flatware in the country. The company is an outgrowth of the Utopian religious community founded in 1848 at Oneida, New York, by a sect called the Perfectionists. As a social experiment in cooperative living Oneida lasted only three decades. But the manufacturing enterprise started there still flourishes. Although it is about 300 miles west of Boston and outside New England, Oneida Ltd. is a client of the Boston Office. Bill Wright and George Maranis



Lacrosse is a fast, rough game, first taught to New Englanders by the Indians. At The Roxbury Latin School, an H&S client, Director of Athletics Dwight E. Conklin (r.) shows Bill Vincent, Boston Office principal, how to give a good account of himself with the lacrosse stick.



Baby chicks by the thousands confront Tom Elliott (l.), senior accountant, and President Wentworth Hubbard (r.) of Hubbard Farms, Inc. in Walpole, New Hampshire. A leader in poultry research, this Boston H&S client hatches 30 million chicks a year.

are assigned to this engagement.

Together with its sub-offices in Providence, Rhode Island, and Lawrence, Massachusetts, the Boston Office of Haskins & Sells serves many other clients with old names and long histories. Allyn and Bacon, Inc., one of the great publishers of school and college textbooks, has been in business a full century. Brown University in Providence, handled by Lynd Cohick and Ed Paquette, was founded two hundred years ago; and The Roxbury Latin School is a client which has been on the Boston scene more than three centuries, since 1645.

The names of other clients, perhaps

not quite so aged, carry with them the aura of yesteryear. One bank, for instance, named The Provident Institution for Savings in the Town of Boston, sounds like something taken from the writings of that wise old saver, Benjamin Franklin. Another veteran H&S client, supervised by Del Edens and Don Anderson, Mr. Boston Distiller Inc., has given its product the good-old-days glow with the *Old Mr. Boston* label decorated with its trademark portrait of a jovial, ruddy-faced, beaver-hatted gent from the era of gaslight and bustle.

While Boston may wear the mantle of its great past with grace, clients

served by the H&S Boston Office are not behind the times. The F. H. Snow Canning Company at Pine Point, Maine, a division of Borden, employs the most modern methods to make old-fashioned New England clam chowder and other fine foods. The Acushnet Company, using new and secret methods, puts its mark on one of the great tournament golf balls, not far from the New Bedford piers where the great whaling fleet used to dock. At Hubbard Farms, Inc. in Walpole, New Hampshire, the client is engaged in one of mankind's oldest activities—breeding poultry—but its scientific research is as modern as the computer.



Electronics design and manufacture are booming in the Boston area. Here Ken Beaton (l.), assistant accountant, is briefed on the assembly of a panel by Robert Donovan, Manufacturing Division Manager of Epsco, an H&S client.



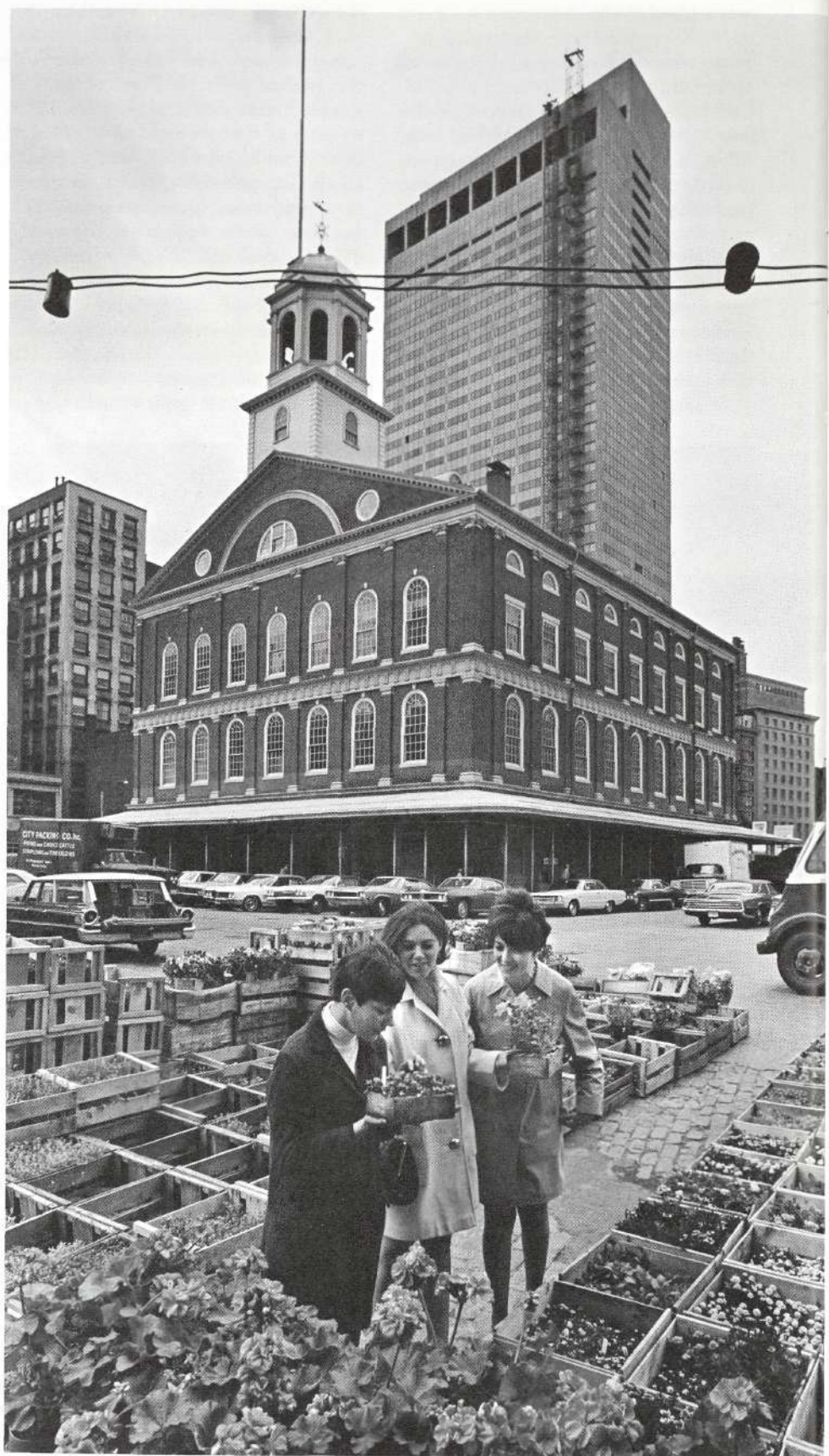
Shiny, new gin bottles at Mr. Boston Distiller move toward the bottling machine. Stanley Ikasalo (l.), chief accountant for the makers of Old Mr. Boston products, explains bottling room procedures to Don McLellan, H&S principal.

And down on the Massachusetts coast, at South Hansen, Ocean Spray Cranberries, Inc. processes and ships a product that was introduced to the Pilgrims by the Indians who controlled the real estate around Plymouth Rock.

At the other end of the scale of history stand clients like the Electronic Data Processing Division of Honeywell, headquartered at Wellesley Hills, just west of Boston, and Honeywell's Computer Control Division at Framingham, a few miles beyond. These are part of the remarkable light industry belt (nicknamed "Electronics Row") that nearly encircles the city. Here engineering talent and inventiveness are the prime requisites. Great research and teaching institutions like Harvard University and the Massachusetts Institute of Technology attract to this work some of the most brilliant and accomplished men of our time.

When the Boston Office moves to its new quarters at 28 State Street a few months hence, it will be coming back to the same street where it opened for business fifty years ago. On August 15, 1918, H&S Boston was established at 84 State Street, with R. K. Hyde as manager. Seven years later the office was moved to the large, and then new, Chamber of Commerce Building at 80 Federal Street. Over the decades of its tenancy the H&S office grew manyfold, from three corner rooms at the start to half of a large floor in the mid-1960s. In good times growth was steady; in bad times, reverses struck the office hard, as they did all sectors of American business. Two retired partners, Thomas V. Barb, who started with H&S in Baltimore in 1919, and Andrew B. Fielding, who started in Newark in

Flower market shopping is conveniently close to the H&S Boston Office for secretaries (l. to r.) Karen Dodge, Patricia Conley and Ursula Stencel. Behind them stands Faneuil Hall, a Boston landmark since Colonial days, while in the background is the new building into which H&S will soon move.



1926, remember the difficult days:

"During the depression there were times when accountants were paid just for the days they worked, and sometimes we had only a half day's work for the regular staff men. We had only about six people during the worst of the depression. The situation was exactly reversed soon afterwards, for during World War II we all worked long hours. Our honor roll of servicemen was as long as the number of people at work in the office."

The postwar years in Boston have been years of growth and merger. The 1952 union with Deloitte, Plender, Griffiths & Co. was the biggest, and brought in as an important client The Employers' Group of Insurance Companies. The same merger also brought in Ferdinand M. Pitner, now a retired partner, and a gentleman of continental charm and accomplished versatility that ranges from riding hunters over the jumps to sketching animals. In 1964 Robert Douglas & Company, a firm of over fifty years standing, was merged and brought Edward S. Culver and Norman E. Jones to H&S, as well as Norman H. S. Vincent, now a consultant, and his son William, who was appointed a principal this year. And in 1966 W. Webster McCann, whose practice included, among other clients, three hospitals, three schools, three banks and Emerson College, of which Mr. McCann is a trustee, merged with the Boston Office.

Del Edens, partner in charge, started with H&S 20 years ago in the Chicago Office. It was in the Davenport-Rock Island-Moline area, he recalls, where he was first attracted to the Firm by its great prestige among makers of farm



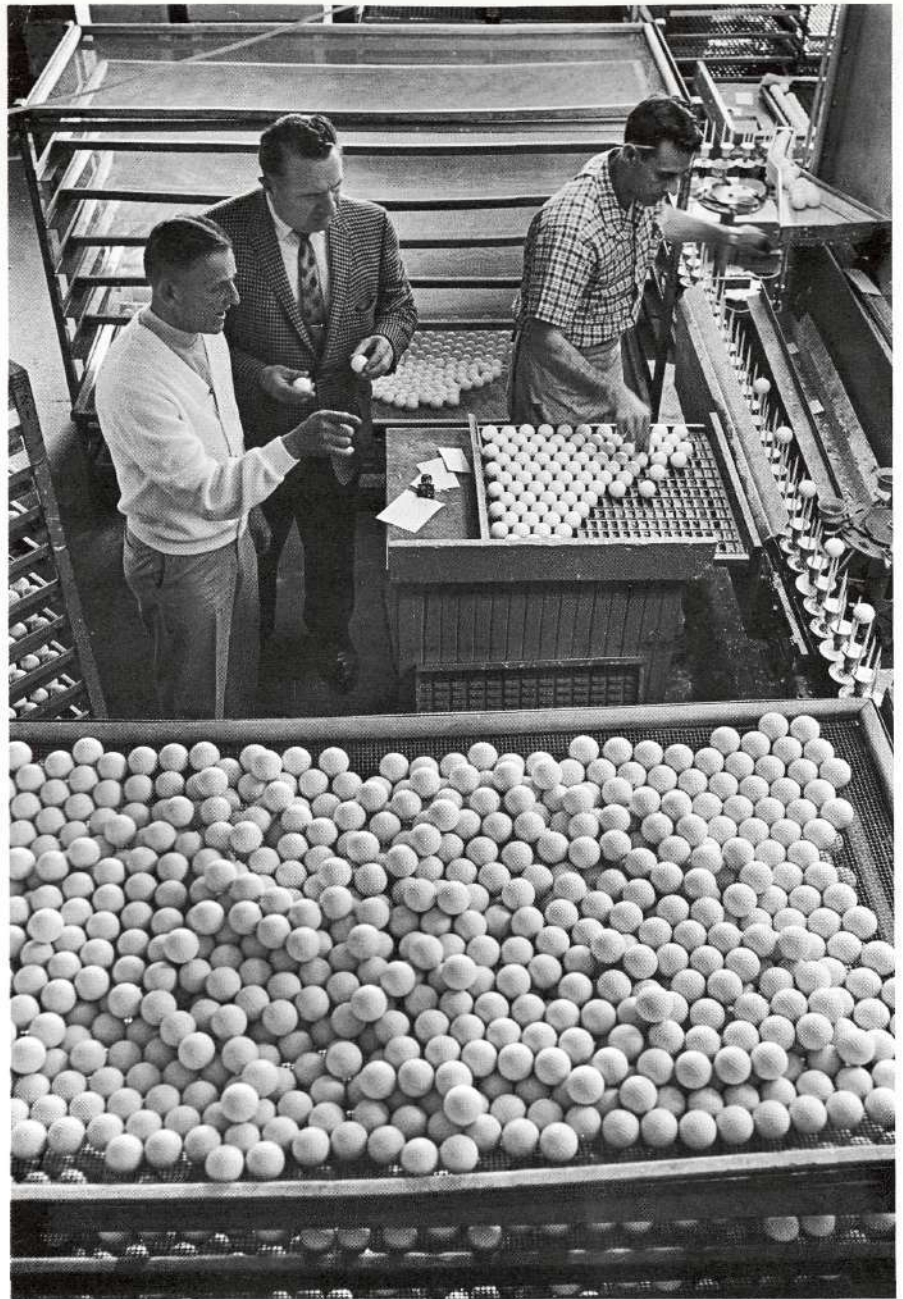
Cobblestones and stately old houses are part of the Beacon Hill atmosphere as two Boston Office staff accountants take an evening stroll with their wives. (l. to r.) Mario and Pauline Umana, Peter and Eleanor Alessandri.

equipment there. Del transferred to Boston early in 1966, when Arthur W. Koelbel, partner in charge for thirteen years, was approaching retirement. Mr. Koelbel, who had been president of the Massachusetts Society of CPAs and a member of the Council of the American Institute of CPAs, died suddenly in July of that year and Del Edens became partner in charge.

Unlike Del Edens, the Midwesterner, and Ferdinand Pitner, who was born in England and raised in Vienna, the rest of the Boston Office staff are mostly New Englanders who went to college either in the city or close by. Most heavily represented are Northeastern University, Boston University, Boston College, and Bentley College, with the University of Massachusetts, Dartmouth, Holy Cross, and Babson Institute not far behind.

Assignment of personnel is the responsibility of Howard K. Sullivan and professional development in Boston is directed by principal Gerald F. (Gerry) O'Neil, who believes that learning time lasts through a man's entire career. He runs an imaginative program, designed to keep H&S men moving with the times and to recognize where the new action is. In the spring of 1966, for instance, he and Ferdinand Pitner arranged with a Honeywell official to set up a course in Electronic Data Processing.

"We had about 25 of our men in the course," Gerry says, "for 35 hours of classroom time. Honeywell ran it as an introductory course for laymen. Our men got a real appreciation of EDP from it, and found that EDP was no longer frightening to them, and that they could understand EDP language. Since then, 20 or 30 of our people





Physician and accountant leaving Massachusetts General Hospital together are a team in private life. Andrew B. Fielding, H&S Boston advisory partner, heads for home with his wife, Dr. Marian Ropes Fielding, noted authority on rheumatic diseases.

Golf balls by the trayful are carefully inspected at the Acushnet Company in Acushnet, Mass., before they are stamped, packed and shipped. Rollie Wormstead (l.), H&S senior accountant and a summertime golf pro, puts a question to Stanley Szulik (c.), technical manager of the Acushnet Golf Ball Division.

have gone to similar courses run by the Massachusetts Society of CPAs.”

Bill Wright, partner in charge of recruiting, and other partners and principals actively seek candidates at about fifteen New England schools, and about a hundred prospects visit the Boston Office each year. Recruiting competition is keen in Boston. As a recruiter Bill can hold out to young prospects, in addition to training as fine as any offered in accounting, an opportunity to see all of New England in its intricate and often beautiful variety, through staff work at H&S Boston.

The office beach party, usually held at Duxbury within a clam shell's throw of Plymouth Rock, is the event of the year. Don McLellan is the lobster chef. In 1966, when the weather was just right, 120 members of the H&S family (in the extended sense) turned out to play touch football and volleyball, to swim and sun themselves, to make new friends and to introduce new children, wives and husbands. Lobsters, clams, franks, corn—if it was right for a typical New England beach party, H&S Boston had it, and ate it.

Gerry O'Neil is the guiding spirit behind not only the beach party but also most of the other extra-office events that spice up the life of the staff. In 1964 he started the so-called H&S Athletic Association, which he concedes is now a misnomer because it has gone far beyond its original program of softball, bowling and golf, and encompasses after-hours recreation in many forms. The H&S AA has had nights at the Boston Pops concerts as well as with the Red Sox at Fenway Park, and it promotes an annual dinner-dance at a country club. Gerry's pride, however, is centered on the office softball team, which carried a 4-year undefeated record into the opening of the 1968 season.

“Some of the teams we play may think accountants are soft because they sit at a desk all day,” Gerry says with a smile, “but they learn differently when they run into one of our guys trying to stretch a single into a double.”

Bowling is the big winter sport among the office women, and golf is a favorite for the men after the ground thaws in April. Still talked about in the Boston Office is the birdie which

Thomas Barb scored on a long par-5 hole—at the age of 75. Warren K. Wentworth's golfing feats rank him as the best amateur player in the office, and one of the best in the entire H&S national roster of golfers. The qualification “amateur” is necessary in Boston because the office has in its ranks a real golf pro. Roland C. K. Wormstead, senior accountant, is a genuine combination man, who puts his sport and vocation together. Rollie, a graduate of Boston University, spends the winter and busy spring accounting season in the H&S Boston Office; in the summer months he is the golf pro at the Duxbury Yacht Club. It is a way of life, Rollie says, in which he meets many fine people and establishes a wide circle of friendships.

Quite aside from the practice of the Boston Office, members of the staff find life at the Hub of New England rewarding and challenging. No other town in America is so richly endowed with great educational institutions of all kinds, and no other city so combines this wealth of things to feed the mind and spirit with the nearness of all outdoors. Accountants at Haskins & Sells can drive easily to ski slopes in the winter and to beaches and sailboats in the summer. They can enjoy the beauties of Old Boston, yet do not have to reside in the city if they prefer the country. Despite the narrowness of many downtown streets, elevated parkways make the distances between home and State Street quite manageable. George Maranis, who gladly moved back to Boston after working elsewhere, comments:

“Here I can see the Boston Celtics or the Bruins play in the Garden, and still get home in twenty minutes.” □