1992 Accounting historians notebook, 1992, Vol. 15, no. 1 (spring) [whole issue]

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A SUCCESS STORY: THE ACCOUNTING HISTORY RESEARCH METHODOLOGY CONFERENCE

The Academy of Accounting Historians hosted the Accounting History Research Methodology Conference at The University of Mississippi on December 6-7, 1991. Finley Graves, Lee Parker, and the organizing committee of Ed Arrington, Tom Burns, Roxanne Johnson, and Geoffrey Mills deserve a special congratulations for a job well-done.

Indeed, the conference was a success beyond expectations and a significant contribution to the recognition of accounting history research. More than sixty-five attendees, representing an estimated seven countries, twenty states, and forty universities participated in the program. Twelve papers were presented and discussed in a manner one would surely describe as spirited.

At the conference dinner, Dr. Charles R. Wilson, Associate Professor of History and Southern Studies at the University of Mississippi provided an entertaining intro-

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TRUSTEES' AND OFFICERS' MEETING

The trustees and officers of the Academy will meet on Sunday, August 9, 1992 at the Sheraton Washington Hotel in Washington, D.C. The Sheraton Washington Hotel is the headquarters hotel for the AAA meeting. Arrangements have been made to have the meeting in the Eisenhower room from 9:00 a.m. to noon. An agenda for the meeting will be mailed to you prior to the meeting.

Please make every possible effort to attend the meeting. We need your guidance and support. Please let me know by July 8, if you will attend.

Ashton Bishop
Secretary

PAST PRESIDENTS' DINNER

The Academy of Accounting Historians will hold its Annual Past Presidents' Dinner at the Sheraton Washington Hotel in Washington, D.C. on Sunday, August 9, 1992. The dinner is scheduled for the Taft Room from 6:00 p.m. until 8:00 p.m.

AN INVITATION TO THE RECEPTION

The officers and trustees of the Academy of Accounting Historians invite you to attend the Academy's First Annual Reception on Sunday, August 9, 1992. The reception will be held at the Sheraton Washington Hotel in the Richmond Room from 8:00 p.m. to 10:00 p.m. The Academy will recognize the recipients and present the Hourglass Award, the Richard G. Vangermeersch Manuscript Award, and the Graduate Research Grant during the reception. Your attendance will provide opportunities to make or renew friendships, exchange ideas, and learn more about Academy activities.

The reception provides an opportunity for all members of the Academy to get together, and to some extent is to replace the Annual Business Meeting which in the past was held at the time of the Annual Meeting of the American Accounting Association. The Annual Business Meeting of the Academy has been scheduled to coincide with the Fall meeting of the Academy.

THE COSTING HERITAGE

The Costing Heritage: Studies in Honor of S. Paul Garner, Monograph No. 6 was published in 1991 by the Academy of Accounting Historians to honor Dr. Paul Garner on the occasion of his eightieth birthday and his contribution to accounting. The monograph is edited by O. Finley Graves of the University of Mississippi. Its contents include the studies primarily in the history of cost accounting and two tributes to Dr. Garner.

The monograph is priced at $15 for individual members and $20 for institutional affiliates. Orders and inquiries may be made to: The Academy of Accounting Historians, School of Accounting, James Madison University, Harrisonburg, VA 22807, USA. Checks should be made out to The Academy of Accounting Historians and accompany the order.
ANNUAL BUSINESS MEETING
IN
NOVEMBER

Beginning this year, our Annual Business Meeting will not be held during the Annual AAA Meeting but instead moved to the Fall and held in conjunction with the Academy’s annual Fall research conference. Holding the business meeting in the Fall rather than Summer is more in line with the Academy’s fiscal operating period which is a calendar year.

The 1992 Annual Business Meeting of the Academy of Accounting Historians will be held on November 22 at the Hilton North Hotel in Worthington (Columbus), Ohio. The meeting will be in conjunction with the Accounting Hall of Fame Conference (same location) on November 20-21 which is being co-sponsored by Ohio State University and the Academy. An agenda showing the time and meeting room for the 1992 Annual Business Meeting will be mailed to you this Summer.

The title of the Hall of Fame Conference is "U.S. Accounting: 1965-1990 An Oral History Format." Prominent leading individuals from the academic professions, corporate management, and public accounting will present their perspectives in a question and answer format. Details about the program will be made available this Summer. A limited number of spaces are available for Academy members who contact me by September 1. These spaces will be filled on a first come-first served basis.

Sincerely,

Ashton C. Bishop

AN ANSWER TO A QUERY

In the Fall 1991 issue of The Notebook, Professor Louis Goldberg inquired concerning the identity of Stephen W. Gilman and his relation, if any, to Stephen Gilman. As a result of responses from Steve Zeff, Robert Bloom, and Thomas Robinson to Professor Goldberg or to the Editor, the answer appears to be at hand.

Stephen Warren Gilman retired in 1928, after twenty-five years as professor in the School of Commerce at the University of Wisconsin. Professor Gilman had worked eighteen years in business and six years in the practice of law before beginning a career in education at the University of Wisconsin. His career also included significant service on a number of governmental boards and commissions. At his retirement, he is credited, along with Henry Rand Hatfield, with being a leading contributor to the achievement of commercial education in universities.

Professor Gilman was a member of the American Economic Association, the University Instructors in Accounting, Wisconsin Society of Certified Public Accountants, the American Society of Certified Public Accountants, Phi Delta Phi, Beta Gamma Sigma, and Sigma Phi. He passed away on June 2, 1930, survived by his wife and son, Stephen Gilman, Jr.

Stephen Gilman, author of Accounting Concepts of Profit and other books, is identified as the son of Stephen W. Gilman. From the information received, it appears that neither the father nor the son have received adequate recognition for their contributions.
THE ACADEMY THANKS HENRY

Laurie Henry of Cambridge, Maryland, who is working on a doctoral degree in accountancy at The University of Mississippi, was recently recognized for her contributions to The Academy of Accounting Historians. Dr. O. Finley Graves, an associate professor in the Ole Miss School of Accountancy, presented Ms. Henry with a briefcase on behalf of The Academy. Ms. Henry assisted in producing the book *The Costing Heritage: Studies in Honor of S. Paul Garner* for The Academy and helped to organize The Academy's recent international forum on accounting research methods that was hosted by Ole Miss. Ms. Henry also serves as an associate editor for the *Accounting Historians Journal*.

BERGEVARN RECEIVES ACADEMY RESEARCH GRANT

The 1992 Graduate Research Grant is awarded to Lars-Eric Bergevarn of the Gothenburg School of Economics and Commercial Law in Gothenburg, Sweden. Bergevarn's research study is entitled, "Accounting Norms In Motion — Some Conclusions Out of Three Case Studies In Accounting History," and is in the areas of cost and municipal accounting. Recognition and presentation of the award is planned for the First Annual Academy Reception on Sunday, August 9, 1992, in Washington, D.C.

The Graduate Research Grant was established in 1991 as means to encourage and support research in accounting history in graduate programs. An ad-hoc committee of Academy members was established to select the winner from the proposals submitted.
CALL FOR MANUSCRIPTS

The Accounting Historians Journal encourages you to submit papers on subject matter related to the development of accounting thought and practice. Papers on biographical subjects and on historical method are also acceptable. Guidelines on research and a guide for submitting manuscripts may be found in The Journal or may be obtained from the Editors.

Manuscripts must be in English and of acceptable style and organization for clarity of presentation. The manuscript should not exceed 7,000 words. An abstract of not more than 200 words should separately accompany the manuscript. A submission fee of $32 (U.S.) is required of non Academy members, and $15 for Academy members. More detailed information concerning additional requirements regarding style, content, and the submission requirements is included in the guidelines mentioned in the previous paragraph.

Submit Manuscripts to:
Dale L. Flesher
The Accounting Historians Journal
School of Accountancy
University of Mississippi
University, Mississippi 38677
(601) 232-7623

For Information and Other Matters, Contact:
William D. Samson
The Accounting Historians Journal
Culverhouse School of Accountancy
University of Alabama
Box 870220
Tuscaloosa, Alabama 35487-0220
(205) 348-2903

TALK ABOUT MEMBERS PREVITS AWARDED

Dr. Gary John Previts, professor at Case Western Reserve University and a past president of The Academy of Accounting Historians, was presented the 13th annual Joseph A. Silvoso Faculty Award of Merit by the Federation of Schools of Accountancy. This award was presented to Dr. Previts at the Federation's fifteenth annual meeting, December 8-10, 1991.

MIRANTI RECEIVES PRIZE

The Newcomen Society announced that Paul J. Miranti, Jr., assistant professor of Accounting, Rutgers University School of Business was winner of the Newcomen Prize for the best overall article published in the Business History Review in 1989. His article, "The Mind's Eye of Reform: The ICC's Bureau of Statistics and Accounts and a Vision of Regulation, 1887-1940," appeared in the Autumn issue. Winning authors received a scroll and a cash award.

THE ACCOUNTING HISTORIANS NOTEBOOK

The Academy of Accounting Historians
School of Accounting
James Madison University
Harrisonburg, VA 22807

Editor: Elliott L. Slocum
School of Accountancy
Georgia State University
University Plaza
Atlanta, Georgia 30303

The Accounting Historians Notebook, Spring, 1992
Published by eGrove, 1992
THE ACADEMY OF ACCOUNTING HISTORIANS

Trustees And Officers Meeting
Chancellor's Dining Room
University of Mississippi
December 8, 1991


8:05 a.m.: The meeting was called to order by President Lee Parker.

1. President Parker began the meeting by welcoming Barry Huff, newly elected trustee, to his first meeting and Dan Jensen who was attending for President-elect Tom Burns.

2. Finley Graves was commended for doing an outstanding job in organizing and running the Academy of Accounting Historians Accounting History Research Methodology Conference (AHRMC) just concluded at the University of Mississippi.

3. Treasurer Ross Tondkar reported that the Academy's financial health is good. He indicated that expenditures for the AHRMC may be over budget by 10%. If this turns out to be the case, the matter should be handled by Tom Burns the incoming President. Also, Tondkar reported that Ernst & Young will have completed their three year commitment to do our annual audit with the completion of the 1991 audit.

4. Secretary Ashton Bishop indicated that Paul Gerhart (AAA) has informed him that it presently looks as if meeting space can be made available at the Sheraton Washington Hotel (AAA headquarters hotel) for the Academy's August 1992 activities. These Sunday, August 9 activities are: 1) a Trustees and Officers Meeting from 9:00-noon, 2) a past presidents dinner from 6-8 p.m., and 3) a reception from 8-10 p.m. Dick Vangermeersch was appointed to head up a task force to plan and coordinate the details associated with the reception.

The Annual Business Meeting will be held each year in conjunction with the Academy's annual Fall research conference. The 1992 meeting and conference will be held in connection with the Accounting Hall of Fame event at Ohio State. Specific dates and times will be forthcoming.

5. Tonya Flesher (President-elect 1992) will write the AAA 1992 President-elect (Gary Sundem) in February to provide a list of persons familiar with historical research who could be of assistance in reviewing papers for the 1993 annual program.

6. Dan Jensen reported that Tom Burns plans to continue all the existing committees and appointments in 1992 unless he receives specific requests from individuals to be released with respect to Lee Parker's document relating to committee terms and procedures. Tonya Flesher indicated that Burns is following the proposal defacto. Flesher
will report at our May 1992 meeting what her 1993 plans are and, using Parker's proposal as a guideline, recommend a committee terms and procedures model (who, what, when, how) that the Academy might adopt for the calendar.

7. Al Roberts will present a compendium of past trustees and officers meetings at a 1992 meeting.

8. Gary Previts is working with the idea of continuing the publication of the biographies of notable accountants series. He will report on this at a later date. Also, Previts is continuing to pursue the idea of working with the AICPA (Rick Elam) to coordinate a possible program with Academy involvement in connection with the 1996 CPA Centennial. Dick Vangermeersch noted that the Northeast AAA will be held in New York City in April 1996 which may offer an additional vehicle.

9. Dan Jensen distributed a copy of Tom Burns' presidential plans for the Academy during 1992. His plans were well received by those present. (A copy of his plans is published in the Fall, 1991, Notebook.)

10. The Spring 1992 Trustees and Officers Meeting will be held in conjunction with the Ohio AAA on May 1-3 in Dublin/Columbus. Gary Previts will work with Ashton Bishop to see that the appropriate Academy members get on the Ohio AAA mailing list.

11. Lee Parker distributed his proposal regarding procedures to be followed for proposed Academy conferences. Elliott Slocum made a motion that Parker's Academy Conference Proposals be adopted by the Academy as amended. Al Roberts seconded the motion. The motion passed unanimously. A copy of the Academy Conference Proposals as amended is attached.

12. Lee Parker presented details from the Economic History and Business Society regarding the Academy's interest in co-sponsoring a conference with them on April 23-25, 1992. Stan Salvary (member of the North American Research Committee) through Ross Steward had inquired about this possibility at our August, 1991 meeting. While it was felt that the Academy could not enter into a co-sponsorship at this time, we would publicize their meeting to our members in the Notebook.

13. Elliott Slocum reported that the Fall issue of the Notebook should be out shortly. Ed Coffman asked a question regarding copyright procedures. Slocum will adopt the form and procedures followed by the Accounting Historians Journal. With respect to the printing of the Notebook, Slocum would like to continue the present arrangement but will monitor the situation.

14. Richard Vangermeersch has undertaken a mailing to U.S. and non-U.S. schools publicizing the Graduate Research Grant in Accounting History. Elliott Slocum will publish an announcement in each issue of the Notebook concerning the grant as this is an ongoing award.

15. The future of the Academy's booth display at the annual AAA meeting was discussed in that Pete McMickle has asked to be relieved of this responsibility. The consensus was that the booth should be continued and be the responsibility of an Academy member who resides in the vicinity of the location of each year's AAA meeting. In this connection, Tom Burns should write Sharon Moody to see if she would chair and establish a committee of approximately four individuals to plan and oversee the booth display in Washington. At least one committee member should be from San Francisco.
area. This individual would chair and establish the 1993 committee.

16. A motion was made to formally acknowledge and thank Pete McMickle and his wife, Joanne, who have performed a valuable service and have done an excellent job over a long period of time with respect to the Academy's display booth at the annual AAA meeting. The motion was seconded and passed unanimously.

17. Since the Academy has a past presidents dinner each year at the annual AAA meeting, it was agreed that there is no need to establish a formal council of past presidents at this time.

18. Larry Kreiser was mentioned as a possible successor to Ashton Bishop as Secretary. Dick Fleischmann was mentioned as a possible successor to Bishop or Ross Tondkar as Treasurer. Gary Previts will contact them to ascertain their interest.

19. Lee Parker indicated that Professors Tom Lee and Haim Falks have expressed a desire to become actively involved in the Academy. Their interest will be passed on to Tom Burns.

20. A motion was made to create a Life Membership Committee composed of Dick Vangermeersch, Gary Previts, and Paul Garner. The motion was seconded and passed unanimously.

21. Gary Previts inquired about what is being done to coordinate history activities at regional AAA meetings. The President-elect should write a letter in May to each AAA Regional Program Coordinator for next year's program offering to review history papers. Papers when received would then be forwarded to an Academy Regional Program Coordinators for review. Alternatively, the President-elect could appoint a Regional Program Chairperson to oversee the process (appointing Academy Regional Program Coordinators, contacting AAA Regional Program Coordinators, and reviewing history papers). The latter alternative is currently being followed.

22. Lee Parker reported that David Cooper had approached him and indicated that the AAA Public Interest Section was interested in conducting a CPE session with a history strain before the AAA annual meeting in Washington. Dan Jensen thought that Tom Burns might be planning an oral history session. In any event, no conflict exists between the two possible CPE sessions.

23. Lee Parker has written the European Accounting Association expressing Academy support for the 1994 Pacioli celebration.

24. The Academy has completed its promotion of the Sixth World Congress of Accounting Historians (Kyoto, Japan - August 20-22, 1992) with respect to the call for papers. General promotion to encourage attendance will continue where possible. Gary Previts and Al Roberts will communicate with the Canadian delegation to reaffirm their sponsorship of the 1996 congress and make sure they are present in Japan to promote it.

25. The table of contents for the Fall issue of *The Accounting Historians Journal* Volume 18, No. 2 was distributed by Bill Samson. Dale Flesher indicated that things were progressing routinely. Patti Mills has five completed book reviews in hand and five more in process.

26. Bill Samson reported that 200 additional copies of *The Accounting Historians Journal* Volume 17, No. 2 are being printed along with the current issue. These are replacements for copies never received by the Academy.

27. Finley Graves indicated that work is progressing on Monograph No. 7 (Roger Motyka's annotated bibliogra-
phy of works on accounting in pre-revolution Russia. It is a rather large work - Volume 1 is on hand and Volume 2 is expected by January 31, 1992. The Monograph should be forthcoming in 1992 through Garland Publishing Company. Graves reported that the Peragallo manuscript is still under consideration and he has one new proposal under consideration. With respect to the recently issued Garner Monograph, Graves will present a status report on sales at our next meeting.

28. Finley Graves recommended that the Academy give a gift (leather briefcase) to Eleanor Henry in appreciation for her outstanding assistance in helping Graves with the AHRMC. A motion was made and seconded to accept the recommendation. It passed unanimously. Also, Lee Parker will write her a letter of appreciation.

29. Gary Previts reported that Accountics will be the next addition to the Classic Series.

30. Bill Samson presented a letter from Tom Lee regarding a possible Accounting History Seminar to be held in Edinburgh in connection with the Scottish Chartered Accounting Historians. Lee would like to see this developed in conjunction with the Academy. A motion was made to support the idea in principle. The motion was seconded and passed unanimously. Samson will ask Lee to provide more details in writing at a future meeting. Lee should attend the Trustees and Officers Meeting to present the proposal if possible.

31. Barbara Merino and Lee Parker suggested the following meeting format: 1) Spring meetings should focus on major items of strategic importance, 2) Summer meetings should focus on important urgent business, and 3) Fall meetings should focus on committee reports. It was agreed that these focuses will be adopted for meetings held after 1991.

32. Michael VanBreda suggested a future research on education. This will be discussed at a later date.

33. Al Mayper presented his final report for the first PhD Consortium in the Southwest Region which was held in Houston this past March. It was extremely successful and met all the goals of the Academy. He reported that a mechanism, independent of the Academy, has been established to continue the consortium each year. While there are no guarantees, there is a reasonable basis to conclude that future consortiums will have a history component. Mayper was thanked and given a round of applause for his excellent work.

34. Barbara Merino suggested that maybe Tom Burns (and future presidents) may want to consider starting a consortium in a region that does not have one. There is a need to increase our representation on the West coast and this may be an avenue.

35. The meeting adjourned at 12:10 p.m.

Respectfully Submitted,
Ashton C. Bishop
Academy of Accounting Historians
December 31, 1991

(Attachment 1)

ACADEMY CONFERENCE PROPOSALS

1. A written proposal to be prepared by the intending conference organizer.

2. Proposal to include:
   (a) Conference title.
   (b) Conference purpose.
   (c) Intended format.
   (d) Proposed presenter/audience types and size (general description only).
   (e) Proposed location.
   (f) Brief outline of costs and funding requirements.

3. Proposal to be agreed to by President and President-elect.

4. Proposal then to be laid before trustees and officers meeting for final approval.

5. Timing - normally 18 months minimum advance notice if Academy funding is to be asked for from the Endowment Committee.
Ruth S. Leonard co-authored with Harry C. Bentley the *Bibliography of Works on Accounting by American Authors: Vol. I, 1796-1900* in 1934 and *Vol. II, 1901-1934* in 1935. These volumes were reprinted in 1969 by Augustus M. Kelley as one volume. While I was conducting research at Bentley College, John C. Cathcart, Archivist at the college, provided me some of Ruth Leonard's notes on the *Bibliography* and a video-taped interview of her conducted by Mr. Cathcart and Professor Robinson Smith of Bentley College. Mr. Cathcart also arranged for me an interview with Ms. Leonard and prepared a video-tape of the interview. As the previous interview did not discuss Harry C. Bentley as an accounting historian, my questions of Ms. Leonard were oriented to that issue.

Ms. Leonard started work for Bentley College as research director in October of 1930. She graduated with a degree in library science from Simmons College in 1928 and stayed as an assistant in the library school for the next two years, working for June Richardson Donnelly — director of the School of Library Science at Simmons.

Bentley taught accounting at Simmons college from 1909 through 1912 and must have then known Ms. Donnelly, for he called her asking for a librarian to work on a major project of American authors in bookkeeping and accounting. Ruth was in Ms. Donnelly's office at the time of Bentley's call. Ruth was hired after an interview by Bentley.

Bentley had published in 1929 a pamphlet entitled, *A Brief Treatise on the History and Development of Accounting*. "In the months before Mr. Bentley hired me, he probably had an accounting graduate looking up dates of births and deaths of the authors of the books on bookkeeping he had collected to determine that they were American. Apparently, the graduate was not successful, and Mr. Bentley realized he needed a trained librarian to do the necessary research," she said.

Bentley based his 1929 work on accounting and bookkeeping books from his extensive library. He also had a file of Library of Congress catalogue cards for 19th Century authors of works on bookkeeping published in this country. These cards were sent to him by the Library of Congress. "In those days," Ruth said, "the Library of Congress would send you a copy of its catalogue cards on various requested books and also send you all catalogue cards by subject."

Bentley thought the assignment would be completed in two months. At the end of two months, Bentley realized that Ruth needed to visit libraries, Bureaus of Vital Statistics, and other sources of information. When she examined the records at the Library of Congress, Ruth discovered that Bentley's file of Library of Congress cards did not include all the works and editions of works on bookkeeping that were at the
Library. (It was Library of Congress practice to select titles for which cards would be published.) During her research, Ruth identified many editions which were unrecorded at the Library of Congress. One reason was that the early American authors were itinerant teachers, who published new editions in each city in which they settled.

Many titles of works were copyrighted but never published. Bentley assumed (as Ruth had) that all books copyrighted were published, as they are today. He was delighted that Ruth found all the titles copyrighted for which extensive research revealed no publications.

Ruth said, "He really had no idea of the scope of the project, as the project took four years to complete." No wonder as one can note from the explanations in the preface and introductory chapter to Vol. I.

...In the course of her research she examined bibliographical data and works on accounting in public libraries, private libraries, subscription and society libraries, and business and technical libraries in many of the large cities throughout the country; .... In addition, she examined the Union Catalog and every other source of pertinent bibliographical information available (iii).

A special effort was made to establish the correct dates of birth and death for every American author listed. In addition to a search of secondary sources of biographical information such as biographical dictionaries, college necrologies, printed genealogies, local histories, and city directories, much research was undertaken by means of correspondence, scrutiny of original records, and personal visits ...(vi).

Since the indices to the copyright record books are incomplete and inadequate, it was necessary for the period from 1790 to 1900, inclusive, to make a page-by-page search of over one thousand copyright record books of the district courts, the Department of State, the Patent Office, and the Library of Congress. The search of the copyright deposits in reserve storage necessitated the examination of over eight thousand articles, including books and unbound material (Bentley and Leonard, xviii).

Ruth's notes on the background of William Mitchell, the person she and Bentley identified as the first American author of a bookkeeping and accounting text, illustrated the excellent sleuthing done by her. She remembered, "Mr. Bentley was so proud of what we had accomplished that he offered $100 to anyone who found a book on bookkeeping not in the bibliography. I don't remember where or in what way he made this offer. In any case, he never had to pay it."

She took an elementary accounting course to help her recognize "a work on accounting," as Bentley defined it. However, she periodically met with Bentley for his decision on books to include in the bibliography. "He made the final decision," she stated.

I then asked why Bentley had stressed "American" and had omitted "math books" from the bibliography. Ruth believed that Bentley reflected the dominant feelings at the time in his pride and in the dominance of his country. For instance, Bentley was actively collecting American paintings, as well as American books on bookkeeping and accounting. Ruth said that excluding math books from the bibliography was necessary to limit the scope of the project.

"Mr. Bentley had an extremely lively mind, great intellectual curiosity, and a very analytical mind," Ruth said. "We both
were very analytical and, hence, we developed a very good working relationship," she remembered. Ruth did not know the reason for Bentley's passionate love for acquiring American accounting and bookkeeping texts, as he apparently had started his collections some time in the early 1900's. It was more than just casual interest, Ruth thought, as Bentley once said he started collecting books on bookkeeping when he was so poor he ate at Childs restaurants.

My previous research on Bentley indicates that his passion to collect accounting and bookkeeping texts may have resulted from three circumstances. First, Bentley, early in his education, about 14 years of age, discovered bookkeeping. From his first reading of Meservey's Bookkeeping, Bentley was captivated by bookkeeping. He mastered it although his academic performances at various schools was mediocre. Second, Bentley at the age of 21 founded a commercial school, in which he taught bookkeeping. Third, Bentley was exposed to some of the great minds in accounting and business during his program at the New York University School of Commerce, Accounts and Finance - Charles Waldo Haskins, Charles E. Sprague, Ferdinand William Laffrentz, Anson O. Kittredge, Frederick A. Cleveland, and Edward Sherwood Mead [Lockwood, 1938, p. 142].

Perhaps a key question for today's researchers is what was Bentley's motivation for this project. Ruth believed that Bentley wanted to be known as an historian of accounting and wanted to have his name perpetuated both in the bibliographies and by his donation of his collection of about 300 books to the Boston Public Library, rare books section. "There certainly was a prestige factor present, but you must never lose sight of his enthusiasm and his absolute delight every time I discovered something he didn't know," Ruth stressed. She said that the project was to be only one volume. Volume two was an afterthought, which involved much less work, except for the segment on "Uniform Systems of Accounting."

During the interview, I inquired about the cost to Bentley (and the Bentley School of Accounting and Finance, then a proprietary school) for this five year project. Ruth estimated the cost to be about $20,000 for her salary, travel costs [she frequently stayed with friends and relatives during her 16 month stay in Washington, several months in New York, and many other trips], and the printing of 2,000 copies of both volumes. "This was a lot of money then and was spent during the Great Depression," Ruth said. "Mr. Bentley once offered me a painting by Edward Hopper as a payment of my salary, but I needed the money then. Bentley priced the book at $3.50 for Volume I, and $4.50 for Volume II, and $7.50 for the set. Only 200 sets were sold, and we then proceeded to ship them complementarily to university libraries and to large public libraries. Mr. Bentley then shipped a copy of Volume II to past graduates of the Bentley School of Accounting and Finance."

Bentley wrote this to Ruth on March 9, 1937. In response to her resignation, "I think I told you that you would receive a bonus at the close of the school year. It will bring your earnings for the year to $2,000 or more. I realize that you have been underpaid. But during the depression years we had to cut corners, and our venture in the field of bibliography was not what might be called a profitable one, even though it was an achievement of importance in other respects."

Ruth's last two years at the Bentley School, 1935-1937, were spent in administrative work. She concluded that Bentley
was not going to follow-up on her work and prepare selected biographies on the American authors. In the letter reacting to her resignation, he also wrote "During the next two or three years it will be necessary for me to restrict my writing to material for classroom instruction. After that, I hope to be able to devote my entire time to the history. And by then perhaps you will have had enough of teaching, and will be interested in again joining forces with me. I hope so." Ruth left in June, 1937, for a long and distinguished career as a professor of Library Science at Simmons College and retired in 1971.

From 1937 through the late 1950's, she continued to buy books for Bentley and did some research for him in 1957 on Pacioli, for which Bentley noted her efforts as co-author on a brief treatise on Pacioli. Ruth is still active today as a volunteer archivist for two organizations.

During my review of Ruth's notes, I was most fascinated by the material on James Arlington Bennett. Ruth said that he was the most interesting of the authors, and she thought Bentley also was most fascinated by Bennett — a physician, lawyer, and bookkeeping writer. I hope that more can be done with Ruth's notes on Bennett.

Bentley and Leonard were quite a team. Harry C. Bentley certainly deserves more credit than he has received as an accounting historian. His interest in accounting history led to the spending of a considerable sum of money for the completion and publication of the bibliographies and various pamphlets, and for a collection of books, which were donated to the Boston

continued on page 20

Success Story: continued from page 1

duction to the real meaning of "tacky," particularly "Southern tacky" collectibles. All dinner participants now have a much better insight to giftshop browsing, and if Dr. Wilson's guidelines are followed, we should be able to greatly improve our tacky collections.

The conference was such as success that more people registered than were printed conference papers. Finley has requested that anyone with a set of papers they do not want to keep consider donating the set of papers to him. He has a need for additional copies.

Anyone interested in a copy of one of the papers should contact the author(s). The papers presented at the conference were:

Critiques of Accounting History Research I
"Historical Explanation in Accounting Research"
Michael F. Van Breda, Southern Methodist University

"On the Proliferation of Accounting Histories"
Christine Cooper, University of Strathclyde
Tony Puxty, University of Strathclyde

Discussant: Ed Arrington, Louisiana State University

Critiques of Accounting History Research II
"Accounting History and Empirical Research"
Barbara D. Merino, University of North Texas
Alan G. Mayper, University of North Texas

"A Critique of the New School in the History of Accountancy' by Accounting History: The Paradigms of Depreciation and Price Calculation"
Dieter Schneider, Ruhr-University Bochum

Discussant: Trevor Hopper, University of Manchester

Antipodean Critiques
"Hierarchy and Ideology as Accounting Generators: The Case of Municipal Accounting in Sweden and Norway"
Lars-Eric Bergevarn, Gothenburg School of Economics
Frode Mellemvik, Bodo Graduate School
Olov Olson, Norwegian School of Economics and Business
"Inquiry into the Development of Ideas Tolstoy, Capra, the Tyranny of Reasonableness, and Uncommon Wisdom"
Frank L. Clarke, University of Newcastle
Discussant: Lee Parker, The Flinders University of South Australia
Michel Foucault and Accounting History
"The Influence of Michel Foucault on Historical Research in Accounting: An Assessment"
Peter Armstrong, University of Sheffield
"Accounting and the Construction of
Institutions: The Case of a Factory
Eamonn Walsh, New York University
Ross Stewart, Seattle Pacific University
Discussant: David Cooper, University of Alberta

On the History of the Profession
"Protection for Whom? Early Attempts to Legislate for the Registration of Accountants"
Moyra J. M. Kedslie, University of Hull
Alistair Preston, Boston University
Paul Scarbrough, Boston University
Robert Chilton, Boston University
Discussant: Patricia Arnold, University of Wisconsin-Milwaukee

Examining the Evidence: "Accounting Contracts and the Courts"
Patti A. Mills, Indiana State University
Michael R. Harmon, Indiana State University
Thomas Tyson, St. John Fisher College
Discussant: Richard Briston, University of Hull
Extensive research in accounting history is published in periodicals and books other than those of The Academy. The knowledge of these works can be of value to Academy members for personal development and research. Readers of The Notebook are encouraged to help the editor to locate the many publications involving accounting history which should be listed in this column. Readers in Asia and Australia may send their suggestions to Dr. Robert Gibson, School of Management, Deakin University, Victoria 3217 AUSTRALIA who graciously acts as intermediary.

Accounting History, Vol. 3, No. 2, 1991,
[Selected Articles]:
 George D. Thompson, "The Paton and Littleton Monograph: Landmark or Folly?" pp. 80-93.
 Robert Gibson, editor, "Chronological List of Books and Articles on Australian Accounting History," pp. 127-149. A list of 273 books and articles are provided in this chronology, unfortunately, too many to list in The Notebook.

WANTED MANUSCRIPTS AND ITEMS OF INTEREST

Anyone wishing to submit short article manuscripts, notes, cartoons, shaggy dog stories, letters to the editor, or other items to THE ACCOUNTING HISTORIANS NOTEBOOK should send the material for consideration to the editor, Elliott L. Slocum, School of Accountancy, Georgia State University, University Plaza, Atlanta, GA 30303.
ACCOUNTING HISTORY PAPERS AND PANELS PRESENTED AT REGIONAL AAA MEETINGS

MIDWEST
"The Adjudication of Accounting-Based Compensation Contracts in the Pre-1934 Period"
Patti A. Mills, Indiana State University
"The Writings of Jennie M. Palen: Pioneer Accountant, Historian, Poet"
Charles W. Wootton, Eastern Illinois University
Wanda G. Spruill, State University of New York at Geneseo
"The Ledger of the Company of Averardo De' Medici and Partners of Florence (1395)"
Alvaro Martinelli, Appalachian State University

NORTHEAST
"The Ledger of the Partnerships of the Covonis Florentine Merchants and Bankers (1336-1340)"
Alvaro Martinelli, Appalachian State University
"The Committee on Concepts and Standards and the Committee on Accounting Procedures"
Edward A. Becker, Nova University
"A Reexamination of Diversified Reporting Requirements of FAS #14 More Than 25 Years After Testimony by Dirlam In 1965 Before the Antitrust Subcommittee of the Senate Judiciary Committee"
Joel B. Dirlam, University of Rhode Island (Emeritus)
Richard Vangermeersch, University of Rhode Island
"A Brief History of the Northeast Region of the American Accounting Association"
Richard Vangermeersch, University of Rhode Island
Anthony T. Krzystofik, University of Massachusetts

SOUTHEAST
Gary John Previts, Case Western Reserve University
Richard Brown, Kent State University
"Management Accounting for the Early Twentieth Century Cooperage Industry"
Dan W. Swenson, University of Mississippi
Dale L. Flesher, University Mississippi
"A Review of Ship Accounting Methodology During the Nineteenth Century: An Annotated Bibliography"
Jan Heier, Auburn University at Montgomery
"Notes on the History of the Banco Di San Giorgio of Genoa"
Alvaro Martinelli, Appalachian State University

SOUTHWEST
"A Comparison of the Evolution of Accounting Institutions in Germany and the United States"
Mary E. Harston, St. Mary's University
"Historical Perspective of Professional Schools of Accountancy"
Mark Holtzblatt, Roosevelt University
Doris M. Cook, University of Arkansas
"The Committee on Concepts and Standards and the Committee on Accounting Procedure"
Edward A. Becker, Nova University
"A Review of the Implementation of 'True and Fair' Financial Reporting in France and a Sociohistorical Perspective"
Lawrence R. Hudack, St. Bonaventure University
Larry L. Orsini, St. Bonaventure University

continued on page 25
The Northeast Region American Accounting Association held its annual meeting in Portland, Maine on April 23-25, 1992. This was the first meeting ever held by the NERAAA in Maine in its forty-one year history. The meeting was hosted by Dr. Philip Jagolinzer, 1992 Program Chairman, and of the University of Southern Maine. As part of the annual meeting, four members were inducted into the NERAAA Hall of Fame. The four 1992 inductees were: Rae D. Anderson, retired professor Accounting, Bentley College, an original member of the group that held the first meeting in 1951; Abraham J. Briloff, Professor-Emeritus, Baruch College, CUNY, for numerous contributions of scholarly publications and presentations; Corine T. Norgaard, Professor, University of Connecticut, for contributions, participation and presentations at regional and national programs; and Mohamed Onsi, Professor, Syracuse University, for active participation, presentation, and leadership exhibited in regional programs. AAA President-Elect Gary L. Sundem participated in the induction ceremonies, and presented certificates to each of the inductees. Also present at the induction was Robert N. Anthony, Professor Emeritus, Harvard Business School, a 1991 Hall of Fame inductee who was not able to be present at last year's induction.

An updated history of the NERAAA entitled "A Brief History of the Northeast Region of the American Accounting Association 1951-1992" by Richard Vangermeersch of the University of Rhode Island and Anthony T. Krzystofik of the University of Massachusetts-Amherst was presented to the program attendees. Individuals who would like a copy of the NERAAA history can get a copy by writing or calling Dr. Richard Vangermeersch, 316B Ballentine Hall, University of Rhode Island, Kingston, RI 02881, telephone (401) 792-4338.
THE SIXTH WORLD CONGRESS OF ACCOUNTING HISTORIANS

Accounting History: Tradition and Innovation for the 21st Century

August 20-22, 1992
Miyako Hotel - Kyoto Japan

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Faculty of Business
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3-3-138, Sugimoto, Sumiyoshi
Osaka 558 JAPAN
*FAX 011-81-6-605-2200

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Interview: continued from page 13

Public Library. Ruth deserves much credit as a trained librarian and sleuth of exceptional talent. Ruth also realized the importance of her notes which she donated through John Cathcart to Bentley College. A personal thanks to Ruth for your time and efforts in the field of the history of accounting and for granting an interview.

REFERENCES:

Bentley, H.C. A Brief Treatise on the History and Development of Accounting, (Boston: The Bentley School of Accounting and Finance, 1929, 31 pages.)

Bentley, Harry C., Brief Autobiography, in manuscript form at the Archives at Bentley College.


Bentley, Harry C. and Ruth S. Leonard, Vignette on Pacioli, Bentley College, November 1, 1957, 1 page.


Leonard, Ruth S., Collection of notes and letters, donated to the Archives of Bentley College in Waltham, Massachusetts.

Leonard, Ruth S., Interview with John Cathcart, Archivist, and Professor Robinson Smith, Nov. 26, 1990, videotape at the Archives of Bentley College in Waltham, Massachusetts.


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CONFERENCES, PERIODICALS, AND THINGS

CONTINUING AGENDA FROM FALL, 1991, NOTEBOOK —

American Accounting Association 1992 Annual Meeting is to be held in Washington, D.C. on August 9-12, 1992.

Seventh International Conference on Accounting Education is scheduled for October 8-10, 1992, in Arlington, Virginia.

XIV World Congress of Accountants will be held in Washington, D.C. on October 11-14, 1992.

The festive preview visit to Sansepolcro by The Pacioli Society in preparation for the 1992 Quincentennial is scheduled for September, 1992. Tentative schedule begins on September 8, with departure from the USA to Rome.

A NEW BOOK OF SPECIAL INTEREST

Denise Schmandt-Besserat, Professor of Middle Eastern Studies at the University of Texas at Austin, has a new two volume study which should be of particular interest to accounting historians. The study is entitled, Before Writing. Volume I: From Counting.
to Cuneiform and Volume II: A Catalog of Near Eastern Tokens. The study is currently expected to be published in May, 1992, by the University of Texas Press.

The announcement of the study indicates that Schmandt-Besserat offers convincing evidence that the beginning of writing in the Near East was not a sudden and spontaneous invention as previously thought. Rather, writing was the outgrowth of thousands of years of experience at manipulating symbols.

Following the rise of agriculture around 8000 B.C., a system of counters or tokens appeared which were used to count and account for various agricultural products for which the tokens represented. The tokens were small, geometrically shaped clay objects. These counters were used until their representations became impressions in clay. It is from these impressions that cuneiform script, the first written language in the western world developed.

This study should raise some interesting points about the relationship of accounting and writing. Particularly, the traditional position of Littleton that the development of writing was necessary for the development of accounting.

CONFERENCE ON ACADEMIC KNOWLEDGE AND POLITICAL POWER

The University of Maryland at College Park, Department of Sociology, is sponsoring a multidisciplinary, international conference on "Academic Knowledge and Political Power." The conference will be held at the university on November 20-22, 1992. All interested in this conference should contact Professor Richard Harvey Brown, Department of Sociology, UMCP, for further information.

A NEW SERIES CALLS FOR PAPERS

The new Sage Publications, Inc., Race and Ethnic Relations Series, is soliciting manuscript proposals and manuscripts for contract consideration. The editors are especially interested in publishing manuscripts which offer new theoretical insights and innovative methodological applications in the race and ethnic relations field. Interdisciplinary and comparative perspectives are highly welcomed. For an initial evaluation, please send a letter detailing the particulars of the proposed book, monograph, or anthology to: John H. Stanfield II, Department of Sociology, Box 8795, College of William and Mary, Williamsburg, VA, 23187-8795.

A CALL FOR PAPERS IN SOCIAL POLICY

Research in Social Policy publishes theoretically informed interdisciplinary analyses of the values, attitudes, beliefs, politics, and organizational contexts of policy makers and their impacts on target populations and problems. Critical theoretical and methodological perspectives are encouraged. December 1, 1992, is the deadline for Volume IV: "Science and Technology Policy Studies" and June 15, 1993, is the deadline for Volume V: "Medical and Health Policies." Manuscripts should not exceed 40 pages, including notes. Send papers and inquiries to the general editor: John H. Standfield II, Department of Sociology, College of William and Mary,

ENCourage doctoral students to join the academy at the special student rate of $7.50 per year

The Accounting Historians Notebook, Spring, 1992
Published by eGrove, 1992
ACCOUNTING ENQUIRES

Accounting Enquires is a new research journal devoted to the study of accounting and accounting related issues. The journal will publish articles in, but not limited to, the following areas: accounting theory and practice, accounting history, auditing theory and practice, standard setting, and behavior issues in accounting and auditing. The journal expects to provide a forum for scholarly debate and exchange of ideas. No paradigm will be espoused by this journal. Articles will be referred double blind. For further information, contact Stanley C. W. Salvary, Canisius College, Buffalo, NY 14208 or Business Manager, Stanversal Publishing, 117 Courtlands Dr., Scarborough, Ontario, Canada M1B4N1.

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FOOTNOTES

The following represent short items submitted for your interest by the respective authors.

AN ACCOUNTANT AS DESCRIBED IN 1860 SICILY

by

Dr. Paul Garner
Dean Emeritus
University of Alabama

The fascinating historical novel by the Sicilian author, Giuseppe D. Lampedusa, entitled, The Leopard, vividly describes the feelings and final acceptance by the people of Sicily of the consolidation of the various kingdoms and provinces of the Italian Peninsula into one kingdom under the rule of King Victor Emmanuel. There is an unusual scene and description of an accountant on pages 44 and 45 of the book.

A prince of Sicily named Fabrizio had engaged as his accountant the services of Don Ciccio Ferrara. In this episode of the novel, the Prince has asked the accountant to come to his mansion and make a report. Lampedusa describes the episode in these words:

But he (the Prince) was soon exiled from these stellar realms. In came Don Ciccio Ferrara, the accountant. He was a scraggy...
little man who hid the deluded and rapacious mind of a "liberal" behind reassuring spectacles and immaculate cravats. That morning he looked brisker than usual; obviously, the same news which had depressed Father Pirrone (the spiritual advisor to the Prince) had acted as a tonic on him. "Sad times, Your Excellency," he said after the usual ritual greetings. "Big troubles ahead, but after a bit of bother and a shot or two things will turn out for the best; then glorious new days will dawn for this Sicily of ours; if it weren't that so many fine lads are sure to get killed, we should be really pleased."

The Prince grunted and expressed no opinion. "Don Ciccio," he said then, "the Querceta rents needs looking into; we haven't had a thing from them for two years."

"The books are all in order, Excellency." It was the magic phrase. "I only have to write to Don Angelo Mazza to send out collectors; I will prepare the letter for your signature this very day."

He went to turn over the huge registers. In them, with two year's delay, were inscribed in minute writing all the Salina accounts, except for the really important ones. When he was alone again, the Prince waited a little before soaring back through the clouds. He felt irritated not so much by the events themselves as by the stupidity of Don Ciccio, whom he sensed at once to represent the class which would now be gaining power. "What the fellow says is the very contrary of the truth. Regretting the fine lads who're sure to die!"

Lampedusa refers to the battles led by Garibaldi, who is usually given much credit for unifying Italy. The interpretation of this scene regarding the character of the Don Ciccio and Fabrizio is of course left to you.

THE HOPEDALE COMMUNITY AND COCOA

by

Garry Favel
Doctoral Student
Deakin University

There have been numerous publications providing historical support for Professor Ray Chambers' proposed means of asset valuation — CoCoA (Continuously Contemporary Accounting). Wells and Dean [1982] compiled an anthology of writings from the Twentieth Century and some earlier works, which advocate the adoption of selling price valuations. Chambers and Wolnizer [1991] provide evidence that during the early Nineteenth Century in the United Kingdom, selling prices were considered paramount to providing a "true and correct view" of financial affairs. In addition, several publications have provided a historical view of accounting methods utilized by religious communes. Faircloth's article about the importance of accounting to the Shakers [1988] and the expose by Flesher and Flesher on the managerial accounting of the Rappites [1979] are examples. This note shall attempt
to connect these two areas of research by directing attention to the valuation methods adopted by the Hopedale Community.

The Hopedale Community was established in January, 1841, based on the principles of practical Christian ethics, amidst an era described as being full of "enthusiasm for humanity." [Heywood, 1987, p. iii] Amongst its most well known members was Adin Ballou who was initially elected the Secretary and later President of the Fraternal Community. The first annual meeting in January, 1842, included an address by the President. The address included financial reports for the previous year, a forecast for the coming quarter, and a general overview of segmental financial performance.

In the thirteenth annual report on January, 1854, it was noted that "... a new basis for valuation for Community property was established at this time, the former one being adjudged too high as compared with that upon which the estimates of similar property similarly conditioned elsewhere were made." [Heywood, 1987, p. 250] This prelude was deemed necessary to explain the decline in community wealth (due to the valuation method adopted), despite claims from the Executive that most of the interests had performed well. "It simply is due to the fact that inflated values - values determined by regarding simply the relation of property to business - what it would be worth to use - gave place to market values - what it would bring if offered for sale." [Heywood, 1987, p. 250] The President's Report also included an assessment of the change in asset values over the previous decade, and despite the deflating effect of valuing property at selling prices, healthy gains were still reported. In light of the fact that it diminished from the attractiveness of the content of the financial reports, the decision to implement at Hopedale a valuation method similar to that of CoCoA may be considered a bold one. According to the constitution, the stockholders were also entitled to a dividend of up to four percent per annum, depending on the financial results. Attempts to rationalize valuation methods in what was seemingly a turbulent environment should be commended, to ensure that dividends were not paid out of profits that did not exist.

The Hopedale Community was dissolved in January, 1868. Valuation of assets at selling prices enabled the Executive and community members to have an up to date view of their affairs, to aid and facilitate decision making, which was considered important even in a communistic society. The importance of which is indicated in President E. D. Draper's comments in his annual report on January 9, 1856, that every family should know "... just where they stand in respect to the means and resources of substance, and to their worldly possessions." [Heywood, 1987, p. 285]

References:
COMER'S INITIATORY COUNTING-ROOM

by

Elliott L. Slocum
Georgia State University

George N. Comer was a practitioner and educator in Nineteenth Century Boston. He established a proprietary school, Comer's Initiatory Counting-Room, in 1840 in Boston and taught commercial writing, arithmetic and bookkeeping. He also taught navigation at the same address, 139 Washington, in what was advertised as the Comer's Nautical Institute. Comer's enterprise, which later was named Comer's Commercial College and located at 323 Washington Street, is indicative of the origins of accounting education in the United States. The proprietary schools provided the primary means of accounting education to well into the Twentieth Century.

Comer states in his 1869, text that, "This Institution, the original of all Commercial Colleges, having been for twenty-nine years past under the same management, and attended by upwards of fifteen thousand students, possesses the confidence of the community, and has thereby peculiar facilities for procuring suitable EMPLOYMENT for its graduates (male and female), one or more of whom will be found in almost every mercantile house in Boston, with large numbers in other cities, . . . ."

The following is a form of advertisement found in Comer's text published in 1850. Its content is interesting in several ways. First, it advertises his services as a practicing accountant, and identifies the type of services provided. Second, the Initiatory Counting-Room is advertised, and the courses and their costs and duration are listed. Third, Comer advertises a separate program and facility for women to obtain commercial and bookkeeping training. Although there appears to be differences in the courses and costs, an opportunity for women to obtain what Comer referred to a practical knowledge of writing and accounts was provided. Fourth, Comer also provided assistance in obtaining employment for graduates. Finally, the rules and regulations for students are simply amusing.
Offers his services for the Adjustment of Disputed and Complicated Accounts, Insolvent and other Estates.
Books Posted, Examined, Balanced, &c. Arbitrations attended. Deeds, Leases, Specifications, Contracts, &c. accurately drawn up. Copying, and all kinds of Business Writing, EXECUTED WITH FIDELITY AND DESPATCH.

COMER'S INITIATORY COUNTING-ROOM,

Which has been in successful operation Ten years, (upwards of two thousand students having attended this establishment up to the present year, 1850,) is open Day and Evening, for preparing students for the practical duties of Merchants' Clerks, and the other active pursuits of life — not the mere school-boy theories of the Academies, but such knowledge as shall enable the graduate, at once, to undertake, with confidence, the labors of the Counting-House.

TERMS:

A course of Instruction in MERCANTILE WRITING, one lesson each day or evening, for one month $5.00

A course of Instruction in COMMERCIAL ARITHMETIC, one lesson each day or evening, for one month $5.00

A course of Instruction in MERCHANTILE WRITING and COMMERCIAL ARITHMETIC, or either, one lesson each day or evening for three months $10.00

A course of Instruction in MERCANTILE WRITING, BOOK-KEEPING, MENTAL and COMMERCIAL CALCULATIONS $15.00

The duration of the course is until the student is perfectly capable of taking charge of any set of Books whatever. The student, in this course, can devote the whole of the day and evening, or any part thereof which may suit his convenience. The average length of time, occupied by a person of ordinary capacity, devoting the whole day, is one month. The expense of the stationery for this course will not exceed.... $1.50.

TO LADIES.

MR. COMER respectfully announces that he has provided a separate apartment, having a separate entrance, for Ladies, whom he proposes to instruct in as thorough and practical a knowledge of WRITING AND ACCOUNTS, as he has hitherto exclusively imparted to the other sex, with such favorable acceptance.

TERMS FOR LADIES:

A Course of Instruction in WRITING, one Lesson each afternoon or evening, for one month $4.00

A Course of Instruction in COMMERCIAL ARITHMETIC, one Lesson each afternoon or evening, for one month $4.00

A Course of Instruction in WRITING and ARITHMETIC, or either, one Lesson each afternoon or evening, for three months $8.00

A Course of Instruction in WRITING, BOOK-KEEPING, and HOUSEKEEPING ACCOUNTS, time unlimited $10.00
EMPLOYMENT.

Having frequent applications, Mr. COMER can usually procure employment for such of his students as may require it. Hundreds of his former students are now filling responsible situations in the city and vicinity, mostly procured upon his recommendation; to whom, and to numerous Merchants, Solicitors, Insurance and other Companies, have employed him in his capacity of an accountant, reference is made.

RULES AND REGULATIONS
TO BE OBSERVED BY THE STUDENTS AT
COMER'S INITIATORY COUNTING-ROOM,
AND NAUTICAL INSTITUTE.

I. No student is permitted to open any drawer, but the one allotted to him, under any circumstances.
II. No Student is permitted to remain in the Room unless engaged, at the time, upon the study for which he entered.
III. Students are not permitted to take Strangers into the large Room.
IV. No student is permitted to carry out of the Room any article belonging to the establishment.
V. No Student is permitted to injure, or deface, the Stationery, Furniture, or Apparatus, of the establishment.
VI. When a Student requires information in regard to his studies, he is expected to apply to the Principal, or his Assistant, and not to the other Students. It is intended that each Student shall be strictly by himself.
VII. No loud talking, laughing, or other improper noise—grimacing or gesticulating—lounging or collecting in groups—is permitted.
VIII. No spitting on the floor, walls, or furniture allowed. Students using Tobacco, and those having occasion to spit, must provide themselves with pocket handkerchiefs to spit into. If young men have to carry about them the unnecessary filth they create, it may help to abolish a vile habit.

Any violation of any of the foregoing Rules and Regulations, will subject the violator to immediate expulsion, at the discretion of the Principal.

REFERENCES:

George N. Comer, Book-Keeping Rationalized: Adapted to All Kinds of Business,—Personal and Partnership, Commission and Corporate, Revised (Boston: Comer's Commercial College, 1869).

SYSTEMS: EVERYBODY HAS AT LEAST ONE
by
A. R. Roberts
Georgia State University

While possibly on a larger scale, many of the systems in use today are addressing the same problems that have been around for one-hundred years or more. For example, the precursor of the bar code system for pricing retail merchandise might have been the "secret code" used by merchants around the turn of the century. J. L. Nichols, A. M., The Business Guide; or Safe
Methods of Business, (Naperville, Ill., J. L. Nichols & Co., 1899), on page 250, demonstrates
the following procedure of "How Merchants Mark Goods."

"It is customary in many mercantile houses to use a private mark, which is placed on the
goods to denote their cost and selling price. A word or phrase containing ten different letters
is taken, the letters of which are written instead of figures. For instance, the word
'Rockingham' is selected; then the letters represent the figures as follows: —

\[
\text{r o c k i n g h a m}
\]

\[
1 \ 2 \ 3 \ 4 \ 5 \ 6 \ 7 \ 8 \ 9 \ 0
\]

If it is required to mark 1.50, it is done thus, rim; 75 would be gi; 37, cg, & c.

Blacksmith, Importance, Republican, Perth Amboy, Fair Spoken, Now be sharp, Noisy
Table, and Cash Profit, are among the words and phrases which can be used in this manner.

An extra letter, called a 'Repeater,' is used to prevent the repetition of a figure. Instead of
writing cdd for 100, which would show at once that the two right-hand figures were alike,
and thus aid in giving a clue to the key-word, some additional letter would be selected for a
repeater, -y, for instance, -and then the price would be written cdy; 225 would be written
uye.

Instead of letters, arbitrary characters are frequently used, something like the following: —

\[
\text{Z T } \Delta \times \perp \ I \wedge \square
\]

\[
1 \ 2 \ 3 \ 4 \ 5 \ 6 \ 7 \ 8 \ 9 \ 0
\]

Fractions may be designated by additional letters or characters. Thus, f may represent 1/2,
w 2/3, &c.; or 1/2 may be written 0, 1/4+, &c." One is especially impressed by the "security",
provided by the "repeater."

\[
\text{r o i}
\]

\[
\text{Z } \square
\]

THE COST AND SELLING PRICE