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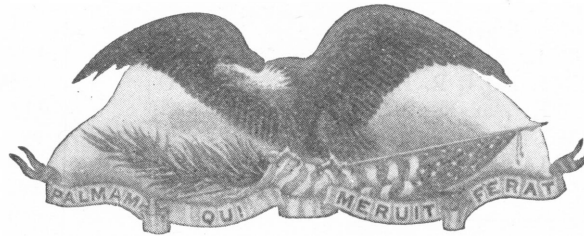
The C. P. A. Bulletin

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Vol. 3, No. 10

The National Association of Certified Public Accountants
945 Pennsylvania Ave., Washington, D. C.

October 1, 1924



NATIONAL ACCOUNTANT

Member

National Association of Certified Public Accountants

The National Organization of Certified Public Accountants

From the September issue of the Journal of Accountancy:

“ALL STATES HAVE CERTIFIED PUBLIC ACCOUNTANTS LAWS, AND THERE ARE ONLY TWO WHICH ARE EXACTLY ALIKE IN PHRASEOLOGY. THERE ARE NOT TWO THAT ARE ADMINSTRATED IN EXACTLY THE SAME WAY. THIS IS INEVITABLE WHEN THERE IS A COMPLETE INDEPENDENCE OF ACTION ON THE PART OF EACH STATE.” “ * * * IN THE AMERICAN INSTITUTE OF ACCOUNTANCY APPROXIMATELY FIFTEEN PER CENT OF THE MEMBERS ARE NOT CERTIFIED AND ARE NOT ATTORNEYS.”

From the American Society of Certified Public Accountants. Wilbur L. Harrison, Secretary, under date of August 25, 1924:

“IN MY OPINION, THE PROTEST OF THE AMERICAN INSTITUTE IS NOTHING MORE THAN ANOTHER MANIFESTATION OF THEIR THEORY THAT THE STATE IS INCOMPETENT TO SET ITS OWN STANDARD OF QUALIFICATIONS, AND THAT THEY PROPOSE TO SUBSTITUTE THEIR OWN STANDARDS FOR PROFICIENCY IN PUBLIC ACCOUNTING FOR THE STATE AND THE BUSINESS PUBLIC.”

“ * * * IT IS RATHER DIFFICULT TO RECONCILE THE AMERICAN INSTITUTE'S POSITION (SINCE THEY CLAIM CREDIT FOR WRITING AND PASSING THE SEVERAL STATE C. P. A. LAWS AND CLAIM TO BE SUPERVISING THE EXAMINATIONS IN A MAJORITY OF STATES), IN NOW REPUDIATING THE STATE STANDARDS AND DESIRING THE BOARD OF TAX APPEALS TO ACCEPT OTHER THAN THE ESTABLISHED STANDARDS. CONSISTENCY IS STILL A JEWEL.”

THE C. P. A. BULLETIN

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BOARD OF GOVERNORS AND OFFICERS

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EDITORIAL

By E. Long

Much has been said lately about the new tax board of appeals, which recently went into effect. When Congress enacted the 1924 revenue act, the general opinion seemed to prevail that the new board would be independent of the Treasury Department and it would be a board in operation for the tax payer, in fact a board to which tax payers could appeal from the decision of the bureau of internal revenue. The National's members watched the creation of the new tax board with much interest. The bill was not exactly as the members wanted it, but was looked upon as a relief and a speedy way of disposing of the many cases that had long been before the internal revenue department.

The rules of practice formulated by the Board have given rise to expression of disapproval by reason of the restriction placed upon the representative of the tax payer. There are many public accountants, not certified, who have been successfully practicing before the income tax unit, who have made a thorough study of the tax laws and have handled tax cases very satisfactory before the Bureau of Internal Revenue and are fully qualified to handle tax matters, because of their training over a period of years, in or out of the Internal Revenue Bureau. Then again if the non-certified accountant has handled the client's case through all the various branches of the revenue bureau and knows the case from A. to Z., then according to the new ruling the

tax payer must go out and hire a new accountant to again go over his entire case, just because his accountant is not a certified public accountant. This is an injustice to both the client and the accountant.

The question arises will not the Tax Appeal Board by its restrictive methods, work a hardship upon the tax payer rather than afford him a needed relief. Their action in prohibiting the vast majority of the best accountants in the land from having the right to practice before the new board is quite without and beyond the real intent of the bill which brought it into existence.

After careful examination of Sec. 900, H. R. 6715, "An act to reduce and equalize taxation," passed at the last session of Congress, we failed to find a single vestige of authority which gives the Board of Tax Appeals, which was created by this law, the right to say who shall and who shall not practice before this board.

Form 198 is autocratic and without precedent. It is contrary to rules of practice before any and all government bureaus excepting, perhaps, the Department of Justice. It takes from the tax payer his inherent right to petition the government in his own way and by the representatives whom he might think would represent him best. We have in mind a very important tax case now, wherein the tax payer has representing him an accountant who is now, and has been in tax service as a consulting accountant for ten years. The accountant knows this case from start to finish, as he does many other cases which he has had up before the unit.

If this case goes before the board, it will cost the tax payer a thousand dollars before any other accountant who might be certified, or an attorney can get his nose half way through the files. Who will be the injured party, the Board of Appeals or the tax payer, if this trusty old friend and adviser is refused to represent his client? Here's another case where the practice of a little more common sense would be a good thing.

If the Board of Tax Appeals as now constituted is satisfactory to the Commissioner of the Internal Revenue, the Secretary of the Treasury and the President of the United States, who appointed its members, and it was not required that such accountants as are now on the board should be certified, where does this rather unusual logic originate, where men of supposedly higher qualifications such as Certified Public Accountants, only shall be allowed to practice before the board?

We offer no personal criticism of any member of the board, but we do feel that an explanation of their logic is in order.

As the laws of the various states do not require accountants to be certified to practice the profession, many uncertified accountants have worked up a very profitable business and have made a special study of taxes and tax matters. There are approximately within the United States 42,000 professional accountants of whom less than 8,000 are certified by the states. Since the states do not require accountants to be certified, they should be permitted to practice as public accountants before the new board.

We quote from the Journal of Accountancy: "There is, nevertheless, a grave danger in the restriction which has been made and it is hoped that the board upon further consideration will find a way to permit the appearance of a few agents who are not included in the two categories named. For example, in the American Institute of Accountants approximately fifteen per cent of the members are not certified and are not attorneys."

We agree with the editor of the Journal, for in our own case there are approximately eleven per cent of the members of the National Association of Certified Public Accountants who are not certified and are not attorneys, and until such time as all

the states require that all accountants shall be certified we believe the professional accountant should be allowed to practice before the United States Board of Tax Appeals. Mr. Wilbur L. Harrison, Secretary of the American Society of Certified Public Accountants, does not seem to agree with the National Organization or with the attitude taken by the Journal of Accountancy, therefore we have in this issue published his letter and the letter of the president of his organization in full.

Thus the squabble of accountant against accountant, society against society goes on. Why not make accountancy such a profession that all who practice the profession may be certified, or not allow them to practice at all unless so certified? We believe this arrangement can be best brought about by having Congress enact an interstate accountancy law, creating a uniform standard C. P. A. designation, with the supervision and examinations under the United States Civil Service Commission.

"All the states have certified public accountancy laws, and there are only two which are exactly alike in phraseology. There are not two that are administrated in exactly the same way. This is inevitable when there is a complete independence of action on the part of each state." Accountancy is an interstate business and one in which the accountant is required to go from one state to another to complete the audit of any large corporation. What kind of a profession have we, what kind of license laws do we have, when less than 8,000 of the profession are state certified and over 34,000 of the same profession are not certified but are allowed to do and perform the same work in accounting as that of the State Certified Public Accountant?

CHANGE OF ADDRESS

Subscribers to the C. P. A. Bulletin should notify the Secretary of the National Association of Certified Public Accountants, 945 Pennsylvania Avenue, Washington, D. C., of change in address before the twentieth day of the month preceding the month of publication.

**ARE YOUR DUES FOR 1924 PAID?
BETTER BE SURE.**

NATIONAL ASSOCIATION OF CERTIFIED PUBLIC ACCOUNTANTS CANONS OF PROFESSIONAL ETHICS

"There is certainly, without any exception, no profession in which so many temptations beset the path to swerve from the line of strict integrity, in which so many delicate and difficult questions of duty are continually arising as that of the accountant. There are pitfalls and man-traps at every step, and the mere youth, at the very outset of his career, needs often the prudence and self-denial as well as the moral courage, which belong commonly to riper years. High moral principle is the only safe guide, the only torch to light his way amidst darkness and obstruction."—George Sharswood.

NATIONAL ASSOCIATION OF CERTIFIED PUBLIC ACCOUNTANTS CODE OF ETHICS

NOTE—The following Code of Professional Ethics were adopted by the National Association of Certified Public Accountants at its Third Annual Meeting at Washington, D. C., June 10, 1924.

The Code of Ethics were prepared by a committee composed of:

Wm. M. Williams, New Jersey, Chairman.
Elmer Long, California, President.
Don R. Hutchison, District of Columbia, Vice President.
Wm. A. Owen, Kentucky, Treasurer.
C. P. Timmons, Oklahoma, Secretary.
J. R. Hutchison, Iowa.
Joseph Perreault, Massachusetts.
John O. Berkley, District of Columbia.
W. J. Bienemann, Maryland.
Melville D. Thomas, Pennsylvania.
Herman Stratman, Pennsylvania.
Bernard E. Gilbert, Pennsylvania.

PREAMBLE

The stability of all departments of our Government rests upon the approval of the people. It is peculiarly essential that the system for establishing accountancy be developed to a high point of efficiency and so maintained that the public shall have absolute confidence in the integrity of its professional accountants. It cannot be so maintained unless the conduct and the motives of the members of our profession are such as to merit the approval of all just men.

No code or set of rules can be framed, which will particularize all the duties of the accountant in his various activities or in all his relations to professional practice.

The following rules of professional conduct are applicable to the members of this Association, and are adopted as a general guide, yet the enumeration of particular duties should not be construed as a denial of the existence of other equally imperative, though not specifically mentioned:

1. It is the duty of the accountant to maintain toward his client a respectful but not a servile attitude, and he should carry on the work in a spirit of fairness and justice to the client and the public.

2. It is unprofessional to represent conflicting interests, except by express consent of all concerned given after a full disclosure of the facts.

The obligation to represent the client with undivided fidelity and not to divulge his interests or confidences, forbids also subsequent acceptance of retainers or employment from others in matters affecting any interest of the client with respect to which confidence has been reposed.

3. It is unprofessional to prepare or certify any statement containing an essential misstatement of fact or omitting such a fact or which would result in a failure to creditors, prospective investors or others of a material fact not specifically shown in such statement. No accountant should certify to state-

ments which have not been verified by himself or under his direct supervision.

Any implied certification should be guarded against by a clearly expressed qualification.

4. It is unprofessional to allow any accountant to practice as representing a member who is not in partnership with him, or in his employ, or who is not a regularly practicing professional accountant in good standing.

5. It is unprofessional to solicit, directly or indirectly, or in any way to encroach upon the business of another member, but no member should be denied the right to render service to those who may directly and specifically request it.

6. It is unprofessional to directly or indirectly offer employment to an employee of a brother member without first informing said member of his intent. This, however, shall not be construed so as to inhibit negotiations with any accountant who, of his own initiative or in response to public advertisement, shall apply to a member for employment.

7. It is unprofessional to advertise in a manner detrimental to the dignity or other interests of the profession. Indirect advertisement for business by furnishing or inspiring newspaper comments concerning causes in which the accountant has been or is engaged or concerning the manner of their conduct, the magnitude of the interests involved, the importance of the accountant's position, and all other like self-laudation, defy the traditions and lower the high standing of our profession.

8. (a) Business should render restrictive legislation unnecessary through so conducting itself as to deserve and inspire public confidence.

(b) Unfair competition, embracing all acts characterized by bad faith, deception, fraud, or oppression, including commercial bribery, is wasteful, despicable and a public wrong. Business will rely for its success on the excellence of its own service.

(c) The reward of business for service rendered is a fair profit plus a safe reserve, commensurate with risks involved and foresight exercised.

(d) Equitable consideration is due in business alike to capital, management, employees and the public.

(e) Knowledge—thorough and specific—and unceasing study of the facts and forces affecting a business enterprise are essential to a lasting individual success and to efficient service to the public.

(f) Contracts and undertakings, written or oral, are to be performed in letter and in spirit. Changed conditions do not justify their cancellation without mutual consent.

(g) Representation of goods and services should be truthfully made and scrupulously fulfilled.

(h) Permanency and continuity of service are basic aims of business, that knowledge gained may be fully utilized, confidence established and efficiency increased.

9. Members should expose without fear or favor corrupt or dishonest conduct in the profession, and should accept without hesitation employment against a member of the Association who has wronged his client.

The member should aid in guarding the Association against the admission to the profession of candidates unfit or unqualified because deficient in either morals or education. He should strive at all times to uphold the honor and to maintain the dignity of the profession and to improve not only the accountant but the administration of the Association. But above all an accountant will find his highest honor in a reputation for fidelity and trust to public duty as an honest man.

PROCEDURE

Any member violating these rules and where specific charges are filed against him in writing signed by three or more members of this Association, shall have a hearing thereon before the Board of Governors who shall act as a trial board. Upon conviction an offending member shall be subject to the decision of the Board of Governors; provided that due notice to the accused member shall be mailed by the Secretary at least thirty days before the proposed trial and that the accused member shall have the right to appear before the trial board in person or by proxy.

BUDGET ACCOUNTING

By J. R. Hutchison

Uncle Sam has been the most profligate spender in the world but having blown in more than forty billions to end the war that threatened to destroy civilization, he has begun to check up his accounts and economize without interfering with legitimate government functions. The expenditures of the Federal Government for the fiscal year 1919 totaled \$19,000,000,000, and for the fiscal year ending June 30, 1921, three years after the end of the war, the expenditures amounted to \$5,538,000,000. But President Harding immediately after his inauguration called Congress in extra session to enact a Budget Law. Congress enacted the bill that had been vetoed by President Wilson and the Bureau of the Budget was created with Gen. Chas. D. Dawes as Director. In three years of the operation of this new machine the government expenditures have been reduced to \$3,497,000,000 or more than two billions cut off the peace time expenditures. This practical economy would have been impossible under the old system of permitting the heads of ten great departments to forward to Congress with the estimates of the chiefs of innumerable government bureaus; and twelve (12) committees of the House with jurisdiction over appropriations. But with the President, responsible for the Budget and one Appropriation Committee in the House, the Federal Government is keeping its accounts in a business-like manner and practicing economy.

The reduction of two billion dollars in expenditures, and the reduction of taxes, shows what can be done with a National Budget. But the new machine will not run itself. It requires an operator with the courage to say "no" to department heads and bureau chiefs and wisdom to guard against crippling the public service.

The Director of the Budget with the Secretary of the Treasury's estimate of revenues before him, allocates the probable revenues to the heads of departments as a guide for their estimates for expenditures.

Eliminating political prejudices and party affiliations we are constrained to support the position President Coolidge has taken in his first year in the White House, which shows that he knows how to handle the new economy machine to enable Congress

to reduce the heavy burden of taxation placed on the people to pay the cost of the war, and at the same time increase the efficiency of the government. "I am for economy—after that I am for more economy. At this time and under present conditions that is my conception of serving all the people." That is President Coolidge's declaration to the government workers, and they realize that he means it. Exercising the power given him by the Budget Law and conscious of his responsibility for bringing the government expenditures back to normal peace time conditions, he has forced government costs down and down until but for the heavy interest tax on the \$22,000,000,000 war debt and the care and rehabilitation of the veterans of the war, the appropriations of Congress for civil functions are less than before the World War.

The principles of accounting in connection with the above should appeal to the practitioner who is recommending a Budget system to clients, no difference in what line of business that he may be engaged.

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Any member against whom a penalty has been imposed by the Board of Governors may appeal from such penalty at any regular membership meeting of this Association, held within two years from the date on which such penalty was imposed; provided, that notice in writing of the intention so to appeal from the penalty imposed by the Board shall be given to the Secretary of this Association at least thirty days prior to such meeting. The Secretary also shall give written notice to each member of this Association of the proposed appeal and date of hearing.

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Care C. P. A. Bulletin
Room 43 Franklin National Bank Building,
Washington, D. C.

THE AMERICAN SOCIETY OF CERTIFIED PUBLIC ACCOUNTANTS

50 Church Street
New York City

August 26, 1924.

TO THE MEMBERS OF THE AMERICAN SOCIETY WHO ARE MEMBERS
AND ASSOCIATES OF THE AMERICAN INSTITUTE OF ACCOUNTANTS:

You have been called upon, under date of August 20th, by the Kansas City Chapter of the American Institute to fill out a questionnaire stating your position relative to the American Institute's protest to the United States Board of Tax Appeals on their rule limiting practice before their board to attorneys-at-law and certified public accountants.

I desire that you have before you at the time of filling out this questionnaire a brief statement of the situation and to this end I enclose herewith a copy of a letter in the form of a Weekly Bulletin sent out by our headquarters in Washington on last Saturday, dealing with this subject.

There is also inclosed a copy of a letter to the Board of Tax Appeals endorsing their rule permitting practice to attorneys-at-law and certified public accountants.

It is highly important that you express your views on this matter.

Very truly yours,

ALEXANDER S. BANKS,

President.

ASB:A

THE AMERICAN SOCIETY OF CERTIFIED PUBLIC ACCOUNTANTS

Weekly Letter Nos. 15—16—17.

August 25, 1924.

To Officers, Directors and State Representatives:

This office has been so busy for the past few weeks that I have neglected sending the customary weekly letter. I think I now have something here that will interest you very much.

It was reported here in Washington a few days ago that the American Institute was protesting to the United States Board of Tax Appeals against their limiting practice before that board to attorneys-at-law and certified public accountants. In order to verify this rumor, one of our members, who is also a member of the Institute, wired Mr. Gore, the President of the Institute, for details. Mr. Gore replied on August 23rd as follows:

"AMERICAN INSTITUTE WANTS NO ONE EXCLUDED FROM PRACTICE WHO IS OF GOOD CHARACTER AND WELL QUALIFIED STOP INSTITUTE WANTS ALL CERTIFIED MEN ADMITTED TO PRACTICE AND SUCH OTHERS AS ARE FITTED AND CAN SATISFY BOARD OF THEIR FITNESS AND HAS REQUESTED BOARD TO LIBERALIZE ITS RULES TO PERMIT THIS ARRANGEMENT."

The Board of Directors and the annual meeting at its next session will no doubt take notice of this lack of faith and co-operation on the part of the American Institute with the certified public accountants.

Of course you have been informed of the developments to the point where the Board of Tax Appeals, (who under the law have the authority to designate who shall and who shall not practice before it), has issued its rules to the effect that only attorneys-at-law and certified public accountants may be admitted to practice. This is by far the greatest single recognition of the C. P. A. profession that has ever taken place and one of which the C. P. A.'s are justly proud.

What I shall say here is not said with official sanction of the American Society but is given as my own personal views in the matter. Mr. Gore in his telegram argues in a very superficial manner, much in the same manner as a man on the streets unfamiliar with the circumstances would do. No doubt his stand and opinion will carry weight with many certified public accountants who do not take time to analyze the principles involved. It is a time worn expression that: "Every person of good moral character and who is well qualified should be permitted to practice law, accounting, medicine, or any of the pro-

JOHN O. BERKLEY, Member

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THERE ARE NO "BLANKS"

We almost unconsciously go to a jeweler to have a watch repaired; to a clothier for a suit of clothes; a grocer for a bag of prunes.

When we want something, we go without thought to the man who supplies it.

Why don't we apply the same simple principles to business? What is it we need? More sales? Then why not, as a matter of habit and logic, get an experienced, successful sales manager?

The very fact that a man needs more sales proves that he himself is either not a good sales manager or can't give the work his attention. But often when a man needs more sales he disposes of the problem by concluding that, "There are no sales—that no one wants to buy."

If your profits are low, that does not necessarily mean that you are an abject victim of circumstance and that no money can be made in the candy business. Ten chances to one that a good auditor would easily discover the weak spots in your cost system and within a week could put your business on a profit basis. Few of us have complete brain-power organization equipment.

There are no such things in business as luck or chance or breaks. Every man must make his own luck.

The laws of business are definite, simple and unswerving. We can obey them and prosper, or disobey and get larruped.

We would not box a man with one arm in a sling but we attempt to "box" business with inefficiency and low-power systems and methods.—The Candy Jobber.

CLASS UNADULTERATED

We don't believe in exaggeration. We try not to make misstatements. When we meet people who have that habit, we go carefully.

BUT

We honestly don't know of any publication that can point to a higher class of readers than this Bulletin you are holding in your hand. Who are our subscribers C. P. A.'s, Public Accountants, Bookkeepers, Clerks, Attorneys, Judges, Librarians, Principals of Schools, and other professionals.

LEADERS

They are the people who can and will buy not only for themselves but for their organization. They have the authority to do it.

We make these statements for the benefit of those who advertise in the accountancy field or who have something they think would sell in that field. To such people we offer the cream of accountancy circulation.

Rates are very reasonable.

NO SUBSTITUTE FOR ABILITY

Some men have looked upon the various developments of scientific management as substitutes for old-fashioned business ability, shrewdness and the trading instinct. They constitute a large part of those who claim that scientific management is a failure.

Thirty years or so ago, no one expected to succeed in business unless he was a good trader. Then along came the developments of cost accounting, production planning, time study and wage incentives. Executives began to use reports and charts. Some grasped at these new methods with an almost childish belief that they would solve all business troubles, and that systems would take the place of judgments, and make every man equally successful in business. Of course it couldn't be done. The man of natural business capacity who adopted the new methods, increased his lead. But he used systems as

fessions." The State has always answered in this manner, "Yes, we believe that too, let the man who aspires to practice law take the bar examination; let the man who aspires to practice medicine take the medical examination; and let the man who aspires to practice accountancy take the C. P. A. examination. This way is the American way and our way of determining his fitness before admitting him to practice his chosen profession."

The United States Board of Tax Appeals has done no more nor less than say: "We, in accordance with the law, conferred on us by Congress, propose to determine the fitness of the practitioner in the established manner; that is, accept the standards set by the several states in licensing persons to practice law and accountancy. We do not propose to set ourselves up as a separate examining board when we have the agencies of the state already at work. We have other work in the form of the great problems of tax adjustment. We must not be lead off from our main duty. We must accept the work of the States."

These quotations are mine, and I use them to illustrate the principles involved.

In my opinion, the protest of the American Institute is nothing more than another manifestation of their theory that the state is incompetent to set its own standard of qualifications, and that they propose to substitute their own standards for proficiency in public accounting for the state and the business public.

It is just another way of saying what they have continued to say to the detriment of the C. P. A. certificate for these many years, that is: "There are just as good public accountants not certified as there are certified." I do not propose to admit that it is true, and even if it were true, it would be of no benefit but rather harmful to admit it to the profession and our aspirations for it.

It is rather difficult to reconcile the American Institute's position (since they claim credit for writing and passing the several State C. P. A. laws and claim to be supervising the examinations in a majority of states), in now repudiating the state standards and desiring the Board of Tax Appeals to accept other than the established standards. Consistency is still a jewel.

I leave the questions to you and I trust that each of you will express himself on this matter to Mr. Banks, our President, so that he may know your views and the Society may act in accordance therewith.

I trust I may see all of you at the annual meeting in Detroit, September 10 and 11. The out-going Board of Directors will hold a meeting on the morning of September 10 at Hotel Statler, and the incoming Board of Directors will hold their meeting on September 13, at Hotel Statler.

Yours very truly,

W. L. HARRISON,

Secretary.

WLH:A

helps. A cost system will show the way to greater profits; a production planning system will reduce costs; but they will only do these things when they are used by an otherwise capable man.

The methods of scientific management are not substitutes—they are auxiliaries. They won't take the place of brains, nor will they run the business while the owner basks in Palm Beach.

A system of itself, can't make money. It can only help the man of ability to make more money.—The Candy Jobber.

Identify Yourself by showing your

1924 (WHITE) CARD

Banks are continually writing or telephoning to headquarters or State officers to verify the membership of members who have certified to Balance Sheets and Statements. This causes needless trouble and loss of time which can be overcome by verifying your membership with your client's bankers by showing your signed and sealed

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THE NATIONAL ASSOCIATION LEADS!**INTERSTATE ACCOUNTANCY LAW ON THE MAP!****OUR MEMBERS ON THE FIRING LINE!****MEMBERSHIP CAMPAIGN GOES FORWARD!**

Dear Member:

The National Association of Certified Public Accountants is positively responsible for the nation wide movement to make the accountancy profession of interstate regulation with all examinations and qualifications for certification under the supervision of the United States Civil Service Commission. See first page and editorial.

Is this leadership, which our Association is now taking, not sufficient inspiration to go forward with new and bigger aims and purposes? We don't think a member of our Association can keep himself off the "Band Wagon."

The legislation which will be necessary and in which we haven taken the leadership must be enacted by Congress at its next session. Every available man must get behind it and must see that his fellow practitioners are in the ranks.

The campaign for new members of this organization must go forward. We shall not be satisfied until the 5,000 mark shall be reached, although we might not make it by October thirty-first. The demand is so imperative that we must insist that every member do his part at once. In other words let's do it now. It's just as easy now as any other time. The life of our Association may not depend upon the success of this drive, but that is no reason why every member should not get at least one new application.

We do not think our members need any further inducement.

Let's go!

Yours sincerely,
E. LONG, President.

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ANNOUNCEMENTS

A. V. Elconin, accountant and auditor, formerly of 767 E. 90th Street, Cleveland, Ohio, announces that he has removed his accounting office to 252 Kenilworth Avenue, Detroit, Michigan.

Frank M. Smith and Associates, Accountants, Auditors, Systematizers and Investigators, have sent out a very nicely printed card announcing their new location at 519 Renkert Building, Canton, Ohio.

An attractive announcement has just been received from the accounting firm of Culver & Fullmer of Aurora, Illinois, stating they have moved across the street into larger quarters and that their accounting office is now at Suite 300, Keystone Building, Aurora, Illinois.

The Upsala College announces its removal from Kenilworth, N. J., to East Orange, N. J., and requests that all communications be directed to the new address.

W. H. Flatley & Co. announce the merging of their accountancy office with Flesher, Flesher and Flatley, with temporary offices 624 Plymouth Building, Minneapolis, Minn. They are prepared to handle all classes of accounting including incorporation, organization and legal work.

A few of the many professional accountants who have recently visited National Headquarters:

H. B. Conlin, Syracuse, N. Y.
W. M. Williams, New York City.
W. E. Bronston, New York City.
W. R. Culver, Aurora, Ill.
A. R. Harrison, Charlotte, N. C.
C. D. Leshner, Memphis, Tenn.
J. L. Cooper, Miami, Okla.
Ray McNaughton, Miami, Okla.
Herman Stratman, Pittsburgh, Pa.
A. V. Taylor, Pittsburgh, Pa.
A. S. Anderson, York, Pa.
Max Streit, Hazelton, Pa.
Guy H. Gerald, Birmingham, Ala.
G. H. Woodall, Baltimore, Md.
D. M. Mallory, Philadelphia, Pa.
W. S. Sheldon, Philadelphia, Pa.
W. H. Valiant, Pittsburgh, Pa.
John P. Geiger, New York City.
Max Machles, New York City.
John W. Boswell, St. Louis, Mo.
Harry Goldstein, Miami, Fla.
Wm. P. Gibson, New York City.
Martin I. Phillips, New York City.