

1966

Speaking engagements; Articles

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Recommended Citation

Quarterly, Vol. 12, no. 2 (1966, June), p. 38-50

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Speaking Engagements



<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
<i>Advanced Business Systems</i>			
BLUMENTHAL, SHERMAN C.	March 25	System for Automatic Value Exchange	Litton Industries, Business Equipment Group, N. Y.
	April 14	System for Automatic Value Exchange	Philadelphia National Bank
	April 19	System for Automatic Value Exchange	R.C.A.—Cherry Hill, N. J.
	May 11	Conducting a Systems Input Feasibility Study	Symposium on Source Data Automation, General Services Administration, Washington, D.C.
	May 25	System for Automatic Value Exchange	American Management Association, Management Information Systems Round Table, N. Y.
CRANE, ROGER R.	March 9-11	Computers in the Corporate Organization Chart — Chairman	International Data Processing Conference, Milan, Italy
	March 14-15	Management of Change	International Association of Department Stores Commission on Merchandise Information, Cologne
	June 8	Managing World-Wide Information Systems	American Management Association 12th Annual Electronic Data-Processing Conference
HAMMERTON, JAMES C.	March 10	Computer Applications	New York University Management Institute
	April 19	System for Automatic Value Exchange	R.C.A.—Cherry Hill, N. J.
	June 6	System for Automatic Value Exchange	Retail Training Seminar, Tarrytown, N. Y.
LOGONTO, P. A.	Feb. 14-16	Solving Growth Problems in the Family-Held Company	American Management Association Seminar, New York
LYTLE, DENNIS H.	March 3	Converting to Direct Access Systems	American Management Association Seminar, New York
	May 16-18	Improving Managerial Skills: Motivation	American Management Association Seminar, New York
	July 18-20	System Requirements for Real-Time Systems	American Management Association Seminar, New York
SPRAGUE, RICHARD E.	Feb. 28	The Trend Toward Computer Informational Utilities and the Impact on Small Business	American Management Association Seminar, New York
	March 25	System for Automatic Value Exchange	Litton Industries, Business Equipment Group, N. Y.
	April 4	System for Automatic Value Exchange	National Installment Loan Bankers' Conference, Chicago

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
	May 17-20	Store of 1970 On Line-Real Time Systems for Department Stores	National Retail Merchants Association Retail Presidents' Conference, Milan
	May 25	System for Automatic Value Exchange	American Management Association, Management Information Systems Round Table, N. Y.
	May 25	The Future of Real Time Systems in Business and Industry	Association for Computing Machinery, New York
	June 2	Electronic Business Systems 1984	Systems and Procedures Association, Washington University, St. Louis
	June 6	System for Automatic Value Exchange	American Bankers' Association, Automation Conference, Chicago
	June 7	System for Automatic Value Exchange	American Bankers Association Automation Conference, Chicago
	June 8	System for Automatic Value Exchange	LaSalle National Bank, Chicago
	June 14	Electronic Business Systems 1984	Southern States Conference of CPAs, Memphis
	June 20	System for Automatic Value Exchange	NRMA Board of Directors, N. Y.
	June 28-29	Store of 1970 On Line-Real Time Systems for Department Stores	National Retail Merchants Association Retail Presidents' Conference, New York
Atlanta			
APPLEBY, SALLY	April 2	Opportunities for Women in Public Accounting	Emory University School of Business, Atlanta
DRYDEN, ELWOOD R.	March 31	Auditing a Computer System	Georgia State College
LECROY, GERALD A.	March 31	Auditing Computer Records	Georgia State College
MINNEAR, ROBERT E.	April 29	Current Problems in Retail Inventory Valuation	American Accounting Association, Southeastern Region, Chattanooga
	May 20	Interpretation of Financial Statements	National Institutional Food Distributor Association Convention, Chicago
SPALDING, HARRY L.	May 5	Numbering Systems for the City of Birmingham	Birmingham Shopping Plate Group
Boston			
DYSART, HUGH, JR. KELLER, DONALD M.	Jan. 5	Management Services	Boston College Accounting Academy
GERRISH, SCOTT	Feb. 16	Effective Strategic Planning	Cambridge Chamber of Commerce, Cambridge
GOODMAN, MORRIS	March 30	The Educational Foundation	CPA Wives Club of Massachusetts, Brookline
HARRINGTON, EDWARD J.	Feb. 9	Controlling Inventory Shortages — A Year 'Round Program	N. E. Controllers' Association, Worcester
KELLER, DONALD M.	March 24	Suggestions for Making Capital Budgeting Decisions	Regional Financial Management Conference— International Association of Ice Cream Manufacturers
LYNCH, JAMES M.	Feb. 15	Challenge of the 70's	Men's Wear Retailers of America, Dallas
	April 27	Operating Results of Self-Service Department Stores	1966 Mass Merchandising Conference, Atlantic City
WIESE, DONALD C.	March 9	Individual Income Taxes	Belmont Lions Club, Belmont, Mass.
	May 9	Data Processing in Tax Administration	Massachusetts CPA Annual Conference, Chatham
Chicago			
BROWN, CHARLES F. EBERT, CARROLL E.	Feb. 15	The New Menswear Financial and Operating Manual	Men's Wear Retailers of America, Dallas
	March 22	Management Sciences Applications in Retailing	Milwaukee Retail Controllers Association, Milwaukee

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BROWN, CHARLES F.	April 26	The Mass Merchandising Store of the 70's	University of Massachusetts School of Business Administration Mass Merchandising Conference
	May 17	Communicating with Top Management	National Retail Merchants Association Credit Management Division—Workshop
DAVID, IRWIN T. MOSS, HENRY S.	June 21-24	Intermediate and Long-Range Systems Planning	1966 International Data Processing Conference and Business Exposition, Chicago
DAVIDSON, H. JUSTIN	Jan. 4	Theory and Practice in Management Sciences	DePaul University Operations Research Class, Chicago
	April 13	The Future Implications of Accounting Developments	University of Illinois, College of Business Administration, Faculty Seminar
	April 21	The Role of the Financial Executive in Systems Planning Systems Plans and the Role of the Computer	Financial Executives Institute, Chicago Chapter
	June 17	The Latest Developments in Long-Range Planning for the Profession	Illinois Society of Certified Public Accountants—Annual Meeting
KAY, ROBERT S.	Jan. 19	Accounts Receivable Verification by Statistical Sampling	Institute of Internal Auditors
MOSS, HENRY S.	Jan. 29	Batch vs. Real-Time Data Processing	Purdue University Data Processing Seminar, Indianapolis
	May 11	The Great Processor	Illinois Training Directors Association
	June 6-8	Control of Programming Costs	American Bankers Association Automation Conference
PETLAN, ANTON S.	Feb. 22	Profit Planning and Control	Riverdale Bank, Riverdale, Illinois
REVERS, RAYMOND J.	Jan. 21	Professional Development and Education for the Accountant	Northern Illinois University—Fifth Annual Intern Dinner
	Feb. 10	Professional Development	Illinois Society of Certified Public Accountants
<i>Cincinnati</i>			
BERNSTEIN, BENJAMIN	Feb. 16	Accounting Procedures for Home Builders	Home Builders Association of Northern Kentucky
	Feb. 17	Professional Ethics	University of Cincinnati Beta Alpha Psi Chapter
REED, ALVIN S.	Feb. 16	Tax Planning and Procedures for Home Builders	Home Builders Association of Northern Kentucky
<i>Cleveland</i>			
O'KEEFE, ROBERT C.	Feb. 16	The Need for an Effective Internal Audit Program	Cleveland Retail Controllers Group
THIBODEAUX, PAGE J.	April 19	Cost Saving Ideas Derived from Audits of Independent Public Accountants	Ohio Society of Certified Public Accountants, Lake Erie Chapter, Lorain, Ohio
<i>Dallas</i>			
MORRIS, WILLIAM J., JR.	Feb. 17	Financial Appraisal and Evaluation	American Management Association Seminar, Dallas
<i>Dayton</i>			
ADAM, JACK H.	Feb. 17	Profitability Accounting	National Association of Accountants, East Tennessee Chapter
BRESNAHAN, JAMES C.	May 2	The Future of Your M. S. Practice	Dayton Chapter—CPA's
NEIDLINGER, DAN L.	March 15	Defining Fixed and Variable Costs	Dayton Chapter—N.A.A.
ROCKOWITZ, MORWIN T.	March 24	Personal Income Tax—Present and Future	Far Hills Optimist Club
SACHLEBEN, LEON J.	March 14	Tax Adjustment Act of 1966	Dayton Tax Council
<i>Denver</i>			
FIEDELMAN, RONALD S.	Feb. 17	The New Colorado Income Tax Law	Colorado Springs Kiwanis Club

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
	Feb.21	Techniques of Charitable Giving	Colorado Society of Certified Public Accountants
	May 2	Experiences with Computax	Colorado Society of Certified Public Accountants
GRIFFIN, CARLETON H.	Jan. 18	A Career in Accounting	East High School Senior Students, Denver
	Jan. 19	A Career in Accounting	Colorado State University Accounting Students
	Feb. 23	Tax Problems of Businessmen — The Banker's Concern	American Institute of Banking, Denver Chapter
	March 3	Recent Changes in Colorado Income Tax Law	East Jefferson County Chamber of Commerce
	June 6	IRS Settlement Procedures	American Institute of Certified Public Accountants Training Program
GRIFFIN, CARLETON H. PALMER, RUSSELL E.	March 17	New Approaches to Taxation and Accounting for the Construction Industry Executive	Construction Industry Executives Seminar
PALMER, RUSSELL E.	Jan. 18	The CPA's New Look	University of Denver Accounting Department
	April 25	A Summary of Accounting Research Study No. 8 and its Possible Effect on Accounting for Pension Plans	Colorado Society of Certified Public Accountants
Detroit			
ARCHIBALD, DAVID P.	Jan. 19	Managerial Advantages of Understanding the Cost Accounting System	Pennsalt Chemical Company Management Club
BIANCO, JOSEPH P., JR.	Feb. 17	Management Planning and Organization for Small Business	Oakland University—Small Business Management Seminar
	Feb. 24	Implementation of Plans and Measurement of Progress Toward Management Goals	Oakland University—Small Business Management Seminar
BRAUN, HARVEY D.	April 11	Management Services Function in Public Accounting	Michigan State University Graduate Seminar in Auditing
CRAIGHEAD, GEORGE P.	Feb. 15	Profit Planning on the Computer	University of Wisconsin Presidents' Conference
CURTIS, DONALD A.	Feb. 16	Long-Range Planning	Cambridge Chamber of Commerce, Cambridge, Massachusetts
	April 15	The Impact of EDP on Management Control and Industrial Engineering	Twelfth Annual North West Research Conference of the American Institute of Industrial Engineers, Seattle
EDGAR, JAMES M.	March 10	Profitability Accounting and Marketing Costs	American Management Association Profitability Accounting Conference
HEGARTY, JOHN D., JR.	Feb. 16	A Panel Discussion of the Topics Covered in the 18th Annual Federal Tax Lectures	Michigan Association of Certified Public Accountants' Committee on Federal Taxation and the Metropolitan Detroit Chapter of the Michigan Association of Certified Public Accountants
JENSEN, WALLACE M.	Feb. 10	The Government's Anti-Poverty Program's Effect on the Voluntary Social Agencies in Detroit	Biennial Conference of United Community Funds and Councils of America, Toronto
	May 2-5	Treatment of Fixed Assets Including Depreciation, Investment Credit, etc. Recent Change of Accounting Method Procedures	University of Miami Annual Tax Conference
MEYER, DANIEL J.	March 9	Effective Management Reporting	American Management Association Profitability Accounting Conference
MYERS, KENNETH G.	April 21	Computerization Program in Retail Stores for Billing and Accounts Receivable	Greater Detroit Retail Controllers' Group
PETERS, PHYLLIS E.	March 13	Opportunities for Women in the Financial World	University of Detroit Phi Gamma Nu Sorority
PETERSON, HOWARD J., JR.	March 6-11	Co-chairman	American Management Association Profitability Accounting Seminar

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
	May 14	Organizing the Systems and Programming Function	Southeastern Michigan Systems and Procedures Association, Spring Conference
SCHATZ, HARVEY E.	March 6-11	Co-chairman	American Management Association Profitability Accounting Conference
VANDER BROEK, DAVID J.	Feb. 16	A Panel Discussion of the Topics Covered in the 18th Annual Federal Tax Lectures	Michigan Association of Certified Public Accountants' Committee on Federal Taxation and the Metropolitan Detroit Chapter of the Michigan Association of Certified Public Accountants
WOOD, DONALD R.	Jan. 27	Decision Tables in Systems Documentations	Administrative Services Association, Atlanta
	Feb. 9	Systems Design and Documentation	Systems and Procedures Association, Detroit Chapter
	April 21	Computerization Program in Retail Stores for Billing and Accounts Receivable	Greater Detroit Retail Controllers' Group
<i>Executive Office</i>			
BEYER, ROBERT	Jan. 10	Top Management in the 1970's— and Beyond	National Retail Merchants Association 55th Annual Convention, New York
	Feb. 26	Top Management in the 1970's— and Beyond	Retail Controllers' Congress, Phoenix
	March 8	Profitability Accounting	Mexican Institute of Certified Public Accountants, Mexico City
	April 4	Management Services Information Systems in the Space Age	University of Wisconsin Chapter of Beta Alpha Psi
	June 27	Management Services Information Systems in the Space Age	National Association of Accountants National Convention, New York
	Sept. 20	Management Services Information Systems in the Space Age	National Association of Accountants, Olean, New York
DODWELL, JOSEPH W.	Jan. 10	Operational Auditing— Which Way Do We Go Now?	Institute of Internal Auditors, Philadelphia Chapter
	June 13-17	Operational Auditing— Chairman	American Management Association Operational Auditing Seminar, New York
EBERT, CARROLL E.	Jan. 11	Merchandising Classifications— How Far, How Fast, What Cost?	National Retail Merchants Association Annual Convention, Controllers Congress and Merchandising Joint Session, New York
	Feb. 15	The New Menswear Financial and Operating Manual	Men's Wear Retailers of America
	April 13	Pinpointing Your Stock Shortage Effects	Pittsburgh Retail Controllers Association
	May 25	A Total Retail Automated Merchandising System	National Retail Merchants Association Controllers Congress Convention, Minneapolis
	May 31	Classification Merchandising	Canadian Retail Conference, Toronto, Ontario
JENNINGS, DONALD W.	Jan. 12	Management Services in Mexico	Mexican Business and Government Executives Seminar, Mexico City
	Feb. 17	Management by Objective	Butler Paper Division of Nekoosa Edwards Paper Company, Denver
	May 16	Accounting and Finance for Non-Financial Executives	University of Wisconsin Management Institute Seminar
JUNE, MARJORIE	Jan. 10	Impact of Social Security on Your Life	Northwestern University Women's Commerce Group
	Jan. 12	Impact of Social Security on Your Life	Chicago Area Credit Women's Association
PORTER, W. THOMAS	Feb. 22	Cost Center Concept	Columbia University—Family Service Association of America, Executive Program for Directors of Agencies
POWER, WILLIAM D.	March 9	Effect of Advanced Business Systems on the Retail Controller's Function	New England Controllers Association, Providence

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	March 31	Retail Industry Requirements for Business Equipment Manufacturers	Litton Business Equipment Group Members, New York
	April 18	Advanced Business Systems in Government Exchanges	Army Air Force Exchange Service Management Conference, Dallas
	April 25-27	Discount Store of 1970's	1966 Mass Merchandising Conference, Atlantic City, N. J.
TRUEBLOOD, ROBERT M.	March 24	Of Men and Machines: Do the First Become Secondary	St. Louis Chapter of the Missouri Society of Certified Public Accountants
	March 29	Of Men and Machines: Do the First Become Secondary	Pittsburgh Chapter of the Pennsylvania Institute of Certified Public Accountants—Past Presidents' Dinner
	April 13	Long-Range Implications of Accounting Developments	University of Illinois, College of Business Administration, Faculty Seminar
	April 19	The Creative Professional	Illinois Society of Certified Public Accountants, Annual Awards' Dinner
	May 27	Future of Accounting Principles Board	University of Chicago Conference on Empirical Research
	June 17	Independence, Objectivity, and Integrity	43rd Annual Pacific Northwest Conference of Certified Public Accountants, Portland
	June 27	Independence, Objectivity, and Integrity	Pennsylvania Institute of Certified Public Accountants Annual Meeting, Bedford Springs
	Aug. 23	Accounting: 50-Years From Now	AAA Annual Meeting, Miami
	Oct. 20	Responsibility for Establishment of Accounting Principles	Financial Executives Institute, Chicago
WANTHAL, ALVIN E.	March 9	Opportunities in Management Services	Purdue University, Krannert School of Industrial Administration
Grand Rapids			
FAIRMAN, ROBERT P.	Feb. 1	Personal Income Taxes — Changes in the Law	Kelvinator Management Club
Houston			
FREEMAN, ALVIN L.	Jan. 18	Estate Planning for the Small Business Corporations	Greater Houston Retail Controllers Association
	Jan. 18	Estate Planning for the Small Business Corporations	Federal Tax Forum
LATTER, THOMAS C.	Jan. 18	Responsibility of Tax Practice	Texas Society of Certified Public Accountants, Dallas Chapter
	March 1	Duties and Responsibilities of an Accountant When Preparing a Tax Return	Texas A&M University Accounting Society, Bryan, Texas
	April 13	Deductibility of Professional Seminar Expenses	Tax Forum, Houston
	Aug. 12	Discussion Leader — Purchase, Sale or Liquidation of a Corporate Business	Texas Society of Certified Public Accountants, Fort Worth Chapter
LIPSCOMB, OWEN	Feb. 22	The "Classification" Factor in Disposing of Real Estate	American Society of Women Accountants, Houston Chapter
PICKENS, LELAND C.	Feb. 2	Marketing Decisions: Intuitive or Informed? Order Processing	The National Association of Pipe Nipple Manufacturers, Chicago
POLLARD, RICHARD M.	Jan. 18	Panelist and Discussion Leader — Accounting and Expense Control	National Institute of Swimming Pool Contractors
Kansas City			
HOFFMAN, LOREN G.	Feb. 17	Current Developments in Taxation for Savings and Loan Associations	Society of Savings and Loan Controllers, Kansas City Chapter

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JACKSON, JERRY B.	Feb. 7	Tax Planning	Advertising Artists Guild, Kansas City
PETSCHKE, ROBERT J.	Feb. 7	Systems	Advertising Artists Guild, Kansas City
TRANZOW, FRANK H.	March 16	Control of Staple Merchandise Inventories	Retail Controllers, Kansas City Chapter
	March 21	Outlining the Systems and Procedures Effort	National Association of Accountants, Kansas City
	March 25	Organizing the Systems and Procedures Effort	Systems and Procedures, Kansas City Chapter
	May 5	Future in Public Accounting	Kingsville, Missouri High School
	May 26	Return on Investment	Budget Executives Institute, Kansas City Chapter
Los Angeles			
GIBBS, NELSON F.	March 1	Effective Management Reporting	National Association of Accountants, Palos Verdes Chapter
INGAUDO, JOSEPH A.	Feb. 15	Profit Planning	National Association of Accountants, Palos Verdes Chapter
PALFREYMAN, W. RUSSELL	April 24	The Modern Arena of Professional Accounting	California State College, Beta Alpha Psi, Los Angeles
PATOTZKA, OWEN B.	Jan. 3	Current Tax Aspects of Multiple Corporations	California State Society of Certified Public Accountants, Pasadena Discussion Group
	March 7	When Your Tax Return is Questioned	Los Angeles Miracle Mile Kiwanis Club
	April 7	When Your Tax Return is Questioned	Santa Monica Chapter Society of Professional Engineers
	April 18	The Role of the Tax Accountant — Historian or Planner	San Fernando Valley State College Accounting Association
Memphis			
GORDON, KENNETH J.	March 16	Presentation of Financial Statements to Various Groups	Memphis Chapter of N.A.A.
HUNDLEY, DONALD R.	Jan. 19	What is Expected of Management	Board of Directors, Junior Achievement, Memphis
STARK, DON F.	March 7	What is New on the Tax Scene	Merchandising Clinic for Mid-South Funeral Directors
WHITEHORN, JERRY E.	Feb. 19	Future in Accounting	Trezevant High School Bookkeeping Class
Milwaukee			
LARSEN, JAMES R.	March 3	Estate and Gift Taxes in Estate Planning	Milwaukee Recreation and Adult Education Department—XYZ Club
MAINMAN, GERALD E.	March 10	Make or Buy Decisions	American Management Association Profitability Accounting Seminar, Chicago
ROBERTSON, LOWELL L.	Feb. 22	Public Accounting	State University of Iowa, 21st Annual Career's Conference
TRAWICKI, DONALD J.	Feb. 10	Capital Expenditure Planning	Joint Meeting of Financial Executives' Institute and Budget Executives' Institute, Denver
	Feb. 15	Information Management	University of Wisconsin Management Institute Presidents' Conference
	March 10	Return on Investment	American Management Association Profitability Accounting Seminar, Chicago
	March 21	Work Measurement and Scheduling	Retail Controllers, Milwaukee
	April 26	Controlling Marketing Costs	American Marketing Association, Milwaukee
	May 16-19	Finance and Accounting for Non-Financial Executives	University of Wisconsin Management Institute Seminar
	June 13-17	Profitability Accounting	University of Wisconsin Management Institute Seminar

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Minneapolis			
BUCHAN, JOSEPH F.	Feb. 23	Problems in Using EDP for Production Control	Denver Chapter of APEX
	March 9	Profitability Accounting	Purdue University Financial Controls Classes
	April 13	Use of Computer in Production Control	TIMS-ORS monthly meeting
BUCHAN, JOSEPH and FLEISCHER, DAVID	May 25	Retail Profitability Accounting	NRMA Controllers' Congress
BUCHAN, JOSEPH F. WANTHAL, ALVIN E. GIBBONS, ROBERT P. HORNSBY, RICHARD L.	March 9	Panel discussion—Opportunities in Management Services	Purdue Industrial Management School graduating class
TANG, E. PALMER	Jan. 2	Accounting and EDP	University of Minnesota Accounting Club
BUCHAN, JOSEPH F.	April 20	Computer Challenges to the Internal Auditor	Institute of Internal Auditors, Twin Cities Chapter
New Orleans			
COIRON, GEORGE A., JR.	March 2	Opportunities in Public Accounting	Louisiana State University Accounting Club and Faculty
	May 23	A.B.C. Transactions	American Society of Women Accountants, New Orleans Chapter
New York			
ACKERMAN, SANFORD S.	Feb. 2	Business Management Methods in Social Action Programs	Detroit Chapter of TIMS
	March 17	Managing Product Distribution	American Management Association Marketing Profitability Seminar, New York
	March 21	Planning and Implementing a Data Bank	Chamber of Commerce, Buffalo
	May 3	Quantitative Techniques—How Much Does Tomorrow's Executive Need to Know	Dartmouth College, The Amos Tuck School of Business Administration
BROWN, VICTOR H.	Jan. 3-7	Introduction to Profitability Accounting Structuring the Accounts for Maximum Information and Control Capital Budgeting Make or Buy Decisions	American Management Association Profitability Accounting and Control Seminar, New York
	Feb. 7-11	Effective Distribution Cost Analysis Marketing—Return on Investment as a Tool for Marketing Management	American Management Association Return on Investment Seminar, New York
	March 14-18	Marketing Costs and Financial Tools for Modern Marketing Return on Investment for Marketing Management Integrated Marketing/Financial Information System	Chairman American Management Association Managing Marketing Profitability Seminar, New York
	April 18-19	Case Study Presentation—Advanced Control Class	Harvard Business School Graduate Division, Boston
	April 29	Discounted Cash Flow	Irving Trust Company Industrial Financial Seminar, New York
	May 16-19	Introduction to Profitability Accounting and Control Structuring the Accounts for Maximum Information and Control Capital Budgeting Make or Buy Decisions	American Management Association Profitability Accounting and Control Seminar, New York
	June 17	Return on Investment	Irving Trust Company Corporate Finance Conference, Atlantic City, N. J.

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BURCHFIELD, DAVID V.	Feb. 2	Profitability Accounting	National Association of Accountants, New Jersey Chapter
	March 15-16	Pricing Planning for Marketing Profit	American Management Association Managing Marketing Profitability Seminar, New York
	April 27	Profitability Accounting	National Association of Accountants, Raritan Chapter
	May 18	Pricing for Profit Profit Planning	American Management Association Profitability Accounting and Control Seminar, New York
FURMAN, ROBERT M.	Jan. 18	Instalment Method	The First National State Bank of New Jersey—Seminar
GIBBONS, ROBERT P.	Jan. 4	Variable Budgets	American Management Association Profitability Accounting Seminar, New York
	March 17	Managing Product Distribution	American Management Association Managing Marketing Profitability Seminar, New York
	May 17	Variable Budgets	American Management Association Profitability Accounting and Control Seminar, New York
HILLE, ROBERT	Jan. 3	The Role of Cost Standards in Management Planning and Control	American Management Association Profitability Accounting Seminar, New York
JOHNSON, WILLIAM G.	April 4	Automation in the Banking Industry	New York Institute of Electronic and Electrical Engineers Meeting, Poughkeepsie, N. Y.
JOYCE, WILLIAM R.	April 26	Career Opportunities in Public Accounting	Fordham University Beta Alpha Psi Chapter, N. Y.
	May 5	The Scope of Management Services	St. Bonaventure University Delta Sigma Chi Business Fraternity, New York
MAJOR, RICHARD D.	March 16	Managing Programmed Marketing Costs—Territory Management Managing Programmed Marketing Costs—Sales Personnel Managing Programmed Marketing Costs—Advertising and Promotion	American Management Association Managing Marketing Profitability Seminar, New York
	May 17	Distributive Channel and Market Segment Accounting	American Management Association Profitability Accounting and Control Seminar, New York
MULVIHILL, DENNIS E.	March 17-18	EDP Systems Design Impact of EDP on Organization	Audit EDP Society—University of Chicago
	April 27	Impact of EDP on Management and Organization	Chairman American Management Association Role of Management in Business Systems Seminar, N. Y.
MUNRO, ROBERT G.	Jan. 7	Return on Investment	American Management Association Fundamentals of Finance for Non-Financial Executives Seminar, New York
	May 12	Return on Investment Methods	American Management Association Division and Plant Controllers Seminar, New York
OPITZ, ROY B.	Feb. 11	Marketing—Return on Investment as a Tool for Marketing Management	American Management Association Return on Investment Seminar, New York
	March 17	Return on Investment for Marketing Investment	American Management Association Managing Marketing Profitability Seminar, New York
ORLIN, HOWARD J.	May 17	Current Problems in Multi-Corporate Operations	American Society of Women Accountants, New York
PADWE, GERALD W.	April 26	Establishing a Market or Value for Closely Held Stock	American Management Association Estate Planning for Owners of Family-Held Corporations Seminar, New York
PAUL, HERBERT M.	April 25	Estate Taxation	American Management Association Estate Planning for Owners of Family-Head Corporations Seminar, New York
	June 15	Federal Taxation	New York State Society of Certified Public Accountants Annual Conference
POWERS, JOHN F.	May 17	Profit Center and Product Line Accounting	American Management Association Profitability Accounting and Control Seminar, New York
ROSE, JOSEPH M.	Feb. 16	Finding New Sources of Financing for Growth and Problems of "Going Public"	American Management Association Workshop Seminar, Solving Growth Problems in the Family-Held Company

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SPORER, MAX F.	Jan. 3-7	The Budgetary Control of Costs Variable Budgets for Product Costing and Cost Control Effective Management Reporting	Chairman—American Management Association Profitability Accounting Seminar, New York
	Feb. 9	Definition of Concept—Uses to Date	American Management Association Return on Investment Seminar, New York
	March 14-17	Marketing Profitability Analysis Measuring Product Profit Performance Measuring Profitability by Market Segment Reporting and Controlling Marketing Costs	American Management Association Managing Marketing Profitability Seminar, New York
	May 16-18	The Budgetary Control of Costs The Integrated Use of Variable Budgets for Product Costing and Cost Control Effective Management Reporting	Co-Chairman American Management Association Profitability Accounting and Control Seminar, New York
	STEVENS, ROBERT G.	Jan. 4	Profit Center and Product Line Accounting
WEINSTEIN, EDWARD A.	Jan. 6	The Accountant's Role in Bankruptcy—Disclosure and Forecasting	New York State Society of Certified Public Accountants, Annual Bankers Dinner, Albany Chapter
	June 8	Information Requirements of Credit Grantors in Bankruptcy Pro- ceedings	New York State Society of Certified Public Accountants Seminar
Philadelphia			
BREIDEN, MILLARD L.	Jan. 27	Financial Planning and Cost Control	Philadelphia General Hospital Residents and Interns
MARKHUS, ROGER C.	Apr. 28	Pension and Profit Sharing	PICPA Professional Development Course
	Jan. 4	CPA Service for a Small Business	Jenkintown, Pennsylvania Rotary Club
PAIER, ADOLF A., JR.	April 13	The Auditors Responsibility for Detection of Fraud	Lehigh University Accounting Group, Beta Alpha Psi Chapter
Pittsburgh			
BOWEN, KENT D.	March 8	Administrative Internal Controls	Duquesne University Business Forum Club
CONWAY, TERRY N.	Feb. 21	Management by Objectives	Pure Carbon Company Foreman's Club
	March 17	Fit Your Fiscal Year to Your Business	Credit Association of Western Pennsylvania, Greensburg Chapter
	April 12	Profitability Accounting and Marketing Decisions	U. S. Department of Commerce—Presidents' Seminar
	April 14	Profitability Accounting and Marketing Decisions	Data Processing Management Association
	DiMARIO, JOSEPH F.	Feb. 20	Profitability Accounting
	March 15	Accounting Information Systems for Decision Making	The Institute of Management Sciences, Pittsburgh Chapter
	April 4	Profitability Accounting	IBM Sales and Systems Group
	April 12	Concepts of Profitability Accounting	U. S. Department of Commerce—Presidents' Seminar
	April 14	Profitability Accounting	Data Processing Management Association
HENDERSON, ALAN D.	Jan. 5	Securities & Exchange Commission	Duquesne University
	Jan. 26	Career in Public Accounting	Wheeling University
	April 13	Internal Control and Expense Reduction	Mechanical Contractors' Association and Associated Plumbing Contractors' Association Management Methods Seminar, Pittsburgh
ROSSI, HENRY J.	April 28	Financial Planning for Retailers	U. S. Department of Commerce Seminar
	March 14	Accounting and Financial Reporting for Contractors	General Insurance Company of America, Annual Convention of Associated General Contractors, Washington, D.C.

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
	March 17	Methods of Accounting—Tax Aspects Estimate—Bid Function and Control of Job Progress and Cost	Construction Industry Executives Seminar sponsored by Colorado National Bank, Denver
	April 13	Estimate—Bid Function and Control of Job Progress and Cost Methods of Accounting—Tax Aspects	Mechanical Contractors' Association and Associated Plumbing Contractors' Association Management Methods Seminar, Pittsburgh
SCHARPF, NORMAN W.	Jan. 19	Accounting for Management	Savings and Loan Controllers, Greater Pittsburgh Chapter
	Feb. 20	Professional Accountant	Univac Sales and Systems Force
	April 4	Role of the CPA	IBM Sales and Systems Group
	April 12	Effective Management Reports	U. S. Department of Commerce—Presidents' Seminar
	April 14	Effective Management Reports	Data Processing Management Association
SIMPSON, WILLIAM J.	April 13	Basic Tax Planning Concepts and Form of Organization Multiple Corporations, Closely-Held Corporations and Estate Planning	Mechanical Contractors' Association and Associated Plumbing Contractors' Association Management Methods Seminar, Pittsburgh
WERBANETH, LOUIS A., JR.	March 15	Effective Strategic Planning	Credit Club of the Credit Association of Western Pennsylvania
	March 17	Shareholder-Employee Tax Benefits Profit Planning and Management Reports	Construction Industry Executives Seminar sponsored by Colorado National Bank, Denver
	April 12	Effective Strategic Planning	U. S. Department of Commerce—Presidents' Seminar
	April 13	Profit Planning and Management Reports Shareholder-Employee Tax Benefits	Mechanical Contractors' Association and Associated Plumbing Contractors' Association Management Methods Seminar, Pittsburgh
WITT, HARRY W.	Feb. 21	Management by Objectives	Pure Carbon Company Foreman's Club
	April 17	Accounting as a Profession	Keystone Oaks High School Career Night
Rochester			
BROWN, GAIL N.	Feb. 3	Accounting Problems Facing Agriculture Cooperatives	National Society of Accountants for Cooperatives, Gulf States Chapter, Jackson, Mississippi
	April 26	Problems Facing Accountants for Cooperatives	National Society of Accountants for Cooperatives, Northeast Chapter, Syracuse, New York
LAWLER, JAMES P.	March 11	Employment Opportunities in Accounting	Monroe County Community College Students
SALLERSON, EDWARD	April 19	Disclosure of Departures From Opinions of the Accounting Principles Board	New York State Society of Certified Public Accountants, Rochester Chapter
St. Louis			
BRUEN, JOHN F., JR.	June 6	Uniform Accounting Practices for Home Builders	National Association of Home Builders, Retail Meeting, Kentucky
FLEISHER, DAVID L.	May 26	Profitability Accounting in Retail Stores	Retail Controllers Congress, Minneapolis
FLEISHER, DAVID L. HORNSBY, RICHARD L. KEYDEL, JOHN F.	June 6	Profitability Accounting	Conducted American Management Association Profitability Accounting Seminar, St. Louis
HORNSBY, RICHARD L.	March 7-8	Chart of Accounts Product Line Accounting	American Management Association Profitability Accounting Seminar
	March 10	Case Study Presentation	Purdue Graduate School of Industrial Administration
KEYDEL, JOHN F.	Jan. 19	Expense Controls	National Association of Accountants, Memphis
San Diego			
CREEK, EDDIE C.	April 23	Opportunities in Accounting Field	Business Careers Conference, coordinated by San Diego County Department of Education
E'GOLF, MARVIN A. MOONEY, ROBERT J.	Feb. 25	Tax Ideas for Rental Owners	Apartment and Rental Owners Association of San Diego

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
KUHN, JAMES B.	Feb. 21	Operations of the CPA Society in California	Channel Counties Chapter of the CPA Society
	March 3	Professional Ethics	San Diego State College Accounting Society
	April 26	Work Measurement and its Applications in the Retail Industry	San Diego Retail Controllers Group
	April 28	Responsibilities of the In Charge Accountant	American Institute of Certified Public Accountants Staff Training Course for In Charge Accountants
MALKIND, JOHN J.	April 18	Liabilities and Operations	Bankers Institute Seminar
MOONEY, ROBERT J.	Jan. 25	Taxes and Licenses Record Keeping and Business Regulations Advantages and Disadvantages of Buying an Existing Business or Starting a New Business	Small Business Administration Pre-Business Workshop
	March 24	Current Matters in Income Tax	American Society of Women Accountants
OLSON, GLEN A.	Jan. 20	Modern Recordkeeping	Madison High School
	Jan. 21	Business Occupations	Clairemont High School
TARAMASCO, RAYMOND D.	March 14	Reporting and Report Evaluation	American Institute of Bankers

San Francisco

BODMAN, RICHARD S.	March 8	A Framework for Analysis on Bank Profitability	National Association of Bank Auditors and Controllers, San Francisco Chapter
	April 23	Development of Management Services Personnel	The American Accounting Associations, Annual Meeting of Pacific Coast Section
BOWEN, DALE S.	Jan. 10	Progress Report on Systems and Plant Observations	Frozen Potato Products Institute, Cost Accounting Committee, Seattle
	Jan. 21	Proposed Revision of Uniform Manual	National Association of Frozen Food Packers, Executive Committee, Washington, D.C.
	Jan. 21	Earnings and Financial Ratios	Dried Fruit Association of California, participants in National Commission on Food Marketing Study, San Francisco
ESTES, ROBERT C.	May 20	Taxation of Cooperatives	California Canners & Growers, Officers and Executives
HURTADO, CORYDON	April 7	Data Processing's Impact on Management	San Francisco Phi Gamma Delta Graduate Chapter
WALTERS, RALPH E.	April 23	The Professional Pyramid	Michigan College Accounting Educators' Conference, Calvin College, Grand Rapids
WEINTHALER, EDWARD L.	April 4-5	Organization Planning Tools for Organizational Planning & Control	American Management Association Organization Planning and Control Seminar, San Francisco
	April 18	Impact of Data Processing on Order Processing Systems	Administrative Management Society

San Jose

SHUMA, RICHARD G.	March 22	A Career as a Certified Public Accountant	California Society of Certified Public Accountants, 1966 Career Guidance Institute sponsored by Santa Clara County Office of Education
SULLIVAN, JERRY M.	March 10	Audits of Savings & Loan Associations by Supervisory Agencies and Independent Certified Public Accountants	U. S. Savings & Loan League for Savings and Loan Personnel Seminar

Seattle

ALKIRE, DURWOOD L.	March 16	A CPA's Reaction to Business Life Insurance	North Seattle Life Underwriters
ANDERSON, JOHN	Jan.	Public Accounting as a Career	Renton High School Career Day Program
BENJAMIN, ROBERT M.	March 22	Auditing EDP Systems	Short Course in EDP for Accountants, University of Washington

<i>SPEAKER</i>	<i>DATE</i>	<i>SUBJECT</i>	<i>AUDIENCE</i>
MCLEAN, GARY A.	March 22	Operating Systems and Practical Problems	Short Course in EDP for Accountants, University of Washington
MCLEAN, GARY A. ROATS, GARY C. TALBOT, JACK W.	Jan. 25	EDP Today and Tomorrow	University of Washington, Beta Alpha Psi
SWENSON, NORMAN E.	Feb. 16	Travel and Entertainment Expenses	University of Washington, Tax Clinic for Small Business
WHEELER, J. GARTH	March 21	Current Tax Problems in Savings and Loan Associations	Society of Savings & Loan Controllers, Puget Sound Chapter

Articles

<i>AUTHOR</i>	<i>EDITION</i>	<i>TITLE</i>	<i>PUBLICATION</i>
Chicago			
HINZE, PHILIP L.	March	New Trap for Real Estate Corporations	The Journal of Accountancy
PERRY, RAYMOND E.	Feb.	Comprehensive Income Tax Allocation	The Journal of Accountancy
Detroit			
MLOT, ALOYSIUS M.	Feb.	Streamlining Management Reports for Motor Carriers	Report to Management
Executive Office			
CRAMER, DONALD H.	April	How to Attract and Hire College Graduates	The Journal of Accountancy
DODWELL, JOSEPH W.	June	Operational Auditing: A Part of the Basic Audit	The Journal of Accountancy
EBERT, CARROLL E.	Feb.	Merchandise Classification—How Far, How Fast, What Cost?	Retail Control
New York			
FURMAN, ROBERT M.	Feb.	Tax Topics	Retail Control
ORLIN, HOWARD J.	March & April	Gross Receipts Tax on Transactions between Affiliates	New York State Certified Public Accountant
PAUL, HERBERT M.	Spring	Basic Tax Concepts of Combining and Reorganizing Corporations	The Accounting Journal of Brooklyn College
	May	The Tax ABC's of Corporate Reorganizations	Taxation for Accountants
Pittsburgh			
ROSSI, HENRY J.	March	The Critical Factor in Construction Industry Credit Evaluation	Credit and Financial Management
San Diego			
E'GOLF, MARVIN A.	March	Why Keep Records?	Rental Owners News
	April	Bookkeeping—Basic Record Keeping for Rental Management	Rental Owners News