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TAYLOR SOCIETY

ENGINEERING SOCIETIES BUILDING

29 WEST THIRTY-NINTH STREET, NEW YORK

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OBJECTS OF THE SOCIETY

(Extract from the Constitution)

The objects of this Society are, through research, discussion, publication and other appropriate means:

- 1. To secure an understanding and intelligent direction of the principles governing organized effort for the accomplishment of industrial and other social purposes for the mutual benefit of
 - A. The Community
 - B. Labor
 - C. The Manager
 - D. The Employer
- 2. To secure the gradual elimination of unnecessary effort and of unduly burdensome toil in the accomplishment of the work of the world.
- 3. To promote the scientific study and teaching of the principles governing organized effort, and of the mechanisms of their adaptation and application under varying and changing conditions.
- . 4. To promote general recognition of the fact that the evaluation and application of these principles and mechanisms are the mutual concern of the community, labor, the manager and the employer.
- To inspire in labor, manager and employer a constant adherence to the highest ethical conception of their individual and collective social responsibility.

BULLETIN OF THE TAYLOR SOCIETY A SOCIETY TO PROMOTE THE SCIENCE AND THE ART OF ADMINISTRATION AND OF MANAGEMENT Published at Hohokus, New Jersey Engineering Societies Building 29 West Thirty-ninth Street, New York Communications may be sent to the latter address Copyrighted 1921, by the Taylor Society. Published every other month. Per Year to Members \$2.50; to others \$3.00. This issue \$.75 Application for entry as second-class matter is pending VOL. VI. AUGUST, 1921 No. 4/ CONTENTS COMMENT137 MACHINE-POSTED BALANCE OF STORES RECORDS by C. Moffit Ford 139 METHODS OF COMPENSATING SALESMEN by C. K. Woodbridge 153 MAN MANAGEMENT: A NEW PRO-FESSION IN THE MAKING by UNEMPLOYMENT SCORES by Morris L. Cooke 163 HOW AN UNSTABILIZED DOLLAR INTERFERS WITH EFFICIENT MANAGEMENT by Irving L. Fisher 171

COMMENT

ITH the development of local sections of the Taylor Society has appeared a new problem—how to publish the abundance of material now available for the BULLETIN. Formerly the proceedings of the national meetings, supplemented by an occasional special article, provided just enough for six issues each year. The local section meetings have doubled the available first-class material. The Society is confronted by a real problem which should be considered—and solved—at the annual business meeting in December. There is now material for twelve issues a year. But twelve issues of a well-printed bulletin which carries no advertising is an expensive item. What is the solution?

THERE is an argument other than mere abundance of material for more frequent issues. The Society is growing—January, 1919, 136 members; January, 1920, 243 members; January, 1921; 444 members; August, 1921, 654 members. Growth means diversity of primary interests. It is assumed that all serious students of administration and management are interested in all phases of management, but each has a primary interest. The administrator of large affairs, the general manager of operations, the shop superintendent, the treasurer, the sales manager, the foreman, the balance of stores clerk-each has his special interest. The programs of meetings are planned to provide for all of these interests. Members would like to see the BULLETIN also provide for the same variety of interests. One does not get enough from hearing a technical paper; one wants to read and study it. The opportunity should be afforded. More issues or larger issues are the only ways out, and both amount to the same thing in cost.

MAKE a tickler memorandum—the next meeting of the Society will be held Dec. 1, 2 and 3, in the Engineering Societies Building, New York. It is at the December meeting that the annual business meeting is held, therefore no member should fail to be present. Plans for the program are well along and will be announced in detail soon. We can say now that there will be a session for shop managers, one for sales managers, one for personnel managers, one for office managers, one for treasurer-comptrollers, and a general session for proprietors and administrators. At the sales managers' session discussion will take place, more intensive than a year ago, on sales engineering, or merchandising, and on sales operating, or sales production. For the office managers' session a paper is being prepared giving actual results in the application of scientific management to three types of offices particularly-banks, the general offices of department stores and the general offices of manufacturing plants. A committee is at work on the preparation of a report on the application of scientific management principles to the work of the treasurer and comptroller, for the treasurer-comptroller session. Altogether, we believe the meeting will be well worth

EVERY subject discussed in this issue is pertinent to scientific management. We have not seen in a long time a better technical paper than Mr. Ford's. The article by Mr. Woodbridge lays the ground for