

Objects of the Taylor Society Incorporated

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

1. To secure—for the common benefit of the community, the worker, the manager and the employer—understanding and intelligent direction of the principles of administration and management which govern organized effort for accomplishing industrial and other social purposes.
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 adaptations 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, the worker, the manager and the employer.
5. To inspire in labor, manager and employer a constant adherence to the highest ethical conception of their individual and collective responsibility.

Membership

The membership of the Society comprises Members, Junior Members, Honorary Members, Life Members, Firm Members, Contributing Members and Student Associates. Application for membership should be made on a regular form which may be secured from the Society. New members may be elected directly to the grades marked*.

1. **Member*: An individual interested in the development of the science and the art of management as engineer, executive, operative, scientist, investigator or teacher. Minimum age 28. Initiation Fee, \$15. Annual dues including subscription to the Bulletin, \$20.
2. **Junior Member*: A younger member. A Junior Member may become a Member without payment of additional initiation fee at 28 years of age and must change to Member at 30 years. Initiation Fee, \$5. Annual dues including subscription to the Bulletin, \$10.
For any of the above grades a person engaged in educational work, state service, government service or the service of any other non-commercial enterprise of an eleemosynary nature shall pay one-half the initiation fee and one-half the annual dues of the grade to which elected.
3. **Honorary Member*: A member elected by the Board of Directors for exceptionally distinguished service in the advancement of the science and the art of management.
4. **Life Member*: Any Member who has prepaid all dues by the payment of \$500.
5. **Firm Member*: A firm or organization interested in the advancement of the science and the art of management which desires to make the service of the Society available to members of its organization. A firm member designates two representatives (who may be changed from time to time at the organization's discretion) who have all the rights and privileges of membership except the right to vote and to hold office. Annual dues, including two subscriptions to the Bulletin, \$40.
6. **Contributing Member*: Any individual, firm or organization desiring to promote the work of the Society by an annual contribution of \$100 or more. A contributing member has all the privileges of personal or firm membership, as the case may be, including one subscription to the Bulletin for each \$20 contributed.
7. **Student Associate*: A regularly enrolled student of management in any school of engineering, business administration, commerce or arts, of collegiate rank, or a graduate of such institution who has applied for membership not later than one year after graduation, elected upon recommendation of the instructor in charge of management courses. A Student Associate may become a Junior Member, without payment of initiation fee, any time after graduation and must become a Junior Member at the age of 25. Annual dues including subscription to the Bulletin, \$3.

All dues are payable in advance, either annually or in semi-annual instalments. The fiscal year is November 1 to October 31. Members elected other than at the beginning of the fiscal year are charged pro rata (quarterly) for the first year.

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Comment

WHY IS it that the Taylor Society provides for discussion at its meetings of such problems as national economic planning? Because these are practical problems affecting the internal management of every individual enterprise. There is not much use in having an efficient plant if there is no demand for its products and a continuous overhead is eating up the accumulated profits of past activity, and especially if the very survival of the business in question is threatened.

IT IS time for bold collective action. The instability of the future threatens to be greater than it is now. The most illuminating single new fact brought out at our December Meeting will be found in Mr. Lough's paper on page 231. The area of consumer purchasing represented by "caprice goods" increased from 9 per cent of national income, or 17 per cent of retail purchases before the War, to 14 per cent of total income, or 25 per cent of retail purchases in 1929. The consumer stops purchasing caprice goods at the least sign of economic insecurity. "This means," says Mr. Lough, "that the resistance level to reductions in consumption is much lower than we had previously imagined . . . that the tendency is toward greater swings, both up and down, in the business cycle."

ECONOMIC SECURITY for consumers is, therefore, the outstanding practical problem of every owner and manager today. When purchasing in the caprice area stops one quarter of business stops, and then additional sectors of business stop as unemployment and reduced income in the caprice area affects purchasing in other areas. The fear of economic insecurity must be removed. The question is not whether the individual is born with an inalienable right to security or not. The practical question is, can business survive if individuals are subjected to such periodic fear of insecurity. The one incontrovertible fact with which all our management thinking must begin is that purchasing will decline when economic insecurity is felt. It is for these reasons that the Taylor Society is carrying its campaign of scientific management—research-determined facts—planning—over into the field of collective management of industrial society, the minimum objective being such a degree of stabilization as will remove from consumers as wage and salary earners the dread of economic insecurity.