

THE LEATHER-BOUND LEDGER



Spring cleaning around the office recently revealed an aged leather-bound ledger book dating back over a quarter century. At the time, this ledger book was used to record our firm's client activity month by month. Hand written entries documented professional services organized by date, name, client/company and fee. Meticulously prepared, this brings to mind visions of Dickensonian times; although I imagine many administrative practices were documented in similar fashion in those days.

As my fingers walked the pages of this ledger book, I noticed that the client mix then was similar to present day: A healthy assortment of manufacturing, finance, service and construction, along with career guidance offered to students and adults. Noteworthy is the fact that our earliest recorded service to more than a dozen current clients was in the decade spanning 1978 - 1988. The fact that these relationships have endured is testament to the professionalism and service orientation of those who have preceded our present day staff; it is also a tradition we strive to honor and continue each day.

We have been blessed by the fact that many of our current client relationships are the result of connections formed in that time frame. With some of these clients our work in support of their business needs has been steady and with others intermittent; however it is gratifying to see tangible indication of the sustainability – the longevity – of these business relationships.

Whether clients call upon our services often or occasionally, we thank them for the confidence implied in these long-term connections. It is something we do not take for granted.

Jonathan E. Dehlinger, Ph.D.
President