

BUSINESS HISTORY NEWS

**The Newsletter of the Association
Of Business Historians**

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EDITORIAL

In addition to the normal listings, this issue contains a survey of current UK doctoral research in business history as well as features on resources for on-line research in business history, and further articles in our series of reports on important UK business history archives. The next issue will include further reports on the PRO's business archive policy and the BP archive. Items for inclusion in the next issue of the Newsletter (October 2001) should be sent to:

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PRESIDENT'S REPORT

1999-2000

Bob Fitzgerald

For the ABH Council in the autumn of 1999, it was an easy task deciding on its first priority. In their consultation documents, the Research Assessment panels - for Business and Management studies, and for History - had not named Business History as a recognised sub-discipline. Many people proved to be active and effective lobbyists, most notably Geoff Jones, Andrew Godley and John Wilson, and the arguments employed by practitioners and supporters finally restored Business History's position in December. Over the following year, members of the Business and Management panel additionally acknowledged their need for expert advice, if the subject was to be fairly assessed. The RAE places considerable pressures on institutions and departments, and shapes academic and resource strategies. In protecting the position of Business History, the ABH faced an important challenge, and, I think, fully demonstrated the value of its role.

In general, the Council continued its policy of representing the subject's interests, forming links with relevant organizations, and providing key services such as information and the conference to members. Council members, therefore, attended the annual meeting of Heads of Department in Economic and Social History, and joined with other learned societies in meeting the Economic and Social Research Council. Following the ABH's delegation to the ESRC over a year ago, Lucy Newton and I visited the Arts and Humanities Research Board. As a result, the Association was placed on its list of consulted organizations.

The Council became aware in 1999-2000 that the ABH's constitution was far from clear, and possibly never formalized. I am grateful that Trevor Boyns took on the burden of revision, and his proposals were accepted at the AGM. I should thank him and Lucy Newton for all their work on behalf of the Association.

The annual conference was held at Royal Holloway, University of London in July 2000. Andrew Popp was awarded the Coleman Prize for his Ph.D. thesis 'Business Structure, Business Culture and the Industrial District: the Potteries, 1850-1900', and I would like to thank Duncan Ross and Lucy Newton for serving as judges and reading the many entries. The ABH had awarded a dissertation prize in previous years, but

the new name should boost its recognition, and also give due recognition to a well-known scholar. I should add that both Duncan and Lucy noted the high quality of the work from all the entrants.

The keynote speech was given by Mark Fruin (San Jose University, California) on 'The Development of Japanese Management: Trends and Comparisons'. The conference was noteworthy for international participation of members from Asia, notably Nobuo Kawabe (Waseda University), Johzen Takeuchi (Nagoya University), and Dong-Woon Kim (Dong-Eui University).

Was being President a worthwhile experience from a personal perspective? I am able to answer 'yes' because of learning about the subject of Business History, its institutional position, its influence, and the academic work of its practitioners. The fact that, last year, Steven Tolliday and Geoff Jones, and, this year, Mary Rose and Howard Cox stepped forward to take an active role is a good measure of the ABH's robustness and practical relevance.

NEW ABH WEBSITE FOR 2001

<http://www.sbu.ac.uk/abh>

The Association is pleased to announce the launch of a new website. It will give members up-to-date information about the ABH and its activities, promote awareness of the association, and encourage the study of business history. The site has detailed links to resources for business historians, such as archives, organisations and business history centres. The links are up-to-date, and the site also offers descriptions and evaluations of the resources available. In addition there are conference announcements, conference reviews and funding information – including information on awards such as the Coleman and Cass prizes. The ABH aims to continuously develop the site into a resource which business historians and their students will be able to use as the first port of call. The site is hosted at South Bank University by Simon Mowatt, who developed the website for the 1999 conference. Please let Simon have feedback on additional resources that members feel may be an important additions to the site. Please bookmark the new site and be sure to spread the address to interested colleagues and students.

Simon Mowatt (Mowattsw@sbu.ac.uk)

Business History on the WWW

Other key Website addresses:

CHANGE OF ADDRESS:

European Business History Association (EBHA)

www.univ-tlse1.fr/EBHA

E-mail: <ebha@univ-tlse1.fr>

The Business History Conference Server

<http://cs.muohio.edu/ehnet/BHC/>

Business Archives Council

<http://www.hmc.gov.uk/business/busarchives.htm>

Register of Current and Recent PhDs in Business History

This listing is based on a survey conducted by the ABH Council. Despite all efforts it is almost certainly incomplete. We would welcome additional entries and intend to publish supplements and updates in due course. Send any missing information to s.w.tolliday@leeds.ac.uk. Updates will be published in subsequent issues and on the ABH website.

Recently completed:

2001:

Helen Macnaughtan, 'The Female Labour Force in Japan 1950-1970: the Case of the Cotton Textile Industry', LSE (Supervisor: Janet Hunter)

Gabriella Lombardo, 'Craft guilds in early modern Sicily', LSE (Supervisor: S.R. Epstein)

Yasushi Yonemitsu, 'Japanese small firms: a study of the Aritaware ceramic industry', University of Leeds (Supervisor: Steven Tolliday)

2000:

I. Anderson, 'Scottish Trade Unions and Nationalisation 1945-1955: A case study of the Coal Industry' University of Glasgow (Supervisor: Neil Rollings)

J. Arnot, 'Women Workers and Trade Union Participation in Scotland 1919-1939' University of Glasgow (Supervisors: Neil Rollings and Eleanor Gordon)

Janet Greenlees, 'Women's Impact on Capitalist Development: A Comparative Study of the Lancashire and American Cotton Industries, 1790-1860', University of York (Supervisor: David Jenkins)

J. McGurk, 'The Deregulation of Airline Employment in the USA and Europe: an Emerging Comparison', University of Glasgow (Supervisor: Mike French)

Lee Pegler, 'Workers, unions and the 'politics of modernisation': Labour process change in the Brazilian white goods industry' LSE (Supervisor: Paul Johnson)

Roberto Gebhardt, 'The River Plate Meat Industry since c1900: Technology, Ownership, International Trade Regimes and Domestic Policy', LSE (Supervisor: Colin Lewis)

N. Sneddon, 'Interest Groups and Policy Making: The Welfare State 1942-1964', University of Glasgow (Supervisors: Neil Rollings and Anne Crowther)

Laura N. Stanciu, 'Multinational Investment in East Central Europe between 1918 and 1948: Entrepreneurship, Institutional Forms and Government-Business Interplay', University of Reading (Supervisors: Geoffrey Jones and Matthias Kipping)

1999:

Bernardo Duggan, 'Iron and steel production in Argentina c1920-1952: Attempts at establishing a strategic industry', LSE (Supervisor: Colin Lewis)

Andrew Millward, 'The British Cycle Industry, 1870-1939', University of Birmingham (Supervisor: W.R. Garside)

1998:

Kai Yiu Chan, 'The Structure of Chinese Business in Republican China: The Case of Liu Hongsheng and His Enterprises, 1920-1937', University of Oxford (Supervisor: David W. Faure)

Andreas Hadjixenophontos, 'The institutional structure and economic rationale of co-operative organisation in Cyprus', LSE (Supervisors: Paul Johnson and Peter Loizos)

Shu Chin Huang, 'Industrial policy in Japan and Britain: a comparative study, with special reference to trade and R&D', University of Leeds (Supervisor: Steven Tolliday)

Stuart Metcalfe, 'The Borneo Company', South Bank University, 1998 (Supervisors: Howard Cox and Geoffrey Jones)

Andrew Popp, 'Business Structure, Business Culture and the Industrial District: The Potteries, c. 1850-1900', Sheffield Hallam University (Supervisors: Roger Lloyd-Jones and M J Lewis)

Currently registered

Cheryl Bailey, 'English Nineteenth-Century Provincial Banking', University of Leicester (Supervisor: Philip Cottrell)

John Beckerson, 'Marketing British Tourism 1918-1945', University of East Anglia (Supervisor: Roy Church)

Stephen Brearley, 'The International Wool Trade 1815-1914', University of Leicester (Supervisors: Bernard Attard and David McWilliams)

Valerio Cerretano, 'International Links in the Rayon Industry in the Inter-War period: The Relationship between SNIA Viscosa and Courtaulds', Pembroke College, Cambridge (Supervisor: Clive Trebilcock)

Tim Crumplin, 'Business and Community in the Isle of Man: the cases of banking and brewing, 1840-1945', Liverpool University (Supervisor: Rory M. Miller)

Leon Doughty, 'Product Development, Advertising and Design in the British Boot and Shoe Industry, 1880-1990', University of East Anglia (Supervisor: Roy Church)

Thomas Christiansen, 'The economic consequences for small-scale farmers of the agrarian policy of the Franco regime between 1939 and 1953', LSE (Supervisor: Max-Stephan Schulze)

Jordi Domenech, 'Economic development, Franco, and the problem of labour', LSE (Supervisor: Max-Stephan Schulze),

Roger Feldman, 'From failure to success: the development of a competitive advantage in the London dyeing industry in the 17th and early 18th century', LSE (Supervisor: S.R. Epstein)

Tatjana Griel, 'The West German capital market and the financing behaviour of public limited companies, 1948-1965: a reassessment', LSE (Supervisor: W.P.Kennedy)

Shakila Jacob, 'United States FDI in Malaysia before 1957', University of Reading (Supervisor: Geoffrey Jones)

Valerie Johnson, 'British Multinationals, Culture and Empire, c1900-1939', King's College, London (Supervisors: Andrew Porter and Sarah Stockwell)

Teresa Lopes, 'The evolution of multinational strategies in the alcoholic beverage industry', University of Reading (Supervisors: Mark Casson and Geoffrey Jones)

Guiliano Maielli, 'Planning long-run company survivals: Fiat 1960-90', Business History Unit, LSE (Supervisor: Terry Gourvish)

Annie McAuley Brownfield-Pope, 'An Analysis of Retail Pharmacists and Druggists c.1880-1990', University of East Anglia (Supervisor: Roy Church)

D. McTavish, 'Management Theory and Management Practice in the Twentieth Century', University of Glasgow (Supervisor: Duncan Ross)

Robert McWilliam, "The development and impact of national technical standards: the time-frame of British standards", University of Reading (Supervisors: Geoffrey Jones and Michael Utton)

Ilaria Meliconi, 'From tools to machines and from workroom to factory: industrialisation in British scientific instruments, 1862-1900', Linacre College, Oxford (Supervisor: Jim Bennett)

Andrew Nahum, 'The British Aircraft industry, 1945-60', LSE (Supervisors: Peter Howlett and Dudley Baines)

Shunsuke Nakaoka, 'Wealth Holders in early 20th century Japan', LSE (Supervisor: Janet Hunter)

Margaret Nisbet, 'Management development and succession in the electricity industry 1948-98: executive men and non-executive women', Business History Unit, LSE (Supervisor: Terry Gourvish)

Giorgio Novello, 'The footwear industry district of the Brenta, 1960-95', Business History Unit, LSE (Supervisor: Terry Gourvish)

Junko Okanouchi, 'The Japanese seniority wage system: a study of large firms', University of Leeds (Supervisor: Steven Tolliday)

Giorgio Riello, 'From consumption towards production: the case of the boot and shoe trade in pre-industrial England' University College London (Supervisors: Negley Harte and Julian Hoppit)

Anna Spadavecchia, 'Sources of finance and the development of industrial districts in Italy: the case of Barletta and San Mauro Pascoli, 1950-1991', LSE (Supervisor: Max-Stephan Schulze)

Peter Von Staden, 'Business-Political Relations in Japan, 1916-1936: a Study of Decision-Making in the Steel Industry', LSE (Supervisor: Janet Hunter)

Claire Wapler-Edwards, 'Bank of England and Bank of France, 1919-1939', University of Leicester (Supervisor: Philip Cottrell)

Bridget Williams, 'Self service supermarkets in British grocery trade, 1947-1967', University of Reading (Supervisor: Andrew Godley)

FEATURE

On-line resources for archive-based research in business history: a user perspective.

**M.D. Matthews and T. Boyns
Business History Research Unit
Cardiff Business School**

Over the last two years we have been engaged on an ESRC-sponsored research project entitled 'Accounting information and decision making in British companies, c.1900-1960' (ref. No. R000237946) which set out to investigate the nature, role and development of management accounting systems within various sectors of British industry. Of primary importance in the initial stages of the research was the ability to identify easily and to locate detailed archival material on which the study would be based.

The use of on-line research tools greatly facilitated this task and resulted in a considerable saving in both time and cost compared to more traditional methods of locating and identifying relevant material. However, there are definite limitations to the current levels of service available. There is little in the way of standard browse and search facilities on individual web-sites (each site having its own nomenclature, with differences in categorisation and search method), and more importantly, wide variation in the level of detail provided to potential users. This situation results from both the funding and time constraints on archivists, as well as the disparate nature of archival holdings themselves and the organisations which hold them, e.g. County Record Offices, universities, private companies, public libraries, museum archives. However, it is clear that improvements could be made which would provide a better service to potential archive users, and the comments that follow will hopefully be of interest not only to business historians wishing to use archival material but also to archivists engaged on the provision of improved on-line facilities.

Types of on-line services

1. National overviews:

The National Register of Archives and ARCHON sites are both accessible from the Historical Manuscript Commission homepage (<http://www.hmc.gov.uk/main.htm>). These sites also provide links to

individual record offices, university, library, private and other archival repositories. Both of these sites have the advantage of being major listings of archive holdings, usually regularly updated with outlines of recent acquisitions. While both of these sites are extremely useful (indispensable) for initial survey work, the level of detail that they offer is necessarily limited by their wide coverage and it can be useful to use them both together.

Archon: This site allows the user to search (but only by Archon reference, repository name, town and county), and to browse an A-Z listing of archival repositories nationally. It also contains an interactive A-Z listing of professional organisations and, further, a list of links that include the main archival and library gateways. The browse function is very useful in that it lists links that allow searching of archival content nationally, and for each repository the link offers a listing of records in a number of categories: NRA catalogue entries, companies, organisations, family, personal, and other, and indicates the number of these types of records held at the particular location. In addition, there are links that enable users to view a list of recent accessions to each repository. Selecting a category link leads to an alphabetically arranged index to the category chosen. Where these lists are extensive, it would be useful if this could be searched using sector, date or other terms. The entries, when called up, offer very basic descriptions of the scope and content of each archive.

Usefully, links to other repositories which hold related materials are given, thus allowing instant identification of other holdings for the same company, organisation etc. In addition, information relating to the repository in question is offered – opening times, contact details etc., and (where available) a link direct to the repository's web site.

Archon can be invaluable in initially identifying potentially useful archives, but is not able to provide a definitive list of those which will aid the researcher. The catalogues of each collection identified need to be consulted, and this can not generally be carried out on-line, either via Archon or the repository where the collection is held. Catalogues can sometimes be physically consulted at the NRA (Quality Court, Chancery Lane), if the repository has sent a hard copy to them, but often have to be physically consulted at the repository itself. The downside of the Archon site is that you can not carry out a keyword search either for the whole site or for separate areas of it.

National Register of Archives (NRA): This site allows for two levels of searching of the NRA database: simple (by corporate, personal, family, and place only) and detailed (by name, sector, sub-sector, town, county, and date within one of four indexes – business, organisations, personal, and family). In addition it is possible to browse and search using corporate name, personal name and family name. For example, browse and search using corporate name provides an alphabetical list of the combined business and organisations indexes. Features such as these provide an alternative route to information in the same format as that available through Archon. The ‘business archives’ link provides an alternative way of searching the same data set: thus record sets can be generated using ‘corporate name search’ for instance. This ‘business archives’ option also features other useful links such as ‘sources for business history’, ‘accessions related to business records’ and an ‘A-Z of business archives’. It should be noted that the A-Z listing of business archives only covers those archives held in repositories operated by current businesses, and is not a complete list of historical business archives.

Public Record Office. (<http://www.pro.gov.uk/>): The major UK repository for public records, the PRO has been at the centre of developing electronic cataloguing through Encoded Archival description (EAD), which is linked to ISAD(G), and as the centre for the Access to Archives project (A2A).¹ The PRO has recently been engaged in the process of retroconversion of its printed catalogues into electronic form, and the new online catalogue, PROCAT, contains over 8 million entries. Clicking on the archives link is of little use to those wishing to consult records since it provided information and further links of use to “archives and archive professionals”. Potential users of records should go to the ‘visit on-line catalogue’ link. The search function allows for up to three keywords, and specification of lettercode and class/subclass. In our experience, however, general and specific keyword searches are rarely, if ever, successful, for instance, searches for ‘business’ and ‘industry’ revealed no results for either, within classes or records, nor for specific companies whose records are known to exist in the BT31 dissolved companies files. The browse function produces a list of holdings arranged

¹ ISAD(G) - General International Standard Archival Description. This is the result of the work of the International Council on Archives, which aims to achieve widespread acceptance of a set of general standards for archival description, replacing or subsuming existing standards. ISAD(G) lays down rules for archival description designed to ensure the creation of consistent and self-explanatory descriptions, to facilitate retrieval and exchange of information, and to enable integration of descriptions from different repositories. For more details on A2A, see www.pro.gov.uk/archives/A2A/.

by lettercode, and provides details of the number of classes contained and the number of records held. Class lists give some further information, covering dates and an indication of the amount of material, e.g. number of volumes. Descriptions are available for the classes, and these consist of a brief description of the scope and content of the class. Selection of a class leads to a sub-class list, giving a record of the reference (alpha-numeric), the piece title, scope (brief description), and dates covered. Further details are available, but these consist of a very limited description, with some repetition of earlier information (lettercode, piece title and dates).

2. County and borough record offices.

These come in a variety of styles, with varying degrees of detail and description, and generally have links to NRA/Archon.

Hackney Archives. (http://www.hackney.gov.uk/history/data/ha_fr.htm)

Some of the major classes of holdings (all types) are listed on the home page, however, use of the link for the comprehensive guide to holdings and search function reveals business records among a number of other categories. This link then produces an alphabetical list of business records held at the archive, giving outline description of types of records held with dates. For the larger collections, in particular, brief histories of the company are provided. Compared to the level of information present in the NRA/Archon listings, this record office offers a more complete description of the content of its collections.

Suffolk Record Office, Ipswich.

http://www.suffolkcc.gov.uk/libraries_and_heritage/sro

Again, some of the important classes of holdings (all types) are flagged up on their home page. However, the details that are available relating to the business holdings of the record office are recorded much along the lines of that available from the Archon/NRA service. The exception is that for some major collections there is a listing that approximates to the schedule description of the collection. In cases such as these it is possible to make a reasonable estimate of the scope and content of the archive, even if some detail is lacking.

3. University Archives.

These tend to be part of the library information services, and do not generally appear to be particularly developed in terms of the level of detail or description available on-line.

University of Wales, Swansea, Library Information Services.

(<http://www.swan.ac.uk/lis/archives/>)

The link provided here gives only the briefest of outlines of the scope and content of the Library's holdings (including business records) – though it does note that a partial on-line catalogue is available for one of the major holdings: the South Wales Coalfield Collection.

Reading University Library.

(<http://www.rdg.ac.uk/SerDepts/ul/Lib/Colls/archives.html>)

Brief summary listings of the business records held at Reading can be found following the 'Historical and Literary MS' link.

University of Warwick, Modern Records Centre.

(<http://www.warwick.ac.uk/services/library/mrc/mrc.html>)

This site does provide a brief summary of the content of its holdings – but these are considerably less detailed than those provided by either the NRA or Archon listings.

4. Others.

Again, a variety of styles, with varying levels of detail and description available.

GEC-Marconi, Great Baddow, near Chelmsford.

(<http://www.gec.com/>)

Largely a commercial site, thus the lack of detail on archival holdings is not unexpected, but potential users should note that the site is currently under-going change. The link 'our history', however, does provide a useful time-line of the company's development – and brief background histories of the main company's predecessors. However, at present, no listing is available for the content of the archives held by the company, details having to be requested directly from the archivist.

Reading Rural History Centre.

(<http://www.ruralhistory.org/index.html>)

Through the 'collections' link it is possible to access a further 'archives' link – this then gives summary guide to their holdings along the lines of the NRA/Archon entries.

Comment

If archival-based business history is to continue to move towards a more global perspective, away from the more traditional single business case study and into the wider and more challenging areas of sectoral, national,

international, theoretical and comparative studies, then it is important that the needs of researchers to identify archival material held in a variety of repositories, more often than not at some considerable distance, should be addressed. While visiting the archival repositories will ultimately be vital, in the era of value-for-money, a more effective use of research time and money will be effected if business historians are able to gain access to improved information sources relating to archival holdings at different locations and thereby accurately judge their potential worth to their research projects. An example of the type of more detailed information that would be particularly useful is that provided by many of the repositories in Canada.

National Archives of Canada. (<http://www.archives.ca/>)

This site offers a high level of service to the on-line researcher. Use of the link for ArchiviaNet, leads to a general description of major fonds¹ and collections, selection of the general inventory link leads to a keyword search engine which will allow specification of limits on both levels of description (fonds/collections, series, files/items, and accessions) and sources (government records, private records). Results are grouped together alphabetically and link to the respective descriptive records of the fonds. These descriptive records contain far more information than comparable entries for archives held in UK repositories, most usefully an indication of the linear meterage of the holding is given, allowing a subjective assessment of the total amount of material available to be gauged. Summary biographies/administrative histories of companies are given, as is a summary of the scope and content of the fonds. The various series and files/items are then listed as links to the descriptive record of each classification. These reveal type of records held, e.g. textual, multi-media, the dates covered and again the linear meterage. In addition, a brief description of the scope and content is given. In essence, although such descriptions contain only a little additional detail to that available through the NRA and Archon, the information on linear meterage makes for a more effective overview of the collection.

McGill University, Montreal. (<http://www.archives.mcgill.ca/>)

When entering this site it is not immediately obvious as to which is the best point of entry for browsing the records. However, the 'guide to archival resources' produces a list of major categories, and using the link

¹ Fonds des Archives is an expression used to denote all the documents (regardless of form or medium) generated, accumulated or used by a particular organisation, corporate body, family or person for the conduct of their activity. It is not normally extended to include published sources of information available to that body and, contemporaneously, to others.

‘private papers’ produces a further list of categories, one of which, ‘business and economy’, produces an alphabetically arranged active list (with dates) of related holdings. Clicking on the items on the list then produces a brief description of background, scope, content, location and linear meterage of the holding. These descriptive records are less detailed than those offered by the National Archives. The search function on the home page appears to assume that, and works better if, you know what you are looking for.

These Canadian examples shows areas in which the on-line listing of archival records is more advanced than that in Britain. However, some sites, as in any country, tend to be better and more advanced than others. The authors acknowledge that the provision of on-line services in Canada is particularly advanced, in part as a result of the needs of long distance learning and the provision of suitable funding. In addition, early adoption of IT technology and the development of such archive services and subsequent standardisation in Canada are presumably influenced by the less disparate nature of archive holdings, and possibly the total amount of material available.

Concluding comment

This brief outline of the type and range of on-line services available for those engaged in archive-based business history demonstrates that there is considerable room for development. While the NRA/Archon service is by far the most comprehensive, the amount of detail available, while commendable, is still far from adequate from the potential users’ viewpoint. While it is not expected that the entire content of all catalogues and schedules should be made available in on-line searchable format, nonetheless, the adoption of standards for archival description such as ISAD(G) would ultimately generate on-line archival information of a much more useful standard for researchers. Thus initiatives currently underway to improve the knowledge of archival holdings through on-line facilities, both national and regional, such as A2A and the projects proposed by Regional Archives Councils, should be welcomed by business historians, and deserve to be supported by academics and the research councils which fund their research. However, those engaged in such initiatives need to ensure that the facilities they develop are user-friendly and are not designed purely from the perspective of the archive profession alone.

ARCHIVAL REPORTS

Business Records at Glasgow University Archive Services (GUAS)¹

Lesley Richmond

Deputy Archivist, Archive Services, University of Glasgow

Glasgow University Archive Services houses one of the largest dedicated business records collections in the UK. Though there is a preponderance of the more 'traditional' industries, such as shipbuilding and heavy engineering, the collections relate to a whole range of commercial and business activities not only in the west of Scotland, but throughout the country. The creation of the business records collection was a conscious attempt to minimise the destruction of Scotland's written industrial heritage brought about by economic decline from the late 1950s. That has broadened so that nowadays the businesses that deposit records are primarily from the financial and service sectors, reflecting the shift in British business activities. In Scotland, with local authority provision of archival services still in its relative infancy, Glasgow University Archive Services still has material of not only national but also local significance. This small article sets out to highlight some of the records held at this archive, but it is by no means exhaustive. More detailed advice and help can be obtained directly from GUAS.

Shipbuilding

The decline of shipbuilding on the Clyde has been so dramatic that it seems that any record of this part of Britain's industrial heritage must have been lost entirely to posterity. However, there are large collections of Clyde shipbuilding records preserved at Glasgow University archives. These include the shipbuilders Upper Clyde Shipbuilders and those such as John Brown, Ferguson Brothers, Alexander Stephens, Scotts Shipbuilding & Engineering Co, Lithgows Ltd, Ailsa Shipbuilding Co Ltd, William Simons & Co, Lobnitz & Co, within these are hundreds of photographs and plans. The yards built some of the largest vessels afloat, such as the *Lusitania* and HMS *Hood*, but they were also innovators. The smaller yards constructed specialised vessels such as ferries, dredgers and river steam boats for the UK and particularly abroad. It is possible to

¹ Glasgow University Archive Services, 77-87 Dumbarton Road, Glasgow G11 6PW

Tel - 0141 330 5515 Fax - 0141 330 4158 Email - Dutyarch@archives.gla.ac.uk

trace the construction of a vessel from initial contractual agreements until the end of the sea trial. There are details of the technical achievements, but also the commercial concerns such as profit margins and the relationships between builders and ship owners. Changes in shipbuilding design, both civil and military, over many decades can be traced. The administrative and financial documents follow the fortunes of shipbuilding on the Clyde, through peace and wartime. Staff records contain information about working and employment patterns of skilled and unskilled labour, men and women, on the Clyde¹.

Industries Associated with Shipbuilding

The importance of the sea trade and shipbuilding led to the creation of a multitude of allied activities and enterprises. Many were businesses that had interests originally outside of shipbuilding, but became increasingly reliant upon this trade. Engineering in many guises are represented, from armour plate and naval gun manufactures like William Beardmore & Co², to the steering gear builders John Hastie & Son Ltd and boilermakers like Babcock & Wilcox who built machinery for many naval vessels. The fitting out of ships of all kinds led to the expansion of cabinet and furniture manufacturers, like Wylie & Lochhead, into this trade.

Shipping

The city of Glasgow and the towns along the river Clyde have long been exit ports for goods and people leaving for North America and the rest of the world. The Anchor Line had their origins in trading with the Baltic, but are better known as a passenger/cargo company plying the trade between Scotland, the Mediterranean and North America. This collection includes much about the early development of advertising, passenger travel and tourism. Staff records are strong and detailed for senior crewmembers, engineers, masters and chief officers. The Clyde Shipping Company Ltd was a smaller enterprise but no less important to the west of Scotland, operating a limited passenger service from Glasgow to Ireland, but primarily a cargo service around the coast of the UK.

Business Associated with Shipping

Shipbroker collections, like those of Thomas McLaren & Co who sold, chartered and leased vessels, include plans of many ships of all types built outside of the Clyde. The administrative records of the Liverpool & Glasgow Salvage Association, formed to protect the commercial interests with respect to damaged or wrecked property, describe the salvage and rescue of cargo and ships that got into difficulties around the Clyde coast

¹ Ian Johnston *Ships for a Nation* (West Dunbartonshire Libraries & Museums 2000)

² John R Hume & M S Moss *Beardmore: The History of a Scottish industrial Giant* (Heinemann 1979)

from the mid-nineteenth century onwards. Little known and little used are the original records of the British Corporation. This survey of vessels, once in competition with Lloyd's, is made up of detailed technical reports conducted *in situ*, covering the condition of the machinery and shell of the vessel compiled for hundreds of ships from 1890s to the 1940s.

Banking & Finance

These are particularly strong for banking, but include insurance and accounting collections for example the Association of Underwriters and Insurance Brokers in Glasgow as well as finance unions like the Banking Insurance & Finance Union (BIFU). The Trustees Saving Bank of Scotland (TSB Scotland) collection covers the development of the savings movement across the whole of Scotland from the very beginning of the nineteenth century until the present. Within these are some records of the smaller Penny Banks¹. The amalgamation of the various regional and local savings banks resulted in the creation of the Trustees Saving Bank of Scotland. Branch records, though not complete, begin in the 1840s for some regions, with better and wider coverage from the late 1880s. The nature of these banks' administration means that they contain detailed information about the '*industrious poor*' many of who were artisans or women. The minute books are useful for an over view of economic conditions in localities or towns. Other banking records include those for the City of Glasgow Bank, principally about the dramatic collapse of the bank in 1878 and its aftermath.

Chemical & Pharmaceutical Industry

These commercial activities have a long association with Glasgow and the west of Scotland. The collections reflect the wide range of uses and processes, from agricultural and textile to retail, showing their close relationships with other industries. An example of this is Ferguson Shaw & Sons who were founded in the 1840s. They were manufacturers of fish oils, edible, compound fats and lubricating oils, while a number of subsidiaries were concerned with the manufacture of soap. The records of the Tharsis Sulphur & Copper Co. Ltd and Egyptian Phosphate Co. Ltd reflect the international dimension of much of this industry and its early links with mining.

Printing & Publishing

Blackie & Sons and William Collins are the two major publishing collections held at the University of Glasgow. The legal agreements, royalty payments and stock books cover titles as diverse as textbooks, novels and bibles. These are illustrative of the volume and range of

¹ Duncan M Ross *Penny Banks in Glasgow 1850-1914* (Scottish Industrial History Vol 21 2000)

published works as well as the intricacies of the economics of book selling. However, the holdings also include those of commercial printers and manufacturing stationers such as George Outram & Co, James Reid & Son Ltd and Livingstone Bros.

Food Production & Distribution

Though these collections are primarily concerned with confectionery and dairy products, much of the material consists of advertising and promotional material. The records of the Scottish Milk Publicity Council Ltd. (Scottish Dairy Council) contain detailed marketing and advertising reports from the 1980s to the early 1990s. The collections cover those of smaller manufacturers like A Kirkpatrick & Sons Ltd, sausage makers to Archibald Fleming & Co Ltd, egg and dairy distributors.

Whisky

The quintessential Scottish alcoholic drink has a long history but it was in the nineteenth century that large-scale production and marketing of the product began both in the Lowland and Highlands of Scotland.¹ These collections include a range of distillers, blenders and merchants. One of the current major blenders and distillers, Allied Distillers is represented as well as smaller distilleries from the West Coast and Highlands such as Glenrothes-Glenlivet and Bunnahabhain Distilleries. Though there is obviously a great deal of information regarding the distilling process, there is much about distilleries interaction with local conditions, like employment and the farming of the raw materials such as peat and barley.

Aviation

The early pioneers of aircraft production are represented within the collections also. William Beardmore & Co built both heavier and lighter than air machines from 1914 until the 1920s. Evidence of this can be found in their ledgers, as well as magazine articles and photographs. [A major ship builder, Beardmore also constructed the first true aircraft carrier HMS *Argus*]. Morris Furniture Ltd was pressed during 1939-1945 to manufacture wooden fuselages as well as propellers. Drawings, reports, cost and order books and correspondence files record the wartime production.

Housing & Construction

A range of collections incorporating large scale construction companies like Sir Robert McAlpine & Sons, housing associations like Glasgow Workmen's Dwelling Co. Ltd and property managers such as Cherry & Sandford Properties. The records of Allan & Mann, brick makers, and

¹ John R Hume & M S Moss *The Making of Scotch Whisky* (Edinburgh 2000)

the steel house project in the Viscount Weir collection show the developments in construction practices from the 1850s.

Locomotive Manufacture

Glasgow and the west of Scotland were one of the major centres for locomotive manufacture¹. The North British Locomotive Company was the second largest manufacturer in the world in the early twentieth century, exporting over 80% of their output². While the Andrew Barclay & Sons collection is that of the oldest surviving manufacturer of railway engines in the world³. These collections contain literally thousands of technical drawings and in the case of Andrew Barclay photographs of the finished product also. Though the board minutes and papers of Andrew Barclay have been retained by the parent company, the financial records are held by GUAS. The records cover not just new builds, of cranes as well as locomotives, but renovations and re-fits. Complementing these are the records of R. Y. Pickering & Co manufacturers of industrial rolling stock.

Textiles

The records of J & P Coats are an historical testament to the previous size and energy of the textile industry in Scotland. At one time one of the largest companies in the UK, Coats who manufactured cotton thread, had interests all over the world from Russia to South America. The muslin manufacturers are particularly well represented with collections of John Lean & Son, David Ligat & Son Ltd. Ropemakers are also well represented William Peacock Ltd., Dumbarton Ropework Co. Ltd. There are few pattern books, but administrative and financial records are quite comprehensive.

Retailers

A social and economic phenomenon of the nineteenth century, records of department stores have a very wide range of historical usage. The House of Fraser collection contains records of department stores from Inverness to Penzance and is truly a national collection⁴. The more complete records include those for the Army & Navy Co-Operative Stores, Wylie & Lochhead and Dallas's Ltd. The breadth and range of the activities of these firms encompassed undertaking, printing, manufacturing in many forms from guns to furniture, as well as motor transportation. The

¹ J Thomas *The Springburn Story - The History of the Scottish Railway Metropolis* (Dawlish 1964)

² M Nicolson & M O'Neill *Glasgow - Locomotive Builder to the World* (Glasgow 1987)

³ R Wear *Barclay 150: 1840-1990* (Reading 1990)

⁴ M S Moss & A Turton *A Legend of Retailing - House of Fraser* (Weidenfeld & Nicolson 1989)

antithesis of these department stores was A Goldberg & Son, which ran a discount warehouse in Glasgow. A Goldberg & Son were later pioneers in the development of store cards and many of the records offer an insight into sales strategy and techniques.

Conclusion

It is difficult to do justice to the depth and range of material held at Glasgow University Archive Services in just one article. Certainly many of the collections are large enough and comprehensive enough to warrant an article of their own. Access to thematic subject source guides can be obtained at our web-site, as well as a list of collections [see www.archives.gla.ac.uk]. In general, like most archival collections, their usefulness for thematic studies, like women in the workforce like the rise of office culture, can at first seem negligible. These themes and many others have recently been addressed using GUAS collections. Glasgow University Archive Services is recognised as a '*centre of excellence*'¹ by the Historic Manuscripts Commission, the staff have a breadth of expertise and long experience of dealing with enquiries about collections and are happy to answer any questions that researchers may pose.

THE PUBLIC RECORD OFFICE AND THE RECORDS OF LIMITED COMPANIES: SOME PROBLEMS AND ISSUES

Gill Cookson

Recent attempts to track down the records of some small and obscure local property development companies led me into a quagmire about PRO policies on record retention. It emerged that some of these records had been destroyed, and despite the PRO's openness about their policies and willingness to discuss the issue, I am concerned that material is being discarded which may turn out to be historically valuable. The issue is complex. As I understand the situation, there is still a threat that records of private companies, and that extraneous documentation not microfiched, may be permanently lost.

The PRO web-site has a page dealing with their approach to the selection of records for preservation. This page gives some background to the

¹ *Archives at the Millennium* (28th Report of the Royal Commission on Historical Manuscripts 1991-1999)

operational selection policy programme and includes a link to their industrial policy guidance:

<http://www.pro.gov.uk/recordsmanagement/selection/default.htm>

The PRO's Project Manager, Susan Graham (susan.graham@pro.gov.uk), says that these selection policy guidelines are a working document which can be revised at any time should it prove necessary, and that comments are welcome. ABH members may wish to put their views directly.

This is a summary of the location of the records of limited companies, and of the PRO's current policy:

Companies House:

The records of any company registered since the introduction of limited liability in 1856 may still be lodged at Companies House, depending on the company's current status. This can be confirmed by e-mailing enquiries@companies-house.gov.uk, who will also provide a reference number, details of any past name changes or take-overs, and year of incorporation (and where appropriate, of dissolution). For companies still in existence, or which have been amalgamated into or taken over by a surviving company, or dissolved within the last twenty years, Companies House retains records from the date of incorporation. These may include annual financial returns, memoranda of association, lists of shareholders and directors, details of shares held in other companies, increases in capital, and so on, at various points in its history. There may of course be omissions, for instance where annual returns were not submitted. Companies House can usually supply a fiche for £5.00 or £8.00 containing much of the information they hold on individual companies, although more historical and bulky elements (e.g. early shareholders' lists) are not usually included on the fiche. It is possible to obtain copies of this extraneous documentation for a flat fee (e.g. £10 per document, which can run to many pages) though the price list is not very clear and it would be wise to enquire more closely for specific advice. See 'products and services' in <http://www.companies-house.gov.uk>, bearing in mind that they are geared up to deal with modern business people rather than historians. Something called an Archive Search is advertised for £20 but it's unclear what this might be.

Public Record Office:

Twenty years after a company has been dissolved, its records are offered by Companies House to the Public Record Office. In practice this means that records are physically transferred at any time between twenty and

thirty years after the dissolution of the company. At present the PRO has records relating to companies dissolved in 1971 or earlier, while those from 1972 onwards are still at Companies House. Readers are advised to consult the PRO's on-line catalogue (<http://www.pro.gov.uk/finding/default.htm>) for specific information on which records are actually physically available at the PRO.

The records accepted by the PRO are in the Board of Trade class BT 31, which is searchable online. However, by no means all records offered are retained. The PRO's selection criteria changed during the course of the twentieth century, to take account, they say, of the changing nature of the records and feedback from researchers. The current situation they summarise as follows:

- “1. We have taken all the records of dissolved companies registered between 1856 and 1931 and dissolved before 1932.
2. We have taken some records of companies incorporated between 1856 and 1900 and dissolved between 1933 and 1948.
3. We have taken or will take all records of public companies incorporated up to 1974 and dissolved between 1948 and 1980 and we have taken or will take a sample of the records of private companies.
4. For companies registered after 1974 we are taking all the records.

From 1974 onwards we are taking all the records because they are on microfiche and, therefore, we are able to store them. Pre-1974 records are on paper and the PRO has taken the view that the research benefits to be gained from preserving all the records (as opposed to a sample) does not justify the cost of their long-term preservation. Deciding to sample records rather than to preserve all of them, may limit the research opportunities for those interested in the history of a particular company but it does still enable general research on the economy or particular sectors of the economy. (And we do preserve all records about public companies, which are those most likely to attract researchers interested in a specific company.) As the number of researchers likely to be interested in the history of any one private company is quite small, it is difficult to justify the preservation of all these records.”

Furthermore, when company records are accepted by the PRO, some of the contents are discarded. For companies dissolved between 1966/67 and 1974, the following papers were stripped from the files of dissolved companies prior to transfer to the PRO:

- i) all share allotments

ii) all annual returns except for the first and last full annual return and intermediate full annual returns for every tenth year (or nearest year for which they are available).

From 1974 onwards the microfiche record contains a complete set of all records of dissolved companies, although these presumably lack the extraneous material mentioned above. (For companies dissolved before 1966/7, a different policy was followed, about which the PRO can supply information if required.)

[Editor's note: Susan Graham of the PRO will discuss the policies of the PRO on historical business records in the next issue of *Business History News*]

CONFERENCE REPORTS

'The Development of International Telecommunications' workshop Copenhagen Business School, 13th-14th September 2000

The first of what is hoped will be a series of workshops on international cable and radio communications drew together archivists and museum curators as well as business, technological and political historians. Organised by Kurt Jacobsen of the Centre for Business History at Copenhagen, and Daqing Yang (George Washington University, USA), the meeting attracted participants from Finland, France, Italy, the Netherlands, the UK and the US as well as a sizeable local contingent, reflecting Denmark's important role in developing an international telegraph network during the nineteenth century.

Appropriately the workshop was sponsored by the Great Northern Telegraph Company's successor GN Great Nordic, and the meeting opened with their Deputy Director Frits Larsen telling how the company had weathered difficult times since World War Two by an intelligent search for suitable niches in changing markets. Jacobsen and Yang later gave separate but complementary accounts of the history of the Great Northern, explaining the relationship between the Danish company and the Japanese government between 1870 and 1943.

Jorma Ahvenainen (Jyvaskyla, Finland), whose *Far Eastern Telegraphs* (1981) was a pioneering study on this neglected subject, in retirement has shifted his focus westwards. His paper examined the early history of

Brazilian submarine telegraph companies from the 1860s. Gill Cookson discussed another early long distance cable, the French Atlantic telegraph of 1869, actually promoted by British interests. Other papers of special note to business historians were by Anders Henten (Technical University of Denmark) on trends in the internationalisation of telecommunications, and William Melody (Delft) on designing utility regulation for 21st century markets. The Cable and Wireless archive, recently relocated to Porthcurno, Cornwall, was described by its curator, Mary Godwin (see www.porthcurno.org.uk). Colin Hempstead (Teesside), an historian of technology who has done much to raise the profile of the history of submarine cables, presented nineteenth-century representations of the subject to illustrate contemporary perceptions. Hans Buhl (Steno Museum) explained why the Arc transmitter, invented by a Dane, failed to be adopted in Denmark. Elliot Porter (California) discussed the role of the Pacific cables during the first months of war in 1914. A visit to the excellent new PTT Museum, with dinner in its rooftop restaurant, was a highlight of the meeting. Further workshops are planned, the first to be held at the Massachusetts Institute of Technology in spring 2002. For further details please e-mail (Gill.Cookson@durham.ac.uk).

Gill Cookson

International Council on Archives Section on Business and Labour Archives (ICA/SBL) seminar on 'The Globalisation of Business and Labour Archives' Seville, September 2000.

The effects of globalisation on business archives in North America and Europe were explored. Papers were presented by Henrik Fode, on the impact of mergers in Europe and by Craig St Clair on the effect of mergers on corporate archives from an American viewpoint. Steffen Deutschbein and Herve Huillier discussed how mergers affect the management of corporate archives, and Silvia Schenkolewski-Kroll discussed international conventions as a source of globalisation of social security archives.

Fode concluded that if business records were to be considered truly to be part of our cultural heritage and not just a sound bite at international conferences, we must make haste to create organs that can co-ordinate the work of collection and preservation of business archives at a global level. The international archives community must have the will to maintain electronic links to the virtual global catalogue of business archives and to ensure that international standards are applied to the catalogue to enable

accurate and reliable retrieval of information. The international archival community must also support initiatives to harmonise archive legislation throughout the world to secure important social and economic documentation for the global archive.

Deutschbein and Huillier examined the mergers of TotalFinaElf as a case study to examine how mergers provide opportunity, out of corporate requirement, to look back on what has passed within the company; to explore how disruptive mergers can be; and finally to demonstrate the need to integrate the archives function into the new environment post merger. Their conclusion is that there is no model methodology for managing corporate records during mergers. Establishing such a methodology would be a major step in ensuring the survival of corporate archives post merger.

Some of these papers will probably be published in Archivium, and the others are planned to appear on the Section's web pages. The Chair of the steering committee for 2000-2004 will be Henrik Fode, Erhvervsakivet, Denmark (Chair). Lesley Richmond, Glasgow University Archives, UK will be Secretary

Lesley Richmond (Deputy Archivist), Archive Services, University of Glasgow

FORTHCOMING CONFERENCES AND CALLS FOR PAPERS:

Association of Business Historians Conference 2001 Friday 29th and Saturday 30th June “Responses to innovation”

Programme:

Friday 29th June

12.00 - 1.30 pm Registration

1.30 - 3.00 pm Parallel Sessions (1)

(1a) New Interpretations of Business History in the Twentieth Century

Chair: Lucy Newton (University of Reading)

David Higgins (Sheffield) *British manufacturing financial performance, 1850-1984*

Merv Lewis, Roger Lloyd-Jones, and Josephene Maltby (Sheffield Hallam and Sheffield) *Corporate governance and business and accounting history*

Steve Toms and John Wilson (Nottingham and Belfast) *The evolution of British business: a new paradigm?*

(1b) ICT Revolution

Chair: Bob Fitzgerald (Royal Holloway)

Martin Campbell-Kelly (University of Warwick) *The emergence of the corporate software product*

Janet Delve (University of Portsmouth) *Early programming on the Leo computer*

Ian Gow (University of Nottingham) *Restructuring, reform, and revolution in Japanese telecommunications 1850-2000: deregulation, divestiture, and the dominant firm*

(1c) Financial Innovation and Social Change

Chair: Richard Wilson (University of East Anglia)

Amy M. Froide (University of Tennessee at Chattanooga) *The silent partners of Britain's financial revolution: single women and their public investments*

Beverly Lemire (University of New Brunswick, Canada) *Savings banks and consumer discipline in the shaping of modern society: England, c. 1780-1850*

Christine Wiskin (University of Warwick) *The 'people's money' reconsidered: the copper coinage of the 1790s*

3.30 - 5.00 pm Parallel Sessions (2)

(2a) Drivers of Organisational Change

Chair: Steven Tolliday (University of Leeds)

Howard Cox and Simon Mowatt (South Bank University) *Technology and industrial change: the shift from production to knowledge-based business in the magazine print publishing industry*

Alison Kraft (Unilever History Project) *Health as business: new directions for research at Unilever 1965-1990*

Peter Miskell (Unilever History Project) *Innovation from below: Unilever, detergents, and market change, 1965-1990*

(2b) Industrial Districts

Chair: Roy Church (University of East Anglia)

Francesca Carnevali (University of Birmingham) *Golden opportunities: the Birmingham Jewellery Quarter (1950-1980)*

Andrew Popp (Royal Holloway) *Barriers to innovation in distribution and marketing in the mid-nineteenth century*

Alberto Rinaldi (University of Modena, Italy) *The Emilian model revisited (and revised): twenty years later*

(2c) Human Resource Management

Chair: Jo Melling (University of Exeter)

Cheryl Bailey (University of Leicester) *Recruitment, retention, and control: meeting the staffing needs of branch banks in the nineteenth century*

Michael Hicks (University of Oxford) *Innovation in the recruitment and selection of young managers by business in Britain*

Peter Howlett (LSE) *The wage policy of a firm towards unskilled workers: evidence from the Great Eastern Railway, 1870-1913*

5.10 - 6.00 ANNUAL GENERAL MEETING

8.00 Conference dinner

Saturday 30th June

9.00 - 10.30 am Parallel sessions (3)

(3a) Restrictive Practices

Chair: Sue Bowden (University of Sheffield)

Michael French (University of Glasgow) *'The very foundation stone of business': attitudes and strategies among independent retailers in Britain, 1929-38*

Neil Rollings (University of Glasgow and Hitotsubashi University)

British business and European integration: restrictive practices

Duncan Ross (University of Glasgow) *Financial innovation and the response of the banking system*

(3b) Markets as Institutions

Chair: Francesca Carnevali (University of Birmingham)

T.A.B. Corley (University of Reading) *Beechams and the development of semi-synthetic penicillins 1951-1970*

John Jenkins (BP) *Exotic instruments and the boundaries of the firm*

Robert McWilliam (University of Reading and Science Museum) *The continuous reinvention of British standards*

(3c) MNEs in Emerging Markets

Chair: Geoff Jones (University of Reading)

Howard Cox, Stuart Metcalfe and Biao Huang (South Bank University)

The changing role of Compradors in Anglo-Chinese business relations: some evidence from case studies

Sergio de Oliveira Birchal (Federal University of Minas Gerais, Brazil)

Economic globalization and business denationalisation in Brazil

Laura Stanciu-Harr (UMIST) *Patterns of internationalisation in technology-based industries at the beginning of the 20th century: the expansion of British manufacturing multinationals into East Central Europe*

11.00-12.30 Parallel sessions (4)

(4a) Knowledge-based Networks

Chair: Maurice Kirby (University of Lancaster)

Richard Coopey (Aberystwyth) *Technological change and economic destruction: the impact of the Downton Iron Forges, 1650-1815*

Charles Edquist, Marie-Louise Eriksson & Hans Sjogren (University of Linköping, Sweden) *Trust and collaborative networks in product innovations - the case of East Gothia*

Mary Rose & Mike Parsons (Lancaster and Huddersfield and Pattersdale) *Innovation, entrepreneurship and competition in a knowledge-based sector: UK outdoor clothing and equipment sector 1960*

(4b) Governance and Competition

Chair: Jim Bamberg (BP International Ltd)

Sue Bowden (University of Sheffield) *Corporate governance in crisis: Rolls Royce, the government and 'the City'*

Owen E. Covick (Flinders University, Australia) *C.T. Yerkes, R.W. Perks and private-sector financing of urban transport infrastructure in London 1900-1907*

Alfred Reckendrees (University of Cologne) *From cartel-regulation to monopolistic control? The founding of the German Steel Trust in 1926 and its impact on market regulation*

(4c) New Perspectives – 1

Chair: Tim Rooth (University of Portsmouth)

Teresa da Silva Lopes (University of Reading) *Success and failure in alcoholic beverages - an evolutionary analysis, 1960-2001*

Joseph Melling (University of Exeter) *Images of the Victorian foreman in discussions of industrial innovation and workplace control, c.1850-1890*

Steven Tolliday (University of Leeds) *Rethinking Japanese Industrial Policy: the debate on the '1940 system' and transwar continuities*

12.30 - 1.30 LUNCH

1.30 - 2.30 NEW RESEARCHERS SESSION

Chair: Richard Wilson and Andrew Popp (Royal Holloway)

2.30 - 4.00 Parallel sessions (5)

(5a) Retailing

Chair: John Benson (University of Wolverhampton)
Andrew Godley (University of Reading) *Foreign Multinationals in British Retailing, 1850-1962*
Laura Ugolino (University of Wolverhampton) *Images and Fashions in Menswear retailing*
Bridget Williams (Sainsbury's and University of Reading) *The self-service revolution in British grocery*

(5b) The Challenge of New Technology

Chair: Lisa Bud-Frierman (University of Reading)
Alan Booth and Mark Bufton (University of Exeter) *Automation: a new perspective on Americanisation in the 1950s*
Roy Church (University of East Anglia) *Product development in branded packaged trades*
Peter Scott (University of Portsmouth) *'Compelled to struggle': path dependence and the slow mechanisation of the British coal industry, c. 1880-1939*

(5c) New Perspectives – 2

Chair: Mary Rose (University of Lancaster)
Francesco L. Galassi and Lucy Newton (Universities of Warwick and Reading) *My word is my bond: reputation as collateral in English provincial banking*
Chris Reid (University of Portsmouth) *Innovation, organisation and public policy in the Scottish inshore fishing industry before WW1*

Association of Business Historians Conference Registration Form

2001 Annual Conference, 29th-30th June, Queens Hotel, Portsmouth

Name: _____

Institutional Affiliation: _____

Address: _____

Phone: (_____) _____

E-mail address _____

ABH membership fees: Annual (£10 or £15 for international)

CONFERENCE CHARGES:

Inclusive residential rate (including accommodation on Friday 29th July at the Queens Hotel and conference dinner)

ABH members (£128), Non-members (£160)

Non-residential rate (including conference dinner)

ABH members (£80), Non-members (£110)

Total payment

£ _____

Please make cheques payable to 'The Association of Business Historians' and send them to: Dr Andrew Godley, Department of Economics, University of Reading, PO Box 218, Whiteknights, Reading RG6 6AA UK. Tel. ++44 (0)118 987 5123 x4051 Fax. ++44 (0)118 975 0236

N.B. Additional nights' accommodation can be booked at the Queens Hotel by delegates for £55 per night for a single room and £75 for a double room. To arrange this accommodation, please contact the Queens Hotel directly on 023 9282 2466.

NB: A special rate for graduate students and senior scholars is £75.

Future ABH Conferences:

Friday 28th to Saturday 29th July 2002 , University of Reading.

Theme: Images and Consumption.

Preliminary inquiries to the Conference organizer: Andrew Godley
<a.c.godley@rdg.ac.uk>

July 2003, Lowell Massachusetts, USA

The 2003 Conference will be an international meeting that will be held in the USA in conjunction with the Business History Conference (USA), the European Business History Association (EBHA), the Business Archives Council, and the Lowell Industrial Museum. For further information, please contact Geoffrey Jones, Dept of Economics, University of Reading g.g.jones@reading.ac.uk.

European Business History Association (EBHA) conference on Business and Knowledge, Oslo, Norway 31st August to 1st September, 2001

The fifth conference of the European Business History Association will be held in Oslo, Norway on 31 August to 1st September, 2001. The conference is hosted by the Department of Innovation and Economic Organisation, and the Centre for Business History. It will be held at the Norwegian School of Management's conference centre, which is overlooking the harbour of Oslo. The theme of the conference is "Business and Knowledge". The aim is to discuss the various roles of knowledge in relationship to business endeavours.

The Conference themes are:

- creation, diffusion and development of knowledge (the development of business practices, organisational modes, techniques, role of science and technology, patents)
- knowledge and innovation (the Schumpeterian approach: entrepreneurship, as well as frameworks like clusters and innovation systems)
- knowledge as competitive advantage (enterprise-specific concepts like organisational capabilities, core competence)

-knowledge as a basis for collective action (e.g. the role of labour, expertise and professionals, hierarchies vs. networks, strategic alliances)
-knowledge and asymmetric information (e.g. the approach of transaction cost economics, the problems of regulation, of policies for competition)

The opening and closing plenary sessions will address business and knowledge from a theoretical perspective. The closing discussions will reflect the proceedings of the conference.

The organizing committee: Prof. Rolv Petter Amdam, Assoc Prof. Knut Sogner, Prof. Evan Lange, Assoc Prof. Sverre Knutsen, and Researcher Harald Espeli. Address: Norwegian School of Management, BI, PO Box 580., 1301 Sandvika., Norway. E-mail: ebha2001@bi.no

The sixth conference of the European Business History Association EBHA will held in Helsinki, Finland on 23rd to 25th August 2002 at the University of Helsinki

The theme of the conference is “Companies - Owners - Employees”.

The institutional separation of ownership and management is one of the most fundamental changes in the history of capitalism. Issues concerning its implications for ownership structures, corporate governance, shareholder value, tensions between owners and management, and worker participation have been much to the fore both in everyday discussion and in more theoretical debate. Business history can provide us with new knowledge on this development. What type of ownership and governance structures have been dominant under divergent institutional relationships? How have the relationships between owners and managers evolved over time? Can different governance practices help to understand the economic performance of particular companies? How have worker participation systems developed over time?

The conference will be organised under the following headlines: Societal Change and Ownership; Ownership and Corporate Governance; Participation, Commitment and Compensation; International Ownership vs. National Control.

Papers and proposals for subsessions relevant to the theme are welcome. The preliminary timetable is as follows: Call for papers: August 2001. Deadline for proposals: November 15th 2001. Notification of acceptance:

January 15th 2002. Deadline for final papers: June 15th 2002.

For more information please contact:

Prof. Riitta Hjerppe or Susanna Fellmann, Dept of Social Science History, University of Helsinki, PO Box 54, FIN-00014 University of Helsinki

E-mail: riitta.hjerppe@helsinki.fi

E-mail: susanna.fellman@helsinki.fi

27-28 April 2001: Conference on The History of the Wide Strip Mill in Europe, Chancellors Conference Centre, University of Manchester.

Developments in continuous rolling mills for thin flat steel products were crucial in allowing a wide range of modern manufacturing industries to emerge in Europe, and fostering the growth of the car and consumer durables industries in the 1950s and 1960s. Wide strip mills were pioneered in the 1930s, but they flourished in the postwar boom, and have continued to be a site of important technical innovations. The Conference will attract those who built and operated the mills, those concerned with modern economic history, historians of technology, business historians and management scientists. Sessions will cover: the role of the Marshall Plan in the introduction of wide strip mills; technological change; and the role of user industries and mill builders.

Organisers: Dr. Ruggero Ranieri, Jean Monnet Professor, School of History, University of Manchester, Oxford Road, Manchester M13 9PL R.Ranieri@man.ac.uk and Jonathan Ayles, Centre for Manufacture, UMIST, PO Box 88, Manchester M60 1RU. The Full Conference fee, including meals and accomodation is £55.

4-6 May, 2001. Molde, Norway: The Creation of European Management Practice (CEMP): Conference on: The implementation of management ideas in European companies

The objective of this conference is to examine and compare the introduction of new managerial ideas in different European companies in order to understand to what extent management practice across Europe has become increasingly homogenised.

The conference is organised on behalf of the CEMP group by Hallgeir Gammelsaeter (Molde University College) and Rolv Petter Amdam (Norwegian School of Management). The selection committee will also include Lars Engwall (Uppsala University) and Matthias Kipping (University of Reading).

21-23 June 2001. Tourisms: Identities, Environments, Conflicts and Histories. An international interdisciplinary conference. Greenbank Lecture Theatre, University of Central Lancashire, Preston.

‘Tourisms: Identities, Environments, Conflicts and Histories’ will be an interdisciplinary conference moving outwards from a core in social and cultural history to cover wide areas of maritime, environmental, business, urban, and political histories, and welcoming contributions from literature, cultural studies, sociology, geography and politics. The conference recognises tourism’s role as the great post-modern industry, transformer of societies and agent of international capital. It explores issues including ‘heritage’, Macdonaldization, the tourist gaze, the seaside, British tourism, tourism and dictatorships, and tourism and regeneration.

The Conference is organised by the Department of Historical and Critical Studies, University of Central Lancashire. Please address all enquiries to: Liz Kelly, Business Services Officer, University of Central Lancashire. E-mail: ejkelly@uclan.ac.uk.

Conference website:

<http://www.uclan.ac.uk/businessservices/conf/index.htm>

12-13 July 2001: Engineering postwar industry: 1940s to 1970s: The relative trajectories of mass and specialty production in the US, UK, and Japan. Centre for the History of Business Technology and Society, Hagley Museum and Library. LEY MUSEUM AND LIBRARY

The Conference focuses on the interplay between mass production and speciality (custom and batch) manufacturing after 1940 in three

prominent industrialised nations. Papers will focus on specific sectors and technologies as well as cross-national comparative studies.

Conference organiser: Philip Scranton, Director, CHBTS. Hagley Museum and Library, P0 Box 3630. Wilmington, DE 19807, USA. Tel: 215-843-0440 Fax: 215-843-5318

5 – 7 July 2001: Annual meeting of the European Group for Organizational Studies (www.eiasm.be/EGOS.html).

The colloquium will be held in Lyon, France on 5-7 July 2001. One of the sub themes is entitled “Putting history back in organisation studies”.

3-8 August 2001: Management History Division, Academy of Management Annual Meeting, Washington DC

The Management History Division of the Academy of Management invites the submission of papers and symposia for the Academy's annual conference.

The theme of this year's conference is "How Governments Matter": this may suggest a number of potential themes for authors to address, including the historical development of public sector management(s), historical explorations of business-government interaction and of public-private partnerships, the philosophy and practice (historiography) of administrative history, historical antecedents of the so-called "new public management", histories of public sector organizations, and so on.

However, submissions are by no means limited to the conference theme: papers and symposia addressing any area of management, business, labor and administrative history, broadly construed, are warmly encouraged. The Division is able to offer a small number of prizes for outstanding papers each year, including best graduate student paper. The submission deadline is 5 January 2001, and submissions should reach the Program Chair by that date.

Further information from: Charles Booth, Management History Division Program Chair 2001, Bristol Business School, University of the West of England, Coldharbour Lane, Bristol BS16 1QY, United Kingdom. Tel: +44 117 3443456 (voicemail). Fax: +44 117 3443851. Email: Charles.booth@uwe.ac.uk

12-13 September 2001: Accounting, Business & Financial History, 13th Annual Conference, Cardiff Business School

The Conference is sponsored by the Centre for Business Performance and the Institute of Chartered Accountants in England & Wales. Theoretical, empirical and review papers are welcomed in all areas of accounting, business and financial history. The conference provides delegates with the opportunity of presenting and discussing, in an informal setting, papers ranging from early working drafts to fully developed manuscripts. The format of the conference allows approximately 40 minutes for presentation and discussion in order to help achieve worthwhile feedback from those attending. In the past, many papers presented at Cardiff have subsequently appeared in print in *Accounting, Business and Financial History*, edited by John Richard (Dick) Edwards and Trevor Boyns, or in another of the full range of international, refereed academic accounting, business and economic history journals. The conference will be held, this year, at the Cardiff Business School, Colum Drive, Cardiff, CF1 3EU, UK, from lunchtime on Wednesday, 12 September to mid-afternoon on 13 September. The fully inclusive conference fee (covering all meals, the conference dinner on Wednesday and ensuite accommodation) is £100. Those wishing to offer papers to be considered for presentation at the conference should send an *abstract* of their paper (not exceeding one page) to: Julie Roberts **Tel** +44 (0)29 2087 5731 **Fax** +44 (0)29 2087 4197 Email.robertsjal@cardiff.ac.uk The deadline for submissions is 31 May 2001 with earlier proposals for papers encouraged. Following the refereeing process, applicants will be advised of the conference organisers' decision on 30 June 2001.

14-16 September 2001. Economic History Association Annual Meeting, Loews Hotel, Philadelphia PA.

The theme of the programme is 'Finance and economic modernization'. The program committee consists of: Co-Chair Angela Redish, CoChair Hugh Rockoff, Ann Carlos, and John James. Further information on the Conference can be found on the EHA website: <http://www.eh.net>

12-13 October 2001: 'Commodifying Everything: Consumption and Capitalist Enterprise'. Hagley Museum and Library, Wilmington, Delaware.

The Center for the History of Business, Technology, and Society invites paper proposals for the conference, "Commodifying Everything: Consumption and Capitalist Enterprise" at the Hagley Museum and Library in Wilmington, Delaware on October 12 and 13, 2001. Paper proposals should focus on historical processes of commodification since c. 1700, especially the spread of the market to new areas of social and material life and the spatial dispersion of consumption on a market model throughout the world. We encourage a broad definition of consumption that encompasses material goods, experience, services, and information, and we hope to stimulate interaction among scholars exploring these aspects of consumption.

Proposals may consider themes such as identify, performance, and design if they connect to issues of market relations. Proposals are due by February 16, 2001 and should include an abstract of no more than 500 words and a brief c.v. Funds may be available to support travel to the conference by speakers. Please direct proposals and queries to:

Dr. Roger Horowitz, Associate Director, Center for the History of Business, Technology, and Society, Hagley Museum and Library, PO Box 3630, Wilmington DE 19807. email: rh@udel.edu; direct fax: 302-655-3188

18-20 October 2001: 23rd Annual North American Labor History Conference, Wayne State University. 'Labour migration and the global economy. Past, present and future'

CALL FOR PAPERS: The Programme Committee of the North American Labour History Conference invites proposals for panels and papers on the theme, Labour and the Millennium, for its twenty-third meeting to be held 18-20 October 2001, at Wayne State University in Detroit.

Suggested themes are: the relationship between immigration and labour movements: labour internationalism; the rise and/or decline of international labour standards: the gendered nature of labour migration: sweated labour, past and present: child labour in the United States and internationally: the persistence of unfree labour in the global economy: internal migration within nations: connections between migration and changing ideas of class, race, gender. and citizenship.

Panel and paper proposals (including a 1 -2 page abstract and brief CVs or biographical statements for all participants) should be submitted by 1st March 2001, to: Elizabeth Faue, Coordinator, North American Labour History Conference, Department of History, 3094 Faculty Administration Building, Wayne State University, Detroit, MI 48202. Tel: 313 577-2525 Fax: 313 577-6987 E-mail: ad5247@wayne.edu

The North American Labour History Conference is sponsored by the Department of History, the Walter Reuther Library, the College of Liberal Arts, and the College of Urban, Labour and Metropolitan Affairs, Wayne State University.

20-22 September 2001: American Influences in Twentieth Century Europe: Companies, Cultures and Mass Consumption

This is a pre-conference for the 2002 Economic History Congress in Buenos Aires. It will be held in Roubaix, near Lille in Northern France. It is organised jointly by Matthias Kipping (Centre for International Business History, The University of Reading) and Nick Tiratsoo (University of Luton and LSE Business History Unit). Building on the existing work on corporate-level Americanisation in the post-WWII period, this conference aims at enlarging its scope to the twentieth century as a whole and issues beyond technology and management.

In particular, we welcome contributions focusing on one of the following themes: 1. Changes in management practice: the impact of the American example on management practice and corporate culture in European companies or industries. The US models at the company level include for instance scientific management, the M-form, budgetary control, marketing or human relations policies. 2. Consumption aspects: We are interested in the influence of American distribution and consumption patterns on Europe during the twentieth century; for example the transfer of different sales methods (mail order, the supermarket, etc.) and their adaptation to the European context or different aspects of consumer society and their business implications, for example the development of advertising agencies or tourism. 3. Cultural influences: We would like to find out about the different “carriers” through which American cultural models were transferred to Europe, for example music and films, but also styles in the widest sense, including architecture or “life styles”.

Inquiries about the Conference should be directed to: Mrs Margaret Gallagher at the Centre for International Business History by e-mail (m.m.gallagher@reading.ac.uk) or fax (0118 / 975-0236).

11-14 December 2001. International Conference on Maritime History and Heritage, Fremantle, Australia.

The aim of this conference is to bring together all those interested in maritime history to present the latest findings in maritime historical research and review the state of the discipline. Papers are especially invited on the following themes: Cultural images and heritage; Commerce and trade; Shipping and shipbuilding; Ports and port cities; Fisheries and fishing communities; Naval history and strategic studies; Labour and unionism; Maritime environment.

For further information contact: Professor Malcolm Tull, School of Economics, Murdoch University, Murdoch, WA 6150, Australia. E-mail: tull@central.murdoch.edu.au.

14 December 2001. A History of Clothing: the business of fashion, or the fashion of business?, University of Reading.

Call for Papers: For too long our understanding of the historical development of the clothing industry has been far from comprehensive. Business and economic historians have typically explored the industry in terms of its labour intensity and have generally failed to incorporate the influence of fashion. On the other hand, while informed by the insights offered by several disciplines, fashion historians have tended to neglect the potential that an economic analysis might offer to an understanding of historical transformations in dress. This conference aims to bring together leading historians of the clothing industry and to examine afresh the impact of fashion on the historical evolution of the clothing industry.

Organisers: Andrew Godley, Dept of Economics, University of Reading a.c.godley@reading.ac.uk and Katrina Honeyman, School of History, University of Leeds k.honeyman@leeds.ac.uk to whom proposals should be sent by 11 May 2001.

Spring 2002: Call for Papers: Towards Comparative Coalfield Histories. Regional conference of the Society for the Study of Labour History, to be held at the University of Glamorgan, Spring 2002

Much work has been done on the history of miners, their unions, and their struggles. But with the demise of trade unions in the industry, there is a need for rethinking approaches to the history of the industry and its workers. This conference will focus on 'coalfield societies' and the singularity and differences in their experiences. It strongly encourages international comparisons. It will be organised into three separate but interlocking themes. 'Communities', 'identities', and 'organisations'. Topics within these themes that may be of particular interest to business historians include: the impact of unemployment and pit closures, patterns of housing and spatial development in the coalfields; migration; strikes and lockouts; the role of coalowners and their associations; the role of organized labour.

Please send proposals to: Stefan Berger/Andy Croll, Dept of History, School of Historical and Social Studies, University of Glamorgan, Pontypridd CF37 1DL. Tel. 01443-482534

ECONOMIC HISTORY SOCIETY ANNUAL CONFERENCE 2002

The 2002 Conference of the Economic History Society will be hosted by the University of Birmingham, 5-7 April

Grants

PASOLD RESEARCH FUND Ph.D GRANTS FOR TEXTILE HISTORY

The Pasold Research Fund is a charitable trust established to provide support for research into the history of textiles . Its fields of interest include the economic and social history of textiles, their technological development, design and conservation, as well as the history of dress and other uses of textiles.

Applications are invited from individuals at institutions within the UK for PhD bursaries of up to £2,500 which may be either for fees or other forms of support in any area or period of textile history.

DEADLINE FOR APPLICATIONS 30 June 2001. Further details and application forms can be obtained from : Dr Mary Rose, Director, Pasold Research Fund, Department of Economics, University of Lancaster, Lancaster LA1 4YX. E-mail m.rose@lancaster.ac.uk

John W. Hartman Center for Sales, Advertising and Marketing History, Duke University, North Carolina

John W. Hartman Center for Sales, Advertising and Marketing History offers grants to researchers whose work would benefit from access to the library's archival and rare printed collections. The maximum award is \$1,000. The major collections available at the Hartman Centre are the extensive archives of the J. Walter Thompson Company (JWT), D'Arcy, Masius, Benton & Bowles (DMB&B), and the Outdoor Advertising Association of America. Full details are available at: <http://scriptorium.lib.duke.edu/hartman/>

CHEMICAL HERITAGE FOUNDATION TRAVEL GRANTS

The Chemical Heritage Foundation (CHF) is pleased to announce that applications are now being invited for Research Travel Grants. CHF offers small travel grants to enable interested individuals to make use of the research resources of the Beckman Center for the History of Chemistry, the Othmer Library of Chemical History, and associated facilities. Grants may be used for travel, subsistence, and copying costs.

Deadlines: 1 May for grants used July-September; 1 August for grants used October-November; 1 November for grants used January-March
Contact: Mary Ellen Bowden, Chemical Heritage Foundation, 315 Chestnut Street, Philadelphia, PA 19106-2702. Phone: (215) 873-8228
Fax: (215) 925-1954. E-mail: mebowden@chemheritage.org, or visit the Web site at <http://www.chemheritage.org>

Fellowship applications invited for the Rutgers Center for Historical Analysis 2001-03 Project "Industrial Environments: Creativity and Consequences"

From September 2001 through May 2003, under the auspices of the Rutgers Center for Historical Analysis, Rutgers' new doctoral program in the History of Technology, Environment and Health will sponsor a broad-gauged inquiry into the intersections of technological change, environmental conditions and health/hazard/disease. In year one, we will explore the relations between industry (extraction, transport, and manufacturing) and environment, including creative responses stemming from industry's environmental impacts, across the era from the late 18th century through World War Two. Year two, 2002-03 will attend to postwar dynamics, focusing on their links to public policy and issues of justice related to the environment and public health, in industrial and industrializing nations globally.

The RCHA is now accepting external applications for senior and postdoctoral fellowships for this project. The deadline for 2001-02 fellowship applications is December 15, 2000. A separate invitation for fellowship applications for our 2002-03 focus on the 1940-2000 period will be announced next fall. For further information: visit the RCHA website: <http://rcha.rutgers.edu> where application forms may be downloaded), email RCHA (rcha@rci.rutgers.edu) or call the Center office: 732-932-8701. Program directors are Prof. Susan Schrepfer (schrepfe@rci.rutgers.edu) and Prof. Philip Scranton (scranton@crab.rutgers.edu).

New Research Grant

Trevor Boyns and Dick Edwards (Cardiff Business School) have successfully applied for an ESRC grant of £20,000 to carry out a listing of the archives of Lyndall Fownes Urwick held at the Henley Management Centre. The listing, which will take place over the six month period from 1 April 2001 to 30 September 2001, will be carried out by Dr. Mark Matthews. The Urwick collection is of international importance to management historians since Urwick was probably the foremost British management thinker of the first half of the twentieth century.

PRIZES

WADSWORTH PRIZE 2000

The annual Wadsworth Prize, presented by the Business Archives Council for the best book in business history was awarded to David Kynaston, for *The City of London: Illusions of Gold, 1914-45*.

DISSERTATION PRIZES

Gino Luzzato Prize

A prize of \$1,000 named after Gino Luzzato, the most distinguished Italian economic historian of the first half of the 20th century, will be awarded by the European Historical Economics Society, at the Fourth European Historical Economics Society Conference to be held at Merton College, Oxford UK, 20-22 September 2001. The prize will be given for the best doctoral dissertation on any subject relating to the economic history of Europe. To be considered, dissertations should have been submitted between January 1999 and December 2000. Candidates should submit a ten-page abstract of the dissertation accompanied by a short bibliography to: Elvira Ryan, St. Antony's College, Oxford OX2 6JF. E-mail: secretary@lac.ox.ac.uk. Submissions should arrive no later than 30 June 2001. Candidates will be expected to give a short presentation of their theses at the Conference.

American Association of Publishers Prize to Enterprise & Society

Enterprise & Society, published by Oxford University Press, has been awarded the prize for the 'best new journal' in the Professional and Scholarly Publishing group, by the American Association of Publishers.

DISCOUNTS TO ABH MEMBERS

The ABH has negotiated the following discounts on journal subscriptions for members for 2001.

Business History is offered to members at a 20% discount. Members should contact Karen Newlin (knewlin@frankcass.com) or Brenda Quy (bquy@frankcass.com) in the Cass subscriptions department.

Accounting, Business and Financial History will be offered to members at the discounted rate of £35 or \$55. Those members wishing to take up this offer should send their name and address and payment (cheque payable to Taylor & Francis Ltd) to the Secretary of the ABH, Andrew Godley at Department of Economics, University of Reading, Whiteknights, Reading RG6 6AA