

**BUSINESS HISTORY NEWS**

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Association of Business Historians**

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## Editorial

This issue of the ABH Newsletter features the topic of business history and archives. Business records are central for undertaking original research in business history. And, yet access to these records is not always easy. Often companies neglect their own archives, restrict their access, or simply destroy them. Sara Kinsey and Peter Scott explain the strategy of the Business Archives Council designed to address this problem.

Next year's ABH conference will focus on 'Globalization and Business History' and will take place at Queen Mary, University of London, on 16-17 June. We expect it will attract a large number of participants from the UK and also from abroad, and a wide number of papers on interesting related themes. Additionally to the call for papers this issue also includes the call for candidates applying for the Coleman Prize 2006, awarded to the best PhD thesis in the UK.

There is also information on other 2005-2006 conferences, seminars and workshops, and conference reports of the major business history conferences that took place in the last six months. They include Álvaro Pereira's report about this year's ABH conference at the University of Glasgow organized by Tony Slaven, Walter Friedman's report on the Business History Conference in Minneapolis, and Lucy Newton's report about the conference of the European Business History Association in Frankfurt. There is also information about the prizes awarded to researchers in the field.

Two business history journals advertise calls for papers for Special issues: *Business History* on 'Comparative Perspectives on the Managerial Revolution' and *Accounting, Business and Financial History* on 'Studies of Irish Accounting History'. There is also information about fellowships and grant opportunities at Harvard Business School.

Suggestions and information about events that you would like to be seen advertised in the ABH newsletter are most welcome. Please send any information by 5 March 2006, to come out in the next ABH newsletter in April 2006.

**Teresa da Silva Lopes**  
Queen Mary, University of London

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## Visit the ABH Website

The Association's website gives members up-to-date information about the ABH and its activities, promotes awareness of the Association, and encourages 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 reports and funding information, as well as information on awards such as the Coleman and Cass Prizes. The ABH aims continually to develop the site into a resource which business historians and their students will be able to use a first port of call. Feedback on additional resources that members feel could be added to the site is most welcome.

**<http://www.busman.qmul.ac.uk/abh>**

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## Feature Articles

### Business History and Archives

#### The Future for Business Archives

Sara Kinsey, BAC and HSBC

‘Business archives are significantly under-resourced in proportion to the needs of the present and the challenges of the future...There is nothing amounting to a national strategy for their care and preservation and a great deal is left to chance.’

*(Archives at the Millennium, Royal Commission on Historical Manuscripts, 1999)*

Business archives need protection. Now they may have a new champion. Over the last two years, on the prompting of the Business Archives Council, business historians and archivists have been discussing the various vulnerabilities of business archives and how to address the problems of their collection and care. To help provide solutions, a new post has been created at The National Archives at Kew: the Business Records Development Officer. This two-year post will commence later in the year and has been made possible by a jigsaw of funding from national organisations and institutions, representing users and custodians of business records, including a donation from the Association of Business Historians.

The remit of the post is wide. The post holder will be responsible for developing a strategy for the stewardship of business archives in England and Wales; for promoting the professional management of records and archives to the business community; for taking the lead in protecting business archives at risk; and promoting and supporting projects relating to business archives.

The vulnerabilities of corporate archives are many: Owners who neglect them, restrict access to them or destroy them. One of the most important

roles of the new post holder will be as an advocate and champion for business archives, seeking to inform and influence their owners as to their continued value and use. This is an issue close to the hearts of business historians who depend on the supply of the raw material of business archives for their production of high quality business history. The readers of this newsletter will probably have a sharp appreciation of the strengths and weaknesses of the business archives sector as they have experienced it as users. Editorials in previous editions of this newsletter have highlighted instances where the changes in fortune, location or inclinations of business archives owners have restricted their supply for historians. The Development Officer will be researching what kind of incentives could be made available to the owners of business archives to encourage responsible stewardship of their archives, including looking at good practice in other sectors and other countries.

The views and opinions of business historians will be important in drawing up the strategy for business archives. More formal mechanisms for consultation will be set up once the postholder is in office, but if any reader would like more information in the interim please contact Sara Kinsey who represents the Business Archives Council in this initiative. She can be contacted at [sara@kkinsey.fsnet.co.uk](mailto:sara@kkinsey.fsnet.co.uk) or on 01291 620266.

## The need for a more pro-active approach from business historians

Peter Scott, BAC and University of Reading

Business historians are peculiarly reliant on the goodwill of various constituencies if their key source materials are to be preserved and made accessible. Companies are not always aware of the historical and academic value of their old records and often have concerns regarding opening their private papers to public view. Some archival repositories are sceptical regarding the value of records which take up a good deal of space and, in many cases, are not extensively used. Meanwhile policy makers are often more interested in official and political archives and are inclined to give business records a low priority.

The appointment of a national Business Records Development Officer offers a major opportunity to promote business archives and develop projects to support their preservation, professional management, accessibility, and use. However, it is vital that business historians actively support this initiative if it is to achieve its potential. I became involved in the discussions which led to the proposal for this post following concerns raised at one of our AGM's regarding the threats to key corporate archives. We now need a broader and more detailed engagement with the business archives community regarding our priorities for the retention, care, and access of our source materials, together with the development of projects to broaden the accessibility, and increase the use, of business papers. Actions to preserve our business archives heritage over the next few years will have an important bearing not only on the current generation of business historians but on those who are to follow us. If we neglect our responsibilities in this area we may find that the results are irreversible.

# ABH CONFERENCE 2006

## CALL FOR PAPERS

Association of Business Historians 2006

'Globalization and Business History'

16-17 June 2006, School for Business Management  
Queen Mary, University of London

[www.busman.qmul.ac.uk/abh](http://www.busman.qmul.ac.uk/abh)

On the 16-17 June 2006 the Association of Business Historians will hold their annual meeting at the Centre for Business Management, Queen Mary, University of London.

The theme is 'Globalization and Business History'. The importance of the topic has made it a widely studied subject by scholars in many academic fields. The primary aim of this conference is to encourage specific business history contributions to the subject. Submissions of papers and sessions of interest include, but are not limited to:

- Multinationals and Globalization
- Globalization and Imperialism
- 'Globalization', Great Depression and World Wars
- Internationalization, Brands and Trademarks
- Technology Management and Globalization
- Globalization and Trading Networks
- Financial Institutions and Markets
- Global Alliances
- Globalization and Labour Markets
- Growth and Diversification Strategies
- The Rise of New Economic Powers: China and India
- Knowledge Transfer Across Countries
- Professionalisation of Management
- Comparative Corporate Governance
- The role of Entrepreneurial Firms in a Global World
- Gender, Institutions and Globalization

- Globalization and Ethnic Minorities
- Globalization and Business in Developing Countries
- Consumption and Globalization

Organizers also welcome papers on any topic related to business history, even where it does not focus on the conference theme, and on any time period or country.

Proposals are welcomed for either individual papers or entire sessions (each of normally one-and-a-half hours). Each paper proposal should include a one page abstract, a list of 3 to 5 keywords, and a brief CV. Proposals for sessions should also include a cover letter containing a title, and one-paragraph of session description. If you have any questions please contact the local organizers Teresa da Silva Lopes ([t.lopes@qmul.ac.uk](mailto:t.lopes@qmul.ac.uk)) or Giuliano Maielli ([g.maielli@qmul.ac.uk](mailto:g.maielli@qmul.ac.uk)).

The deadline for submissions is 30 December 2005.

Please send them to:

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## Call for Coleman Prize 2006

Association of Business Historians

To be Awarded at the ABH Conference  
16-17 June 2006, School for Business Management  
Queen Mary, University of London

[www.busman.qmul.ac.uk/abh](http://www.busman.qmul.ac.uk/abh)

The Association of Business Historians invites submissions for consideration for the 2006 Coleman Prize. This prestigious prize is open to PhD dissertations in Business History either having a British subject or completed at a British University. All dissertations completed in the calendar years 2004 and 2005 are eligible (with the exception of previous submissions). The value of the prize is £200. Named in honour of the British Business Historian Donald Coleman, this prize is awarded annually by the Association of Business Historians to recognise excellence in new research in Britain. The Prize is now sponsored by Adam Matthew Publications Limited: a scholarly publisher, which makes available original manuscript collections, rare printed books and other primary source materials in microform and electronic format. It is a condition of eligibility for the Prize that short-listed finalists present their findings at the Association's annual conference, to be held at Queen Mary, University of London 16-17 June 2005.

For consideration of your PhD Dissertation, please send the title and a brief 200 abstract to Dr Alan Carroll **31st December 2005**. You will then be requested to send hard copies by **26th February 2005**.

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# Conference Reports

ABH Conference 2005

Celebrating the Past and the Future of the Past

27-28 May, Glasgow

Álvaro Pereira, University of York

The 2005 annual conference of the Association of Business Historians took place at the Glasgow Marriott Hotel under the theme “Celebrating the Past and the Future of the Past”. The University of Glasgow’s Centre for Business History in Scotland hosted this very successful event, which registered participants from several countries and continents. Glasgow was the perfect venue for this year’s conference, providing a rich industrial history and many cultural attractions.

There were fifty two papers presented in four parallel sessions, and the unequivocal quality of the presentations made it hard to decide which ones go to and which ones to forego. The program can still be downloaded at:

<http://www.gla.ac.uk/centres/businesshistory/ConferenceProgrammeindex.html>

This year’s conference theme was particularly relevant in these pre-RAE times, since it motivated the delegates to undergo a stimulating and fruitful discussion regarding the state and future of our field.

During the first day of the conference, a broad array of topics were discussed, including the business of business history, managerial training, the history of the service sector, the post-war development of British corporations, new perspectives on cotton textiles, the motor vehicle industry, the maritime industry, and new approaches on Big Business. Although it was not physically possible to attend all the parallel sessions, the general consensus among the delegates was that the quality of the presentations built upon the successes and the strengths of our past conferences.

The presentations also reflected the different methodologies available to researchers in our discipline, ranging from the hard core quantitative and data-intensive ones, to others more descriptive historically, and others more biographical in character. The interdisciplinary and eclecticism of our field was distinctly visible from the different methodologies of the papers presented at the conference.

In the first plenary session, Tony Slaven summarized eloquently the state of our field, emphasized the puzzling long neglect of the entrepreneur in most studies of our discipline, and urged new and existing researchers to take upon such an important task.

The New Researchers' session followed this thought-provoking talk. This invigorating session clearly showed the ongoing strength and the bright future of our discipline. Although all three presenters did a wonderful job, the prestigious Coleman Prize was awarded to Alan Carroll (Manchester Metropolitan University) for his work entitled 'Revaluating the Performance of a Nationalised Industry: The National Freight Corporation 1947-1982'.

The first day ended under the relaxed atmosphere of the conference dinner, during which the delegates welcomed our new president, John Wilson, and had a special word of appreciation to Sue Bowden, who so well executed her task during the last two years. Our new president emphasized Sue's dedication and commitment to our discipline and her efforts regarding the ongoing effort to raise the visibility of Business History in the 2008 Research Assessment Exercise.

The second day of the conference built upon the quality presented during the first day. Several topics were then discussed, including the evolution of retailing institutions, the role of institutions on business development, taxation, new perspectives to business history, and corporate governance.

The last session of the conference was chaired by John Wilson under the topic 'Business history journals, business history and the Social Sciences'. John's insights and the discussion that followed provided the right tone to end this very successful and enjoyable conference.

All in all, this year's ABH conference was a resounding success and a testimony of the vitality and dynamism of our discipline. After Glasgow, we can only be looking forward to next year's conference to be held on the 17<sup>th</sup> and 18<sup>th</sup> of June at the Centre for Business Management, Queen Mary, University of London, under the stimulating theme "Globalization and Business History". Authors are encouraged to send their paper proposals to the local organizers Teresa da Silva Lopes ([t.lopes@qmul.ac.uk](mailto:t.lopes@qmul.ac.uk)) or Giuliano Maielli ([g.maielli@qmul.ac.uk](mailto:g.maielli@qmul.ac.uk)). Further details can be found at: <http://www.busman.qmul.ac.uk/abh/call-2005.htm>

## BHC Conference 2005

'Reinvention and Renewal'

Minneapolis, Minnesota, May 19-21, 2005

Walter A. Friedman, Harvard Business School

The 2005 Business History Conference was held May 19–21 in Minneapolis, Minnesota, a city of about 400,000 people situated on the upper part of the Mississippi River. The city was once a major center of flour milling. If you take out your copy of Visible Hand, you will see on page 252, a flow chart of the Washburn flour mill from 1879. We toured the ruins of Washburn's mills, now part of a museum. Appropriately, perhaps, the theme of this year's conference was Reinvention and Renewal. The one-time "city of mills" is now the "city of malls," featuring the country's largest shopping center, the Mall of America. Minneapolis is also home to 3M, which, as the BHC program noted, has transitioned from mining to Post-It notes and other products of chemical R&D.

Some twenty-seven sessions were offered (with about seventy-five papers in total), many featuring the conference theme, including sessions on restructuring post-war American business, environmental factors as drivers of business innovation, and state-led redevelopment strategies in the twentieth century. The conference also highlighted a focus on "users," which was evident in the session, "Adoption as Innovation: User Roles in the Creation of Technological Industries." JoAnne Yates discussed this theme in her presidential address, "How Firms Use Technology." Yates urged historians to consider how firms actually made use of the technology they purchased, as opposed to the ways designers and innovators had intended. She also challenged business historians to consider the practical application of their work: What does it say to managers or other practitioners?

For the plenary session, "Reinventing Twenty-First Century Global Business: Globalization, Labor, and Civil Society," Mira Wilkins moderated a panel discussion with Stefanie Lenway of the University of Minnesota, Craig Murphy of the UN Development Programme and Wellesley College, and Rorden Wilkinson of the University of Manchester.

The K. Austin Kerr Prize for the best first paper by a Ph.D. candidate or recent Ph.D. was given to Sharon Ann Murphy for “Protecting Middle-Class Families: Life Insurance in Antebellum America.” The book prize was split between Thomas A. Kinney, for his detailed study, The Carriage Trade: Making Horse-Drawn Vehicles in America (The Johns Hopkins University Press), and Mira Wilkins, for her sweeping work, The History of Foreign Investment in the United States, 1914-1945 (Harvard University Press). The Herman Krooss Prize for the best dissertation in business history was also split, in this case between Dalit Baranoff for her Johns Hopkins dissertation, “Shaped by Risk: The American Fire Insurance Industry, 1790-1920,” and Anna Spadavecchia for “State Subsidies and the Sources of Company Finance in Italian Industrial Districts, 1951-1991,” which she wrote at the University of London. The other two contestants in the dissertation session were also quite strong. Robert MacDougall presented his Harvard dissertation, “The People’s Telephone: The Politics of Telephony in the United States and Canada, 1876-1926.” Christopher Tassava discussed his manuscript, “Launching a Thousand Ships: Entrepreneurs, War Workers, and the States in American Ship Building, 1940-1945,” which he wrote at Northwestern.

The conference was a success thanks in large part to JoAnne Yates, as well as the other members of the program committee, Steve Usselman (chair), Tracey Deutsch, Helen Shapiro, and Steven Tolliday, and, as always, Secretary Treasurer Roger Horowitz. Next year the BHC meets June 8-10 in Toronto, with NYU’s Dick Sylla as president. The topic for 2006 is the Political Economy of Enterprise.

**EBHA Conference 2005**  
**Corporate Images – Images of the Corporation**  
1-4 September, Frankfurt

Lucy Newton, University of Reading

This 9th EBHA conference in Frankfurt was a resounding success. The whole event was meticulously organised and we were welcomed by generous hosts. There were a variety of interesting sessions and I was, in particular, struck how the papers stuck to the conference theme (not always something that can be said about a conference).

With a choice of five parallel sessions at a time it is not possible for one person to comment on all the presentations. However, from discussions with other participants it was clear that there was an interesting variety of material available and a strong visual element to the papers. The papers in some sessions fitted together well but in others a wide difference in the topics presented meant that it was difficult to undertake a comparative discussion. However, in all the sessions I attended a lively discussion followed the presentations.

One session that is worth particular mention is that on 'Aryanisation contracts revisited', chaired by Ulf Olsson and with Christopher Kopper as discussant. The papers were presented by Dieter Ziegler, Ingo Kohler and Harald Wixforth and considered the Aryanisation of German, French and Czech banks. This session would not have existed at a conference 10 years ago and it is heartening to see how archives relating to German banking have opened up in recent years. Moreover, the willingness to discuss what are often uncomfortable issues is to be welcomed in business history.

My only note of criticism would be the panel discussion that was marred by difficult acoustics but also, in its discussion of Rhenish capitalism, felt to this participant somewhat parochial.

The 2006 will be organized by the Centre for Business History, at Copenhagen Business School, Denmark on 17-20 August.

# British Academy of Management Conference 2005

## Management and Business History Track

13-15 September, SBS, Oxford

Andrew Popp; Royal Holloway, University of London

For the first time, this year's British Academy of Management Annual Conference (BAM) hosted a dedicated management and business history track, convened and chaired by John Wilson (UCLAN) and supported by the Management History Research Group (MHRG). As an attendee and participant I can report that this exciting new development was an unqualified success. Professor Wilson's energy saw the track earning six sessions, comprising one symposium, a further nine full papers and a developmental paper session containing five emerging papers discussed in an informal, round-table session. This success in attracting such a large number of high-quality submissions did not go unnoticed elsewhere in the conference and it was certainly the case that all of history track sessions reached out to attract an audience from the wider conference. Conversely, it was striking how often at sessions from other tracks (such as International Business and Corporate Governance and Corporate Social Responsibility) I heard speakers assert that 'history matters.' This development comes then at an opportune moment.

The result was a great showcase for management and business history and participants responded well, demonstrating the breadth and depth of the discipline in terms of thematic interests and conceptual approaches. It is always a difficult task to pick out certain papers for comment, so instead I'll just try and indicate the scope and range, which stretched from women savers in 1700, through leftist debates within the Taylor Society, management education in pre-1960 Turkey, fashion risks in contemporary high-street retailing to the market for corporate control and image and identity in British management. Bill Cooke (Manchester Business School) won the prize for best paper in the track, kindly co-sponsored by BAM and the MHRG, for his presentation on 'Kurt Lewin, Goodwin Watson, the FBI, the CIA and the T-Group: reversing the critique of the here and now.' Mention also has to be made of the superb reception and dinner for track participants very kindly organized by Chris McKenna (Oxford and Said Business School) at Brasenose College – this wonderful evening gave the group a great opportunity to come together and to discuss where this initiative goes next.

Thus the challenge now is to build on this great start and to convert this new track into a more deeply embedded and permanent Special Interest Group (SIG) within BAM. Achieving this would have an important effect in terms of raising the discipline's profile in the business and management schools within which so many of us now work and, crucially, would lead to that happening on our own terms. Making that happen will require energy, commitment and participation. In that sense, I urge all management and business historians, where ever they work, to consider submitting papers for next year's BAM annual conference, to be held in Belfast in September 2006.

## Perspectives on Twentieth Century Pharmaceuticals Conference

14-16 July, St Anne's College, Oxford

Alison Kraft, University of Nottingham

Some forty historians met in July in Oxford to explore the history of pharmaceuticals and the pharmaceutical industry. Perspectives ranged across development in different national contexts, key moments and actors in early drug innovation, relations between industry and academia and between commercial interests and scientific research, the construction of pharmaceutical markets, the growth of marketing, business models and strategy in the 'biotech' sector and the influence of financial investment on the contours of the industry.

In his opening keynote paper, Sir Iain Chalmers emphasized the need for a new framework for pharmaceutical research, drug regulation and governance of the industry. Concerned that bias in pharmaceutical research continues to harm patients, and fiercely critical of what he sees as medicine's complicity with big business and of the entanglement between regulatory authorities and commercial interests, Chalmers argued for the reform of research ethics committees and for clinical trials to be managed by an independent registry. For Chalmers both are vital for rebuilding public trust in the industry. Significantly, the paper points to the possibility - and need for - history to speak to policy.

Taking a long view of drug innovation - from ninth-century Baghdad to the present - Walter Sneader highlighted the problem of incremental

innovation and examined how this has, in turn, shaped medicine and engendered a reliance on academia for new sources of innovation. This is exemplified in the case of late twentieth-century 'biotechnology', the development of which was the subject of the following paper by Mike Hopkins, which focused on the strategic acquisition of new 'biotech' skills and technologies by British pharmaceutical firms. Arguing against a Schumpeterian model of technological change, it was suggested that we are seeing instead a process of 'creative accumulation' characterized by convergence between 'biotech' and 'pharma'. Evolving networks between these sectors and the creation of a 'knowledge economy' were the subject of the final paper of the first day - and others later in the programme - by Canadians Anne-Laure Saives, Catherine Garnier and Mehran Ebrahimi, whose analyses centred on the biotech 'hub' of Quebec.

The first day set out the contemporary landscape of the industry - its problems, innovation trends and key commercial dynamics. The ensuing programme elaborated on the opening perspectives. Jonathan Simon, Alex Huntelmann and J.P. Gaudilliere used comparative analyses of developments in France and Germany to reveal how different national – and institutional – contexts have shaped the industry. Andrew Godley discussed the importance of foreign direct investment to the British industry, arguing that wealth creation via multi-national corporations was a response to market failure with respect specifically to imports/exports and technology transfer.

Several papers explored the construction of pharmaceutical markets. Frank Huisman, for example, used market concepts to broaden the historiography of early business development in the Netherlands. Consumption, marketing and advertising were discussed by Catherine Will and Manon Niquette in insightful accounts, respectively, of the statins and of 'over-the-counter' products for 'excess-related conditions'. In an analysis of the relationship between clinical research and marketing, Sergio Sismondo argued that pharmaceutical research is marketing, whilst Nicholas Rasmussen examined the uneasy relationship between commerce and science by focusing on firm involvement in clinical trials and the emergence of 'conflict of interest'. Elsewhere, the patient's perspective was examined by Scott Vrecko, in a paper looking at drug innovation in addiction medicine, and by Claude Richard and MT Lussier's analysis of the power dynamics in drug prescribing.

Attention on the final day turned first to regulatory matters, with papers by JP Swann, charting the use of dinitrophenol as an obesity therapeutic

in the 1930s and Arthur Daemmrigh speaking about the recent drive to 'harmonize' clinical trials. Later sessions focused on biotechnology, its relationship to molecular biology, commercial and business strategy within the sector and evolving dynamics with the wider pharmaceutical industry. Beat Bachi and Michael Burgi examined the disciplinary, institutional and commercial beginnings of biotechnology in Switzerland. These themes continued in Pnina Abir Am's paper about the origins of Biogen, whilst Lara Marks explored inter-firm alliances between biotech and pharma. In the final paper, Russell Smith articulated the views of the investor community, arguing in particular for the professionalization of technology transfer within universities.

Overall, the organizers, Viviane Quirk and Judy Slinn, are to be congratulated for a stimulating and successful conference which provided fresh insights into the history and development of pharmaceuticals/the pharmaceutical industry.

## Prizes Awarded

### Coleman Prize 2005, ABH Conference

Alan Carroll (Manchester Metropolitan University)

'Revaluating the Performance of a Nationalised Industry: The National Freight Corporation 1947-1982'

### BAC Business History Bursary

Hiroki Shin (St Catharine's College Cambridge)

'Levels of Confidence in the Bank of England Note'

### Prizes of the Business History Conference

The Business History Conference has awarded the following prizes in 2005:

#### **Hagley Prize for the Best Book in Business History**

Thomas A. Kinney, *The Carriage Trade: Making Horse-Drawn Vehicles in America* (Johns Hopkins University Press)

Mira Wilkins, *The History of Foreign Investment in the United States: 1914-1945* (Harvard University Press)

Note: The Hagley Prize is awarded in association with the Hagley Museum and Library in Wilmington, Delaware

#### **Herman E. Krooss Prize for the best dissertation in Business History**

Dalit Baranoff, "Shaped by Risk: The American Fire Insurance Industry, 1790-1920"

(Johns Hopkins University, 2003)

Anna Spadavecchia, "State Subsidies and the Sources of Company Finance in Italian Industrial Districts, 1951-1991," (University of London, 2005)

**The Newcomen Prize for the best article published in *Enterprise & Society* in 2004**

Emanuela Scarpellini, "Shopping American-Style: The Arrival of the Supermarket in Postwar Italy," *Enterprise & Society* 2004 5:4, 625-668

**K. Austin Kerr Prize for the best first paper presented at a BHC Annual Meeting**

Sharon Ann Murphy (University of Virginia), "Protecting Middle-Class Families: Life Insurance in Antebellum America"

For more information please contact:

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Secretary-Treasurer; Business History Conference

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## Other Conferences

### International Association for the History of Transport, Traffic and Mobility (T2M)

#### 'Tourism and T2M'

6-9 October 2005, National Railway Museum, York

The third annual T2M conference will be held in York at the National Railway Museum in October. The main theme of the meeting is 'Tourism and T2M', although there will be a wide range of papers on other subjects.

Professor David Nye will give the opening address, and Professor John Urry is the keynote speaker.

Further details can be found on the T2M website: [www.t2m.org](http://www.t2m.org)

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### CIBH Conference

'Serving Consumers? The Emergence of Consumerism and the Rise of Modern Consumer Industries in the 20<sup>th</sup> Century'

14-16 Oct 2005, University of Reading

Joint Conference of the Centre for International Business History at Reading University/UK and the Institute for Economic and Social History at Göttingen University/Germany

For more details go to: [www.rdg.ac.uk/CIBH](http://www.rdg.ac.uk/CIBH)

## Center for the History of Business, Technology, and Society

### 'Producing Fashion'

28-29 October, 2005 at the Hagley Museum and Library in Wilmington,  
Delaware

**Producing Fashion** is the theme of the October 28 and 29 (Friday and Saturday) conference sponsored by the Center for the History of Business, Technology, and Society at the Hagley Museum and Library in Wilmington, Delaware. The conference includes fourteen papers that consider how fashion is produced on the level of ideas, style and materials. The panel “**National Identity and the Problem of Paris**” opens the conference with papers assessing the reaction against French fashion that led to the development of distinctive national styles in the United States, Austria, and Belgium. The papers in the “**Early Transnational Fashion**” session look at the impact of new textiles and an invigorated fashion press on clothing styles before 1900. The influence of nostalgia on “modern” fashions in clothing, home furnishings, and personal toiletries is the subject of the “**Old-Fashioned Fashion**” panel that concludes Friday’s proceedings. Saturday begins with three provocative papers on the influence of gender, ranging from the “manly” advertising campaign that remade Marlboro cigarettes, the development of men’s leisurewear, and the influence of feminism on the marketing of beauty products to women. The conference closes, appropriately, with a panel **Remaking Contemporary Fashion** with papers on style in Communist Hungary and postwar France, and the dramatic impact of Lycra on clothing worldwide.

Regular registration is \$30, \$20 for Hagley Associates and free for graduate students. Lunches are \$15 and Friday dinner \$35. To register or obtain more information (including the full program) contact Carol Lockman at 302-658-2400, ext. 243, or [clockman@Hagley.org](mailto:clockman@Hagley.org).

For more details contact:

Roger Horowitz - Associate Director

Center for the History of Business, Technology, and Society

Hagley Museum and Library

PO Box 3630, Wilmington DE 19807

phone: 302-658-2400, x244; fax: 302-655-3188

Email: [rorowitz@hagley.org](mailto:rorowitz@hagley.org)

**BAC Conference**  
**'From Family to FSTE'**

8 November, London

(Sloan Room, Peter Jones, Sloane Square)

Passing on the reins of power is never easy. What happens to family firms when control passes out of the family? The 2005 Business Archives Council Conference examines why changes in ownership come about and how they affect a business and the records they keep.

The Conference will focus on three industries, retail, banking and brewing. Using a comparison between the approaches of the historians who use the documents and the archivists who preserve them, the speakers will assess how and why this transformation took place and the lessons of success and failure in these diverse business sectors.

The keynote speaker at this year's conference will be **Michael Moss** who will look at the increasing constraints on maintaining archives outside the public sector, and contemplate the future of business archives against the background of the lack of public interest in the history of enterprise despite claims of a developing entrepreneurial culture.

**Jim Bolton** provides a presentation of a new software package which allows archivists and researchers to access information from double entry ledgers from any period with reference to his major project looking at banking records from the 15th century. Continuing the banking theme **Lucy Newton** will trace the history of English private country banks and the competition which led to the dominance of the "Big Five". Despite this, family connections have remained important in this business sector and **Edwin Green** describes how the discovery, care and use of these records, in a variety of media, offers a creative opportunity for business archivists.

From the retail sector **Andrew Alexander** will describe how family shop owners kept pace with change by merging and developing new strategies whilst **Judy Faraday** will use the archives of department stores to trace how changes in ownership have been reflected in the social provision for their staff.

From a manufacturing perspective *Richard Wilson* will use his extensive knowledge of the brewing industry to outline the tentacles of continuing family involvement in the various aspects of brewing with close reference to the superb wealth of both the industry's archives and specialist press.

Drawing these themes together *Oliver Westall* will provide an overview of this fascinating and little researched aspect of business history highlighting the value business archives bring to this subject and will draw the Conference to a close with a discussion on the issues raised by the speakers.

The event will be chaired by *Terry Gourvish*, Chairman of the BAC, and will be followed by a reception for the presentation of the Wadsworth Prize for Business History to which all delegates will be invited.

For further details contact Judy Faraday, Partnership Archivist, John Lewis plc Cavendish Road, Stevenage, Herts SG1 2EH Tel: +44 (0)1438 312388; Fax: +44 (0)1438 794205;  
e-mail: [judy\\_faraday@johnlewis.co.uk](mailto:judy_faraday@johnlewis.co.uk)

**The conference will be followed by a reception and presentation of the Wadsworth Prize for Business History to which all delegates will be invited.**

## Annual Conference of the Society for the History of Technology

3-6 November 2005, Minneapolis

This year's SHOT meeting is co-located with the History of Science Society. We hope members of both societies will take advantage of this opportunity to explore topics that cut across disciplinary boundaries in ways that could benefit both HSS and SHOT scholarship. Please note that applicants should submit proposals to one organization (SHOT or HSS) only.

For more details see:

[http://shot.press.jhu.edu/Annual\\_Meeting/Annual\\_Meeting\\_Main\\_Page.htm](http://shot.press.jhu.edu/Annual_Meeting/Annual_Meeting_Main_Page.htm)

Or E-mail :Dan Holbrook, Program Committee Chair, at:  
[holbrook@shotprogram.org](mailto:holbrook@shotprogram.org) or [holbrook@marshall.edu](mailto:holbrook@marshall.edu)

## **Cross-Connexions: Communications, Society & Change**

11 - 13 November 2005, Science Museum, London

The goals of the conference are to stimulate scholarly research in the history of telecommunications. The conference will bring together all those interested to discuss developments in telecommunications. The conference will understand the interactions over time between telecommunications and computing, electrical engineering, space technologies, government, culture and business practice. The deadline for paper submission is 31st December 2004. Contact: Chris Chilvers at [christopher.chilvers@nmsi.ac.uk](mailto:christopher.chilvers@nmsi.ac.uk) Science Museum, Exhibition Road, London, SW7 2DD, United Kingdom.

## **Portuguese Economic and Social History Association**

Portugal, Europe and the Mediterranean –  
Economies and Societies in Historical Perspective

18 – 19 November 2005, Évora, Portugal

On behalf of the Portuguese Economic and Social History Association, the session organizer invites participants for the quantitative economic history session of the [Annual Conference](#), at Évora University in Portugal on November 18 and 19, 2005

For more details go to: <http://www.eventos.uevora.pt/xxvaphes/>

## **2005 Annual Conference of Business History Society of Japan**

'Foreign Multinationals in Japan after World War II'

19-20 November 2005, Kobe, Japan

The 2005 Annual Conference of Business History Society of Japan is held at the Rokkodai Campus of Kobe University (The Graduate School

of Business Administration, Kobe University, Rokko, Nada, Kobe) on the 19th and 20th of November, 2005. The conference theme is "Foreign Multinationals in Japan after the WWII". On this theme Tetsuya Kuwahara (Kobe University), Mira Wilkins (Florida International University) and Masashi Uda (Nippon University) will give papers in the afternoon of the 19th. Dr. James Abegglen will give a special lecture on "The Japanese Management System in the Past and the Present". Three panel discussion sessions are held in the morning of the 19<sup>th</sup> and about 30 individual research papers are read on the 20th.

For further information contact Professor S.Sasaki:  
[sasaki@kisc.meiji.ac.jp](mailto:sasaki@kisc.meiji.ac.jp).

## Asia-Pacific Economic and Business History Conference

### **"Learning, Discovery, and Institutional Development"**

16-18 February 2006, Queensland University of Technology,  
Brisbane, Queensland.

<http://www.bus.qut.edu.au/schools/international/EHSANZCover.jsp>

Papers and proposals for sessions are invited from historians of business and society, management scientists, archivists, economists, and others on the theme above, as well as other topics in economic and business history. Early career researchers are encouraged to participate. The conference organizers are particularly interested in attracting papers that examine developments within the Asia-Pacific region broadly defined and/or papers that provide an international comparative perspective.

The main theme for the 2006 conference is the relationship between learning, the discovery of new technologies and products, and institutional development. Innovation in products, technology, routines, systems, and business processes that shape corporate strategies are important sources of competitive advantages for firms. The proliferation of these improvements, as well as incremental gains from learning, affects patterns of international specialization. At another level, human capital formation has long been recognized as a vital ingredient to improving efficiency, creating enhanced innovative capacity, and

sustaining broader economic development at the national and international levels. Formal education, vocational training, and the nature of supporting institutional arrangements have a direct and indirect impact on skill development. Skills are imparted through various means, including primary-secondary-tertiary instruction, professional education, experiential learning, and on-the-job training. Organisational learning has produced improved managerial and procedural practices and team-based capabilities. Learning and discovery also unfold across the boundaries of many organizations within the private, public, and non-profit sectors. Historians and economists have long recognized that human capital is a source of important comparative and competitive advantages on the international stage. Yet, sustaining these strengths depends upon continuing investment, sustained innovation in teaching techniques, and a deep commitment from society at large to improving the capabilities of future generations.

Paper abstracts up to one page may be submitted to one of the addresses below at any time up to *1st December 2005*. A decision on all paper proposals will be made within a month of submission. Session proposals may also be submitted any time up to 1<sup>st</sup> December in the form of a 500 word statement outlining the main objectives of the session.

There will be a best conference paper prize and publication of a selection of papers in the *Australian Economic History Review*

**Professor Simon Ville**

School of Economics & Information Systems  
Faculty of Commerce  
University of Wollongong  
Wollongong NSW 2522  
AUSTRALIA  
[sville@uow.edu.au](mailto:sville@uow.edu.au)

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School of Economics & Finance  
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Victoria University of Wellington  
PO Box 600  
Wellington  
NEW ZEALAND  
[John.Singleton@vuw.ac.nz](mailto:John.Singleton@vuw.ac.nz)

## Symposium, Hagley Museum and Library

### 'How Business Users Shaped Modern Technologies'

10 March 2006, Wilmington Delaware

A symposium, "How Business Users Shaped Modern Technologies ... and Vice Versa" will take place Friday, March 10, 2006, 1:30-4:30 pm, in

the Soda House of the Hagley Museum and Library in Wilmington Delaware. It is sponsored by the Center for the History of Business, Technology, and Society. The symposium will feature a paper by JoAnne Yates (MIT Sloan School of Management, Massachusetts Institute of Technology) followed by comments from Naomi Lamoreaux (Department of Economics and Department of History, University of California at Los Angeles), Steven Usselman (School of History, Technology, and Society, Georgia Institute of Technology), Margaret Graham (Faculty of Management, McGill University), and David Kirsch (Robert H. Smith, School of Business, University of Maryland). The event is free and open to the public. For more information or to register contact Carol Lockman, [clockman@Hagley.org](mailto:clockman@Hagley.org) or 302-658-2400, ext. 243.

## Victoria and Albert Museum

### Textiles for Interiors: Furnishing the home, from Renaissance Venice to Edwardian England.

6 May 2006, London

The Victoria and Albert Museum in partnership with the Pasold Research Fund will be hosting a one day colloquium on May 6 2006 focusing on the role played by textiles in the domestic sphere. Six speakers will explore various aspects of the production, distribution and consumption of textiles in Europe from the fifteenth to the early twentieth centuries. The colloquium aims to present a series of case-study papers that both illuminate specific examples of fine and everyday textiles in their historical contexts, and demonstrate the range of approaches that can be applied to the study of textiles by social and economic historians, art and design historians and conservators. Opportunities to view related objects in the V&A's collections at close quarter and preview the database of visual representations of the interior gathered together by the AHRC Centre for the Study of the Domestic Interior will also be available on the day.

**EABH Annual Conference**  
'The State and the Financial Services: Regulation, Ownership and  
Deregulation'

25-25 May, Lisbon, Portugal

The EABH 2006 Main Conference will be kindly hosted by Caixa Geral de Depósitos on the occasion of its 130<sup>th</sup> anniversary. It will be held on the 26<sup>th</sup> and 27<sup>th</sup> May 2006, in Lisbon. The subject of the conference is *The State and the Financial Services: Regulation, Ownership and Deregulation*.

Suggestions for papers should be submitted via email to my attention at [v.gale@bankinghistory.de](mailto:v.gale@bankinghistory.de) by **Thursday, 24 March 2005**. The Committee responsible for the academic programme of the conference will evaluate the papers proposals and will devise a draft programme accordingly.

**Proposals should include the following information:**

1. Name, title, and institutional affiliation of the speaker.
2. Contact information for the speaker: Postal address, telephone and fax numbers, and an e-mail address.
3. Proposed title for the paper
4. Abstract (500 words)
5. Curriculum vitae in single line spacing of approximately 5 lines

The time allotted for the presentation of the papers will be 20 minutes. The **draft paper** (around 5000 words), on which the presentation will be based, should be ready by the end of February 2006.

For more information regarding the EABH, please go to [www.bankinghistory.de](http://www.bankinghistory.de).

## Business History Conference Annual Meeting

'Political Economy of Enterprise'

June 8-10, 2006, Toronto, Canada

The 2006 annual meeting of the Business History Conference (BHC) will take place June 8-10 in Toronto, Canada, at the Munk Centre for International Studies of the University of Toronto.

The theme for the conference is **Political Economy of Enterprise**. Business, the political system, and government have influenced one another from time immemorial. This year's program theme invites us to reflect on those interactions. What institutional frameworks have been more, and less, conducive to business enterprise? What has been the relationship of political leadership to business success and failure? How has government promoted business and innovation? How have regulation, taxation, and subsidies affected business? In what areas of business has government taken the most interest, and why? When does business corrupt government, and vice versa? How have globalization and multi-national corporations affected traditional business-government relations? What have been and are the effects on business enterprise of free trade areas such as NAFTA, of customs unions such as the EU, and of international organizations such as the WTO, the IMF, and the World Bank? The program committee invites proposals exploring such questions and the general theme of political economy of enterprise in a variety of historical contexts. Given that our meetings will be in Canada, we would like especially to encourage proposals for papers on Canadian business history and on the extent to which Canadian and U.S. scholarship on political economy differs. (In keeping with longstanding BHC policy, the committee will also entertain submissions not directly related to the conference theme).

Potential presenters may submit proposals either for individual papers or for entire panels. Individual paper proposals should include a one-page abstract and a one-page curriculum vitae (cv). The abstract should summarize the argument of the paper, the sources on which it is based, and its relationship to existing scholarship. Each panel proposal should include a cover letter stating the rationale for the session, a one-page

abstract and author's cv for each proposed paper (up to three), and a list of preferred chairs and commentators with contact information.

Proposals also are invited for the **Herman E. Krooss Prize** for the best dissertation in business history. The Krooss Prize Committee welcomes submissions from recent Ph.D.s (2003-6) in history, economics, business administration, history of science and technology, law, and related fields. To participate in this competition, please indicate this in a cover letter, and include a one-page cv and one-page dissertation abstract. Semi-finalists will be asked to submit copies of their dissertation after initial review of proposals. Finalists will present summaries of their dissertations at the Toronto meeting.

Doctoral candidates who would like to have their dissertations discussed can participate in special **dissertations-in-progress sessions**. Submit a cover letter to this effect, along with a one-page cv and one-page dissertation abstract, clearly indicating the submission is a dissertation abstract.

BHC also awards the **K. Austin Kerr Prize** for the best first paper by a Ph.D. candidate or recent Ph.D. (2003-6). If you wish to participate in this competition, please indicate this in your proposal. Proposals accepted for the Krooss Prize panel and the dissertations-in-progress sessions are not eligible for the Kerr Prize.

The deadline for receipt of all proposals is **15 October 2005**. Notification of acceptances will be sent by January 2006. Presenters will be expected to submit abstracts of their papers for posting on the BHC website. In addition, presenters are encouraged to post electronic versions of their papers prior to the meeting, and to submit their papers for inclusion in our on-line proceedings publication, *Business and Economic History On-Line*. The BHC also offers graduate students who are presenting papers grants to offset some of the costs of attending the conference.

Please send all proposals to Dr. Roger Horowitz, Secretary-Treasurer, Business History Conference, P. O. Box 3630, Wilmington, DE 19807, USA. Phone: (302) 658-2400; fax: (302) 655-3188; email: [rh@udel.edu](mailto:rh@udel.edu).

The program committee: Mark Rose (chair), Florida Atlantic University; Rick Halpern, University of Toronto; Pamela Laird, University of Colorado-Denver; H. V. Nelles, McMaster University; Rowena Olegario,

Vanderbilt University; and Richard Sylla (BHC president-elect, 2004-5), New York University.

**The Newcomen Dissertation Colloquium** will be held in conjunction with the 2006 BHC annual meeting. This intensive workshop, sponsored by BHC through the generous support of the Newcomen Society of the United States, will take place at the conference venue Wednesday evening, June 7, and Thursday, June 8. Participants will work closely with a small, distinguished group of BHC-affiliated scholars, including at least two of its officers. The assembled scholars and students will review dissertation proposals, consider relevant literatures and research strategies, and discuss the business history profession. Limited to ten students, it is intended for doctoral candidates in the early stages of their dissertation projects. Those interested in participating should submit to Roger Horowitz, BHC Secretary-Treasurer ([rh@udel.edu](mailto:rh@udel.edu)), a statement of interest, a preliminary or final dissertation prospectus, and a cv. Please make clear that you are interested in the Dissertation Colloquium. One recommendation from the dissertation supervisor (or prospective supervisor) should also be faxed (302 655-3188) or emailed to Roger Horowitz by **January 15, 2005**. The review committee will notify all applicants of its decisions by March 1<sup>st</sup>. A grant from the Newcomen Society of the United States will provide each participant with a \$300US honorarium.

## The Historical Society's 2006 Conference

'Globalization, Empire, and Imperialism in Historical Perspective'

June 2006, Chapel Hill

The Historical Society is pleased to announce that the organizing theme for its 5th conference, scheduled for early June 2006, will be "Globalization, Empire, and Imperialism in Historical Perspective." The conference will be held in Chapel Hill, North Carolina and will be hosted by the University of North Carolina. We envision a meeting in which historians across fields come together to deepen and enrich the state of knowledge about these vital concerns.

Peter A. Coclanis will chair the 2006 conference program committee. For more details contact: 2006 Conference, The Historical Society  
656 Beacon Street, Mezzanine, Boston, MA 02215-2010

E-mail: [historic@bu.edu](mailto:historic@bu.edu) or call (617) 358-0260.

## XIV International Economic History Congress.

Finland, 21-25 August 2006

The International Economic History Association (IEHA) will hold its fourteenth International Congress in Helsinki, Finland, in August 2006. The local Organizing Institutions are the [Department of Social Science History](#) and the [Department of History](#) at the [University of Helsinki](#).

The scientific programme of the congress will comprise approximately 100 sessions. The IEHA welcomes proposals for sessions on all topics in economic history, the history of economics, demographic history, social history, urban history, cultural history, gender studies, methodological aspects of historical research, and related fields. Proposals for sessions on the period before 1800, and for ones that include countries other than those of Western Europe and North America will be particularly welcome. The session organizers will be given wide discretion in terms of choosing the format that is the most attractive and efficient given the topic and the target participants. The congress will last for five days

Detailed information on the Helsinki Congress is available on the congress website: [www.helsinki.fi/iehc2006/](http://www.helsinki.fi/iehc2006/) There will be two calls for session proposals. The deadline for the First Call is 30 April, 2003. The deadline for the second call is 31 January, 2005. Submissions and information (preferably via e-mail) to: Secretary-General Prof. dr. J.L. van Zanden, c/o IISG, Cruquiusweg 31, 1019 AT Amsterdam, The Netherlands, Fax + 31 20 665 4181, Email: [ieha@iisg.nl](mailto:ieha@iisg.nl).

# Seminars and Workshops

## Business History Unit Seminars

London School of Economics

Michaelmas Term 2005

The Business History Unit has arranged seminars on the following dates:

- |             |   |
|-------------|---|
| 10 October  | Nick Tiratsoo (University of Nottingham)  |
|             | ‘Business Schools in Britain: Histories, Benefits, Drawbacks and Alternatives’                                    |
| 24 October  | Tim Leunig (LSE)  |
|             | ‘Time is Money: A Reassessment of Passenger Social Savings from Victorian British Railways’                       |
| 7 November  | Andrew Popp (Royal Holloway)  |
|             | ‘Building the Market: John Shaw of Wolverhampton and Commercial Travelling in the early 19 <sup>th</sup> Century’ |
| 21 November | Robin Pearson (University of Hull)  |
|             | ‘Technological Change and Corporate Governance: the case of early 19 <sup>th</sup> Century Coastal Shipping’      |

The seminars will be held at 6.00pm\* in H615, Connaught House, Aldwych, London WC2A 2AE. For further information contact Terry Gourvish on 020 7955 7073, e-mail [t.r.gourvish@lse.ac.uk](mailto:t.r.gourvish@lse.ac.uk) \*Note time change

## Harvard Business School, Business History Seminar (Autumn 2005)

The annual program of Harvard Business School's longstanding Business History Seminar has been announced. The Seminar welcomes participation from all business historians based in, or visiting, the Boston area. Contact Professor Geoffrey Jones ([gjones@hbs.edu](mailto:gjones@hbs.edu)) for further details.

### **November 7**

Silicon Valley Entrepreneurs  
Leslie Berlin, Stanford University  
Richard Tedlow, HBS

### **November 14**

The Advent of American Telecommunications  
Richard John, University of Illinois Chicago

### **November 21**

French Entrepreneurs and Entrepreneurship  
Michael Smith, University of South Carolina

### **November 28**

Fraud and the American Public Sphere: Nongovernmental Mechanisms of Policing the Marketplace, 1820-1930  
Edward Balleisen, Duke University

### **December 5**

The Empire of Cotton: A Global History  
Sven Beckert, Harvard University

### **December 12**

Women Entrepreneurs  
Mary Yeager, UCLA

The Business History Seminar is held at the Harvard Business School, Cumnock Room 230, 3:15 to 5:15 pm.

## Harvard Business School, Brown Bag Seminar Lunches (Autumn 2005)

The business history "brown bag" lunches provide an opportunity to present research in an informal setting. There are no pre-circulated papers. Business Historians resident or visiting the Boston area are invited to attend. Please contact Geoffrey Jones ([gjones@hbs.edu](mailto:gjones@hbs.edu)) with any questions.

### **September 19**

Conceptualizing Firms as Users and Consumers  
JoAnne Yates, MIT

### **September 26**

Caribbean Coffee and the Early North American Economy  
Michelle Craig, HBS

### **October 3**

Futures Past: Europeanizing German Corporate Governance  
Jeff Fear, HBS

### **October 17**

Writing the History of a Management Practice: Strategy in USA and France 1945-2000  
Ludovic Cailluet, Toulouse University Graduate School of Management

### **October 24**

Scandinavian Banking in the Interwar Years  
Per Hansen, Copenhagen Business School

### **October 31**

Business Barometers: The History of Economic Forecasting  
Walter Friedman, HBS

### **November 23**

Debating Egyptian Business History  
Abdel Aziz Ezzel Arab, American University in Cairo

These lunches are held at the Harvard Business School, Rock Center, room 205, from 12-1pm.

## Hagley Events 2005

### Symposium in the Hagley Museum and Library

'Consuming Experiences: The Business and Technologies of Tourism'

Wilmington Delaware, November 12-13, 9:30 a.m. to 5 p.m.

This conference, sponsored by Hagley's Center for the History of Business, Technology, and Society, examines various aspects of tourism, from packaged tours to the rise of the recreational vehicle industry

### Hagley Museum and Library Research Seminar Series

The 2005-2006 research seminar series of the Hagley Museum and Library meets Thursday evening at 6 pm in the Copeland Room of the library building. Papers are all unpublished works in progress and are circulated in advance to seminar participants. To join the seminar mailing list and obtain copies of the papers, contact Carol Lockman at [clockman@hagley.org](mailto:clockman@hagley.org) or 302-658-2400.

- Oct. 20      James Gilbert, University of Maryland  
                  "Fair Itineraries: Experience, Memory, and the History of  
                  the 1904 Louisiana Purchase Exposition"
  
- Dec. 15      David Witwer, Lycoming College  
                  "The Hollywood Case: Racketeering in the 1930s from a  
                  Business Perspective"
  
- Feb. 23      Ann Johnson, University of South Carolina  
                  "Surveying the Nation: Engineers, Surveyors, and the  
                  American Landscape in the Early Republic"
  
- April 27     Lisa Tolbert, University of North Carolina at Greensboro  
                  "Women's New Hangout: Self Service and the Re-invention  
                  of the Southern Grocery Store in the early 20<sup>th</sup> Century"

The Hagley Museum is located just north of Wilmington, Delaware. The library building is accessed from the entrance on Buck Road and Route 100, one traffic light north of the Route 100 and Route 141 intersection. Go to [www.Hagley.org](http://www.Hagley.org) for more detailed directions.

The Hagley Museum and Library contains one of the leading collections of research materials on the history of business and technology in the United States, with more than 30,000 linear feet of manuscript material, 200,000 printed sources, and more than one million photographs.

We invite researchers to apply for one of the Hagley fellowship that support use of our collections. Proposals are accepted three times annually with deadlines of March 31, June 30, and October 31. Please contact us for more information on our research collections and fellowship programs:

Center for the History of Business, Technology, and Society  
Hagley Museum and Library  
PO Box 3630, Wilmington DE 19807-0630  
302-658-2400  
[www.hagley.org](http://www.hagley.org)

# Call for Papers – Special Issues of Journals

## BUSINESS HISTORY

A Routledge Journal of the Taylor & Francis Group

**'Comparative Perspectives on the 'Managerial Revolution'**

**Special Edition, July 2007**

Edited by Richard Whittington, Charles Harvey and John Wilson

### CALL FOR PAPERS

Since the 1930s, academics – economists, sociologists and business historians – have been fascinated by the transfer of corporate power from owners to professional managers; in which tradition Alfred Chandler adopted the term 'managerial revolution' as the subtitle to his classic text *The Visible Hand* (1977). Considerable debate still exists regarding the definition, location, measurement and value of the concept despite its intuitive appeal and perceived good fit with the experience of corporate America. Even in the early days, when the implications of a widespread separation of ownership from control were just beginning to emerge, the most influential writes on the topic, including Berle and Means (1932) and Burnham (1941), defined the 'managerial revolution' in different ways. Moreover, given the shortcomings in the data used to measure the phenomenon, it is not clear precisely when this revolution in corporate governance actually took place, even in the USA and the UK, let alone the economies of continental Europe and Asia, where families, the State, banks and shareholder groups have remained as important actors within national business systems. More research is needed on a variety of issues and from a variety of perspectives before we can talk meaningfully about the causes, timing and consequences of the 'managerial revolution' in different contexts and locations. Only by pursuing a comparative approach can a more nuanced interpretation of the exercise of corporate power by managerial elites, as opposed to other members of the elite, be developed.

The editors propose a special issue of *Business History* to be published in July 2007. Papers might be explicitly comparative on a cross-national basis or might focus on evidence relating to a particular country, while reflecting on the experiences of other countries. Possible themes include the divorce of control from ownership; the exercise of authority by professional managers; the rise of middle management; the status, training, and professionalism of managers; relationships between governance regimes and the activities of managerial elites; the impact of managerial capitalism on business efficiency and effectiveness; professional managers as actors within the ruling elite; the composition and functioning of boards of directors; and, networking and personal capital accumulation by managerial elites. More generally, the editors are interested in potential contributions with a theoretical focus, in particular research that reflects upon, extends or overcomes the limitations of agency theory.

The editorial team intends that the articles featured in the Special Edition will extend both our understanding of the 'managerial revolution' and its application to different business systems. We therefore encourage contributions from a variety of countries, focusing on different aspects of the phenomenon, and applying distinctive diverse methodological approaches, as the means of achieving our end of adding significantly to the debate on a key topic in the field of business history.

The Special Issue will be edited by Richard Whittington as guest editor, and Charles Harvey and John Wilson as executive editors of the journal. Articles from existing research teams, based upon original data or novel theoretical perspectives, will be especially welcome. Likewise, explicitly cross-national studies and work that is interpretively challenging will be favoured. All articles will be between 6,000 words and a maximum of 8,000 words, including notes.

Proposals of not more than 500 words should be sent to Business History Editorial Office, Business School, the University of Strathclyde, Sir William Duncan Building, 130 Rottenrow, Glasgow, G4 0GE, United Kingdom. Additionally, e-mail all three editors:

[Richard.Whittington@sbs.ox.ac.uk](mailto:Richard.Whittington@sbs.ox.ac.uk),  
[Charles.Harvey@strath.ac.uk](mailto:Charles.Harvey@strath.ac.uk),  
[jfwilson@uclan.ac.uk](mailto:jfwilson@uclan.ac.uk).

Proposals should give details of (a) proposed title of article; (b) author names and affiliations; (c) full details of research on which the article is to be based; (d) content of the article.

The timetable for the Special Issue is as follows:

September 2005	Issue of Call for Papers
18 <sup>th</sup> November 2005	Deadline for receipt of Proposals
December 2005	Articles commissioned
30 <sup>th</sup> September 2006	Deadline for receipt of First Draft Articles
October 2006	Expert refereeing process
31st October 2006	Issue of referees reports and required revisions
1 <sup>st</sup> December 2006	Deadline for submission of Final Draft Articles
December 2006	Preparation of articles for publication

### **Guidance Notes**

1. Articles should be based upon original research.
2. The main findings of the research should not have been published elsewhere.
3. Proposals will be welcome from individuals or teams whose empirical research is already at an advanced stage.
4. The editors expect articles to be theoretically informed and explicitly to address contested issues regarding the concept of the managerial revolution and its application.
5. The editors are open to proposals of various types but will favour contributions that are comparatively insightful, while not necessarily explicitly comparative from a methodological standpoint.

## **Accounting, Business and Financial History**

### **'Studies of Irish Accounting History'**

Special Issue, Volume 17 (3), 2007

Guest editor: Ciarán Ó hÓgartaigh, Dublin City University

*Accounting, Business & Financial History* is an international, peer-reviewed journal which covers the areas of accounting history, business history and financial history. The journal provides contributors with an opportunity to publish the results of their research into mainstream

aspects of accounting, business, and financial history, and also explores the interface between these three disciplines. A particular feature of the journal is its country-based special issues which are acknowledged as having played an important part in internationalising the study of accounting history.

**This special issue invites contributions that explore the nature and context of Irish accounting, business and financial history.** Irish accounting history is relatively under-explored but, as a cultural, political and economic setting, is a potentially rich seam of accounting history research. In that context, the special issue intends to broaden the canvass on which Irish accounting history is traced and also add colour and context to research in the area.

Submissions which reflect the social, political, economic and geographical context of Irish accounting history are particularly welcome. For example, the implications of Irish accounting history in areas such as the accounting profession, the practice of accounting and accounting education as well as the historical interactions between accounting and other social institutions are of interest. Similarly, much knowledge may be gained through studies of the influence of accounting in particular historical settings, such as in state institutions, the public service and in corporate settings. Further, studies which locate Irish accounting history in an international context, including the contribution of Irish accountants and accounting to accounting, business and financial change in other countries, are encouraged.

Potential contributors are encouraged to contact the guest editor at their earliest convenience. All submissions will be subject to the usual editorial policies of the journal. Instructions for authors can be viewed at <http://www.tandf.co.uk/journals/authors/rabfauth.asp>

Papers should be submitted electronically to Ciarán Ó hÓgartaigh ([ciaranohogartaigh@dcu.ie](mailto:ciaranohogartaigh@dcu.ie)) by **30 November 2006**. Early submission is encouraged.

## Prizes, Grants and Scholarships - 2006

### Harvard Business School

#### Fellowships and Grant Opportunities in Business History for 2006

##### The Alfred D. Chandler, Jr., International Visiting Scholar in Business History Program.

Harvard Business School is pleased to announce a new fellowship opportunity. The Alfred D. Chandler, Jr., International Visiting Scholar in Business History Program invites established scholars in business history based outside the United States to spend a period of time in residence at Harvard Business School. The primary activities of Alfred D. Chandler, Jr., International Visiting Scholars will be to interact with faculty and researchers, present work at research seminars, and conduct business history research. The program will encourage research concerned to relate historical reality to underlying economic theories of business development.

Stipends associated with the program will be funded through the generosity of Alfred D. Chandler, Jr., the Isidor Straus Professor of Business History, Emeritus, at Harvard Business School. Each year, \$14,000 will be available to support two visiting scholars (at \$7,000 each). Alfred D. Chandler, Jr., International Visiting Scholars will get office space, an email account, phone, computer, ID card, and access to the University's libraries, the HBS Intranet, and the fitness center in Shad Hall. The program requires a two month minimum length of stay. Scholars may stay up to a maximum of six months. It is expected that the Scholars will be in residence at the School for the duration of their appointment and that they will be actively engaged in the intellectual life of the business history group.

Applications for the 2006 fellowships should arrive no later than September 1, 2005. Please send (by post or by email) a cover letter, CV, and a description of the research you would like to undertake to the address below. Two letters of reference should be sent separately.

Geoffrey Jones  
Baker Library 175, Harvard Business School  
Soldiers Field, Boston, MA 02163, United States  
Email: [gjones@hbs.edu](mailto:gjones@hbs.edu)  
Grants will be announced by the end of October 2005.

## The Harvard-Newcomen Postdoctoral Fellowship in Business History for July 1, 2006–June 30, 2007.

The fellowship is open to scholars who, within the last ten years, have received a Ph.D. in history, economics, or a related discipline. The fellowship has two purposes: The first is to enable scholars to engage in research that will benefit from the resources of Harvard Business School and the larger Boston scholarly community. About two-thirds of the fellow's time will be available for research of his or her own choosing. A travel fund, a book fund, and administrative support will be provided.

The second purpose is to provide an opportunity for the fellow to participate in the activities of Harvard Business School. Approximately one-third of the fellow's time will be devoted to school activities, including attendance of the Business History Seminar and other business history courses offered in the first and second years of the MBA curriculum. He or she may have the opportunity to participate in some aspect of the teaching of these courses. The fellow will also be expected to contribute some time to the editorial activities of Business History Review.

Applicants should state the topics, objectives, and design for the specific research to be undertaken. Applications should be sent to the address listed below and should be accompanied by a CV, undergraduate transcripts and graduate-school records, thesis abstract, a writing sample (such as an article or a book chapter), and the names of three persons supporting the application.

The three letters of recommendation are to be sent by the writers directly to the same address by October 1, 2005. It is the responsibility of the applicant to solicit these letters. The fellowship will be awarded and all applicants notified by mid-January 2006. Materials submitted with applications will be returned only if accompanied by postage and a self-addressed return envelope. Completed applications should be postmarked no later than October 1, 2005 and submitted to:

Walter A. Friedman  
Rock Center 104  
Harvard Business School  
Soldiers Field  
Boston, MA 02163  
Email: wfriedman@hbs.edu

For application, see:

<http://www.hbs.edu/businesshistory/fellowships.html>

### **The 2006 Alfred D. Chandler Jr. Traveling Fellowships in Business History and Institutional Economic History.**

These grants will range from \$1,000 to \$3,000 each and are considered taxable income. The total funds awarded in a given year will be approximately \$15,000.

The purpose of the fellowships is to facilitate library and archival research in business history or institutional economic history, broadly defined. The program will encourage research concerned to relate historical reality to underlying economic theories of business development.

Three categories of applicants are eligible for the grants:

1. Harvard University graduate students in history, economics, business administration, or a related discipline, such as sociology, government, or law, whose research requires travel to distant archives or repositories;
2. Graduate students or nontenured faculty in those fields from other universities, in the United States and abroad, whose research requires travel to the Boston-Cambridge area (to study, for example, in the

collections of the Baker, Widener, McKay, Langdell, Kress, or Houghton libraries);

3. Harvard College undergraduates writing senior theses in these fields, whose research requires travel away from Cambridge.

Fellowship recipients will be selected by a committee of three faculty members from Harvard University.

Applications should be post-marked no later than November 1, 2005. Grants will be announced by the end of December 2005, and recipients may use their awards at any time during the calendar year 2006.

Applications should be sent to:

Walter A. Friedman  
Rock Center 104  
Harvard Business School  
Soldiers Field  
Boston, MA 02163  
Email: wfriedman@hbs.edu

For application, see:

<http://www.hbs.edu/businesshistory/fellowships.html>

**Harvard University is an affirmative action, equal opportunity employer.**

## On Line Resources

### On-line distribution of working papers through NEP

Bernardo Bátiz-Lazo and Thomas Krichel

London South Bank University and Bristol Business School, UK; Long  
Island University, USA

#### **What is NEP?**

"NEP: New Economics Papers" (<http://nep.repec.org>) is a pioneering initiative that goes beyond the legacy model of digital library services. NEP is a human-mediated current awareness service (CWS), that is, a service that informs users of new documents within a subject of interest. Most CWS's are run by publishers or producers of specialised abstracting and indexing (A&I) service. If the CWS is run by a publisher, it is usually limited to books, journals and other products of that publisher. If the CWS is run by an A&I service, the CWS is only available to subscribers to that service. Most current awareness services are produced by a computer. Usually, it means that a piece of software is looking for some terms in the document or some other criteria such as the membership of a document in a certain collection. If not produced by computer, the CWS can be quite expensive to produce.

NEP is different to other current awareness services in two fundamental aspects. First, NEP is based on a digital library called RePEc (<http://repec.org>). RePEc is a free A&I database which holds both working paper data (i.e. recent research reports prior to formal publication) and article data (i.e. peer reviewed writings). RePEc thus covers material from many publishers and is available to the public at no charge. But unlike RePEc, NEP only covers only working paper data.

A second differentiating aspect of NEP is being a human-mediated current awareness services, that is, NEP is generated from an interaction of computer applications and human decision making throughout. All people involved in NEP work as volunteers using source data which is also freely available. But the fact that NEP is freely available is an added feature of its service rather than a differentiating characteristic.

NEP has a simple, two stage workflow. In the first stage, a computer program generates a list of new additions to RePEc. A human then examines that list to filter out papers that are new to RePEc but are not new. This list (called nep-all) is circulated electronically to editors who scan it for articles that pertain to a certain subject. With the assistance of a computer application editors distribute electronically their selection in the form of an issue of a subject specific NEP report.

We think that the development of NEP can provide an illustrative example for the kinds of new business models that have emerged as the Internet has been used by creative minds to provide existing services in a new way.

### **Making a Contribution**

The NEP Project, therefore, works as a simple refereed electronic announcement service for each specific subject report. It is truly international in membership, subscription and content. Moreover, it is an outlet that combines research from top academics such as those based at the University of Pennsylvania, University of Cambridge, University Paris I (Panthéon-Sorbonne), 'blue chip' institutions such as the World Bank, International Monetary Fund, Bank of Italy and Bank of England with other of the less known research active centres and individuals. NEP thus acts as a forum for academics, academic institutions and researchers in industry to share ideas and their research with peers elsewhere in the world.

If you have a working paper but would like to make it available for inclusion in NEP reports, you have two alternatives:

- You can encourage your institution to register with RePEc to become a RePEc archive. Step-by-step instructions for creating such an archive can be found at <http://ideas.repec.org/stepbystep.html>.
- You can make the paper available at Bob Parks' Economic Working Paper Archive <http://econwpa.wustl.edu/>. He includes his holdings in a RePEc archive.

As of December 2004, NEP had distributed over 104,662 items listed in RePEc through 7,977 reports. As of March 2005, NEP encompassed 61 reports (an increase of 22% since April 2002) and a membership of

13,649 unique addresses (an increase of 148% since July 2001). Fields of immediate interest to members of the Association of Business Historians include (but are not limited by):

Nep-his      Business, Economic and Financial History

Nep-hpe      History & Philosophy of Economics

**Note**

You can find an article detailing the context in which NEP was created as well as developments to date at:

<http://www.btinternet.com/~bbatiz/NEP/NEPhistory2.pdf>

## Discounts to ABH Members

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

**Accounting, Business and Financial History** (Discount 35%) - The cost with the discount will be £58 or \$98 USD for ABH members. Those wanting to claim this rate and who are based in the UK, Europe or the Rest of the World (excluding USA/Canada, India or Japan), should contact:

Routledge Journals

Taylor & Francis Group Ltd.

Customer Services Department,

Rankine Road, Basingstoke,

Hampshire RG24 8PR, UK

For the relevant addresses for people from USA/Canada, India, and Japan, see current issue of ABFH!

**Business History** (Discount 35%)

For more details go to: <http://www.tandf.co.uk/journals/offer/fbsh.asp>

**Business History Review** (Discount 25%, \$30) - Members wishing to take up this offer should contact [Walter Friedman \(wfriedman@hbs.edu\)](mailto:wfriedman@hbs.edu) at Harvard Business School.

**Financial History Review** is offered to members at the discounted rate of £17. Applicants should contact Alison Fox ([afox@cambridge.org](mailto:afox@cambridge.org)) at Cambridge University Press.

**Enterprise and Society** (Discount 20%). The undiscounted rate for a personal subscription for 2005 is \$62.00 for print and online access.

**Industrial and Corporate Change** (Discount 20%).



# ABH Membership: Join / Renew

Thank you for your interest in joining or renewing your membership in the Association of Business Historians!  
Membership will give you a discount to the Annual ABH conferences and regular copies of the ABH newsletter.

Please enter the following information:

**1. Personal Details**

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**3.1 Cheque/Bank Draft**

Please send the first page of this form together with payment to Dr. Neil Rollings at the address below.

**3.2 Standing Order**

**Please complete form below and send it to:**

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Secretary/Treasurer Association of Business Historians  
Economic and Social History  
4 University Gardens  
Glasgow G12 8QQ  
Scotland  
Email: n.rollings@socsci.gla.ac.uk Fax: 0141-330-6616

To  
Name of Bank \_\_\_\_\_

Address of Bank \_\_\_\_\_

Please pay the Association of Business Historians account at the Royal Bank of Scotland , Glasgow Byres Road (A) Branch, 339 Byres Road, Glasgow G12 8QP (Account no. 00102563, sort code 83-21-37) the sum of £10 on 1 September 2004, and on 1 September each year thereafter, charging the same to my account (a/c number; ..... ) until countermanded. This cancels all previous orders.

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