

BUSINESS HISTORY NEWS

The Newsletter of the Association of Business Historians

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News Items

The newsletter is always on the lookout for interesting items for inclusion. These can be announcements of events, prizes, jobs and funding opportunities, archive resources and so on. We are also on the look out for reports or information which may be interest to other business historians – feedback from events attended, new publications etc. Please send items for inclusion to:

Richard Coopey
ABH Newsletter Editor
Department of History and Welsh History
University of Wales, Aberystwyth
Penglais
Aberystwyth
Ceredigion
SY23 3DY

Email – rcc@aber.ac.uk

CALL FOR PAPERS
Association of Business Historians 2008
'Business History after Chandler'
4-5 July 2008
University of Birmingham
www.busman.qmul.ac.uk/abh

On the 4-5 July 2008 the Association of Business Historians will hold their annual meeting at the University of Birmingham.

The theme is 'Business History after Chandler'. The primary aim of this conference is to provide a forum to reflect on the contribution of Alfred DuPont Chandler Jr. (1918-2007) to the development of business history. We welcome in particular papers that engage explicitly and constructively with the Chandlerian paradigm, including specific country and firm studies.

Submissions of papers and sessions of interest include, but are not limited to:

- Big business and family firms
- Markets versus firms
- Firms and the State
- Professionalisation of Management
- Comparative Corporate Governance
- The theory of business history
- Business history as story
- Entrepreneurs, strategy and structure
- Business and productivity
- Labour relations

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 (one side of A4). 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 organizer Francesca Carnevali (f.carnevali@bham.ac.uk)

The deadline for submissions is 30 December 2007.

Please send these to:

Francesca Carnevali
Department of Modern History
University of Birmingham
Birmingham B15 2TT
0121 414 6635
f.carnevali@bham.ac.uk

Call for Coleman Prize 2008
Association of Business Historians
To be Awarded at the ABH Conference
4-5 July 2008
University of Birmingham
www.busman.qmul.ac.uk/abh

The Association of Business Historians invites submissions for consideration for the 2008 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 2006 and 2007 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 Routledge. 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 the University of Birmingham, 4-5 July 2008.

For consideration of your PhD Dissertation, please send the title and a brief 200 abstract via e-mail to Stephanie Decker by **31st December 2007**. You will then be requested to send electronic copies by **29th February 2008**.

Dr Stephanie Decker
Harvard Business School
Baker Library 169
25 Harvard Way
Boston, MA 02163
E-Mail: sdecker@hbs.edu
Tel: (+1) 617.495.2598

**‘Researching the garment industry: sources and approaches’
Pasold workshop held at the Leeds Humanities Research Institute,
University of Leeds, 12 September 2007**

This one day workshop was organised by Katrina Honeyman and Clare Rose with the financial support of the Pasold Research Fund. Its objective was to bring together researchers based in universities with those in museums and archives to explore the range of sources, including documentary and material/artefact, that inform investigation and understanding of the history of the garment industry. From the outset the interaction was stimulating and constructive and suggested a positive outlook. Lou Taylor’s inspiring keynote address which formally opened the proceedings set the tone for the day. An able practitioner of multidisciplinary enquiry, Lou demonstrated the progress made in a number of key research areas in the last decade and specifically developments since a previous Pasold workshop on the business of fashion in 2001. The upbeat conclusion that relationships between different approaches could only enhance the study of the history of dress, led neatly onto the substantive papers of the day. Most of the papers, in various ways, explored particular sources or archives and then demonstrated the analytical potential of these. These ranged from Peter Jones’ exploration of Poor Law records, Katrina Honeyman’s and Sarah Johnson’s discussions of the qualitative and visual components of business records, to two stunningly illustrated presentations on specific archives: one by Clare Rose on the splendid Stationers’ Hall archive and the other on the magnificent House of Fraser archive introduced by Clare Liston. These are undoubtedly repositories of huge value to historians of dress, and to business historians more widely. A lively ‘early career’ researchers’ session introduced Alison Toplis’s research on rural clothing in the early nineteenth century and Sally Tuckett’s investigation of eighteenth century Scottish clothing culture. Kate Findlater (early career) and Laura Ugolini (not-quite-so early career) revealed the hidden value of autobiography as a source, the former concentrating on examples of working class women’s dress while the latter discussed the case of the middle class male. The spirited discussions which followed individual papers and the break-time networking opportunities were as enlightening as the presentations. Lou Taylor rounded off the memorable day by emphasising research synergies, the wealth of research activity which surrounds the study of the garment industry and the potential for cross disciplinary collaborations. The future may not be orange, but it certainly seems rosy.

Management History Research Group: Annual Workshop 2007 (12-13 July)

The Management History Research Group (MHRG) held its annual workshop in the peaceful surroundings offered by St. Anne's College, Oxford. Ably managed by Judy Slinn of Oxford Brookes University, this event sustained the momentum built up over the last seven years, following similar workshops in Milton Keynes, Nottingham, London (Queen Mary, University of London), and Bristol.

To commemorate the enormous contribution that Edward Brech made to management history, the first session of the 2007 workshop was dedicated to his memory. Presentations by Derek Pugh and Peter Starbuck, as well as note sent from New Zealand by Andrew Thomson, skilfully teased out the way in which Edward used his wide experience as a consultant to bring practitioners and academics together in creating the MHRG. We certainly owe a massive debt to this man, a reflection of which is the way that at future workshops there will be an Annual Brech Lecture, as a means of sustaining our memories of a remarkable person. At the end of this session, John Wilson also stimulated some debate about the future direction of the MHRG, given the personnel changes on its governing body and the existence of diary-congestion for most of the academics who regularly contributed to the workshop. Arising from this debate, further electronic discussions have taken place over the summer, reaffirming our belief that the MHRG workshops should continue to be a feature of the conference calendar.

The second session, entitled 'Before World War 2', included papers from Trevor Boyns (Cardiff) on Lyndall Urwick, Susanna Fellman (Helsinki) on Finnish management, and Kevin Key (Salford) on transport management. This was followed in the afternoon by a session on 'Management in the leisure industries of the twentieth century', with papers from Richard Coopey (LSE and Aberystwyth) on the British popular music industry, Jonathan Groucutt (Oxford Brookes) on the GPO film unit, and Mary Quek (Oxford Brookes) on the international hotel industry. These sessions reflected both the diverse and international nature of MHRG papers and presenters, prompting a varied and lively discussion. The first day was completed by John Wilson, who gave an extended presentation on his contribution to an international research project entitled 'Mapping Corporate Europe'. This was followed by an excellent dinner in St. Anne's, as well as a tour of some of the nocturnal delights offered by Oxford to facilitate the networking that is at the heart of MHRG events.

The second day started with a genuinely international session on 'Strategic management', featuring papers by Kurt Pedersen and Jesper Strandskov (Aarhus) on schools of thought in strategy, Giuliano Maielli and Peter Clark (Queen Mary, London) on national specificities and boundaries of path dependencies, and Eric Cassells (Oxford Brookes) on strategic consulting. After coffee, a session on 'Management and entrepreneurship quality' included papers by John Quail (York) on management performance, and Bernardo Batiz-Lazo (Leicester) on Mexican business elites. The consequent debates were highly stimulating, leading to lively discussions over lunch about future collaborations and publications. The final session of the workshop was about 'Management in the pharmaceutical industry', with presentations from Tony Corley (Reading) on Beecham, Andrew Godley (Reading) on Merck, and

Judy Slinn (Oxford Brookes) on the UK pharmaceutical industry. Once again, the international nature of the papers provided a base for extensive discussions concerning the links between different management systems, providing a theme for the two-day event that we will take on to future workshops.

For those who have never attended any of these workshops, it is important to stress that they combine academic and practitioner work in the broad field of management history, reflecting the desire of the MHRG's founders to link the two perspectives as much as possible. Given that the MHRG has benefited with funds donated by John Bolton and Adrian Cadbury, it is clear that the practitioner perspective is a vital thread in our discussions. Crucially, the annual MHRG workshop offers a rich social experience that provides the basis for extensive debate and future collaborations. Of course, a lot of reliance is placed on the local organizer, and Judy Slinn certainly upheld the tradition of excellent organization combined with pleasant socialisation. As we are looking for a suitable venue for 2008, volunteers should contact John Wilson (jfwilson@uclan.ac.uk) to discuss the details. It is especially important to stress that the MHRG offers £3,000 as a subsidy for each event, making it relatively easy to persuade local management that hosting a workshop will not pose any financial difficulties.

Conference report
ABH/CHORD joint conference on 'Business Links'
University of Wolverhampton
29-30 June 2007.

When the Editor of the ABH newsletter asked me to compile a few impressions of this year's conference at the University of Wolverhampton, I was a little unsure of what to call the piece. I would say that my own work has 'historical dimensions' rather than claiming any expertise as an historian, but I had a great time at the conference and so perhaps 'impressions of an interested party' is not such a bad way of judging the success or otherwise of an event.

The presentation of the Coleman Prize is something of a pivotal event at the conference, and was joined this year by the presentation of the CHORD New Research Prize. My recollections of the conference ripple out from this central event, for the simple reason that I was chairing the Coleman Prize session and presenting the prize. The organisation of the submissions, the reading of theses and discussions with Richard Coopey on shortlists and the eventual winner had been a significant part of the previous eight months. A good crowd remained to hear the Coleman Prize short listed candidates present their work late on the Friday afternoon and they got an excellent session. The four topics were very different, the styles were different and the presentations were all enjoyable. Graeme Acheson argued the case for unlimited liability based on the legal and financial development of banking in Scotland and Ireland. Stephen Sambrook overturned the myth that the British Optical Munitions industry in the late nineteenth and early twentieth century had been a failure. A detailed theoretical analysis of the British businesses in Africa through the period of economic and political nationalism was presented by Stephanie Decker and the life and achievements of Graham Alexander Bell were analysed through the legal battles over telephone patent rights that echoed with similar modern day cases such as that of Microsoft in the States. The prize was awarded to Stephanie Decker

Working backwards from those presentations, the afternoon sessions that I attended do still stick with me. If someone was to monitor the behaviour of participants at academic conferences (and surely someone has) then there is a tendency I think for one to pick out first the sessions related to one's own research – for a mix of motives relating to the gleaning of new ideas, the desire to contribute to the discussion or support colleagues and checking on the author (particularly if they happen to cite your own work) – and second, something completely new to you in the hope of a serendipitous experience. Well, given the small number of accounting related topics (my sole disappointment) I opted for my sector of interest - agriculture and food – and found new ideas in the first session of the afternoon with a paper by Gregory Shealy on 'Reaping Profits from Agricultural Fairs and Congresses' which threw a new light on how agricultural technology had been diffused through the United States and Europe by individuals employed as professional exhibitors, provided with what we

might now call 'kit' versions of the machinery by the manufacturers. The same session had a paper on 'The Evolution of British Wholesaling: 1930 to 2006' by Jim Quinn and the discovery that there was a significant structural change in the industry between 1948 and 1964 that mirrored changes in agricultural management in the same period I had studied, both driven by Government. Serendipity came with the third paper in the session by Andrew Popp on a subject new to me (well, not entirely new as I had attended the plenary in the morning, of which more in a moment), which drew on a fascinating correspondence detailing the difficult life of the commercial traveller pre-1850 in an age before telephones and computers made it much easier to get one step ahead of the competition.

At this point I noticed that food and drink played a significant part in the papers delivered at the conference and not just in the high quality of the catering we were provided with by the staff at the venue. I just was not going to get to all the papers of interest! Indeed, I went for the 'learn something new' approach and attended the session entitled 'Success and Failure' (undiplomatically missing the session by the Newsletter Editor but I was filled in on the topic at the conference dinner). All the papers contained excellent stories (just what you need after afternoon tea at a conference): 'The Rise and Fall of the Daimler Motor Company' (Steve Koerner) speaks for itself, whilst Maggie Walsh presented ongoing analysis of the Ironbridge toy manufacturer who recast their products as collectors items to compete against competition from the Far East. Helen Doe uncovered stories of women in the shipbuilding industry who had owned and managed successful businesses and who could be seen to be true businesswomen through the correspondence and journals that have survived.

I had been at the conference venue for sometime by then, having arrived too early even for the ABH Council (over to Ms Decker for next year on that one). Well, the last time had driven that way from my in-laws in Wolves had been to a match at the Molyneux and it had been rather busier then. I was impressed by the spaciousness of the modern venue at the University's Science Park – a contrast to the history but itself the subject to be of a future paper by someone researching the impact of Science Parks on British business in the late twentieth century. I was even more impressed with the smooth running of the registration and the work put in by Laura Ugolini and her colleagues to run the conference.

So forward from the convivial conference dinner following the presentations to the next day. Not time to go through everything but I was pleased to see Drew Keeling (who had won the BAC Business History Bursary award) following up his Coleman Prize short list presentation of the previous year with more derived from the migration routes used by the Atlantic Shipping Companies of the early twentieth century. Food again drew me to the session on Department Stores and Supermarkets. I had recently attended an IGD Conference in which supermarket diffusion in the Far East had been discussed and so the historical context and information (with excellent pictures) presented by Haiming Hang on that development from 1900 was welcome. The detailed surveys and interviews being carried out by Gareth Shaw and Andrew Alexander in their continuing research into the transition towards supermarket shopping in the UK was interesting and writing this reminds me (to remind ABH members) that they are still looking for older persons to take part in this study. Peter Scott and James Walker (another Coleman Prize presenter from 2006) gave another

excellent pictorial and graphical session on the ‘Sources of Competitive Advantage in the interwar UK department store sector’. In fact, it was the most visual session I attended in the conference.

Come the afternoon, I was chairing the session on ‘Management and Innovation’. At last, some accounting in the title of one of the papers! The authors were very apologetic – the accounting had been dropped in the current version of the paper as it had transpired that the replacement of agency agreements with branches as a means of growth was the more significant factor in strategic management innovation in building societies and their provision of retail services than accounting had been. It was still a really interesting and illuminating piece of research. Paolo Di Martino and Michelangelo Vasta’s paper contained a very detailed and theoretical Schumpeterian account of creativity and bankruptcy in Italy between 1920-1950 that questioned how survival strategies are constructed. Finally, there was a session which deserved a much bigger audience than the afternoon offered – with respect to all other presenters. Everyone had seen Ian Omerod’s collection of cash registers in the reception area for the conference. His multi-media presentation took us through the innovation and development of the mechanical cash register and accounting machines (with the aside that the National Cash Register Company had also invented the flip-chart and the electrical starter motor for the car began life in the mechanism of a cash register). This was a classic story of an inventor without capital and another businessman with the capital to start a revolution in retailing. Try and catch it on another occasion if you can.

Apologies to everyone whose session I missed. It was a memorable conference and thank you once again to the organisers.

Lisa Jack



The Centre for Business History in Scotland, University of Glasgow

Approaching its twentieth year of existence, the Centre for Business History in Scotland (CBH) is a firmly established focal point for business history teaching and research, both in Scotland and internationally. In pursuing its remit to carry out high-quality original research in business history, the CBH has identified four main themes around which to organize its current activities since Ray Stokes took over the Professorship of Business History and Directorship of the CBH in 2005:

- internationalisation of business enterprise;
- business, energy and the environment;
- the role of business in innovation systems and policy; and,
- the evolving relationship between the state-owned, state-influenced and private sectors.

Located in the recently refurbished Lilybank House since autumn 2005, the Centre's core membership in the Department of Economic and Social History currently numbers eight full-time permanent staff members, all engaged primarily or exclusively in research and teaching in business, financial, and banking history. The CBH is also home to a postdoctoral research fellow and several visiting and/or honorary research fellows. Other members and associates are located in the University of Glasgow's Crichton Campus, its Department of Management, and its Department of Accounting and Finance, as well as several outside the University. There are currently seven PhD students engaged in business history research at the CBH, and CBH business historians contribute to MSc in Contemporary Economic History and undergraduate teaching at all levels in the Department of Economic and Social History. They also contribute a research-led stream to the MSc in Management (International Business) offered through the University of Glasgow Business School.

From its inception, the CBH has been actively involved in the identification, collection, safeguarding and, of course, research of business archives. For this reason, it has throughout its existence maintained close relations with the Glasgow University Archives Service, which houses one of the largest business archives in Europe, as well as with the British Archives Council and the British Archives Council of Scotland.

Since 1989, the CBH has enjoyed generous core and infrastructural funding from two private charitable foundations, the Aggregate Foundation and the Ballast Trust. This secure financial basis enables a range of activities and development of resources, with the latter including a specialist library in business history located in Lilybank House. Its holdings include the former library and brochure collection of the British Archives Council, purchased in 2004 with funds from the Aggregate Foundation. Core funding has, however, always been supplemented by external funds, and since 2006 CBH members have been successful in obtaining funding for three major projects:

- "Experience of Exchange Rate Regime among Developing Countries 1968-1978", July 2006-June 2009, PI: Professor Catherine Schenk, funded by ESRC;

- “Constructing the Waste Management Business in the UK and Germany 1945 to the early 1990s”, September 2007-August 2010, PI: Professor Ray Stokes, funded by ESRC;
- “The History of the International Industrial Gases Industry from the late 19th to the early 21st centuries”, September 2007-August 2011, PI: Professor Ray Stokes. This project is funded by the Linde Group and involves a fully funded PhD studentship at the CBH as well as a project-based postdoctoral fellow based in Frankfurt at the German Society for Business History. The project is being carried out in close co-operation with the Department of Economic and Social History at the University of Frankfurt.

Plans are well underway for several other research initiatives involving collaboration between the CBH and other research centres in—but also outside—the University of Glasgow. The Aggregate Foundation has also agreed to fund a PhD studentship starting in autumn 2008.

In addition to these initiatives, the CBH pursues a variety of other activities. It co-sponsors seminars in the Department of Economic and Social History’s seminar series as well as organising events on its own—such as a symposium in June 2006 on business in Europe or a seminar in October 2007 on US business perceptions of German and British industrial systems prior to World War I—or in collaboration with others—such as the January 2007 Holocaust Memorial Lecture at the University of Glasgow by Professor Gerald Feldman. Furthermore, CBH members hold or have held high offices in several major professional associations, including the Association of Business Historians, Business History Conference, Economic History Society, European Business History Association, and the German Society for Business History. A number are involved in advisory boards and/or editing of scholarly journals, including the *Financial History Review* and, from January 2008, the *Journal of Business History* (*Zeitschrift für Unternehmensgeschichte*), while Ray Stokes is co-editor of the Routledge International Studies in Business History book series. Finally, the CBH has hosted several scholarly conferences, including the Association of Business Historians meeting in 2005, and it will host the meeting of the European Business History Association in 2010.

With these and other projects and initiatives, the CBH seeks to build upon its nearly two decades of accomplishments to further develop its role as a leader in, and supporter of, the field of business history as a national and international discipline.

Ray Stokes

15 October 2007

www.gla.ac.uk/centres/businesshistory/

Conference announcement

“Sound in the Era of Mechanical Reproduction,” November 29-30, 2007

“Sound in the Era of Mechanical Reproduction,” is the theme a conference at the Hagley Museum and Library in Wilmington, Delaware on November 29-30, 2007. Papers cover topics such as the creation of hi-fidelity sound; business strategies of international music conglomerates, jukebox companies and local radio stations; and the practices of “sound” communities such as jazz collectors, citizen band radio users, and music enthusiasts distributing bootleg cassettes. To register or obtain more information, contact Carol Lockman, Hagley Museum and Library, PO Box 3630, Wilmington DE 19807, 302-658-2400, ext. 243; 302-655-3188 (fax); clockman@Hagley.org.

National Foreign Trade Council Archive

Hagley is pleased to announce that the records of the National Foreign Trade Council are open for research. The Council is the country's leading trade association concerned with issues affecting all aspects of international trade. The records, measuring 183 linear feet, span the years from 1918 to 1982; the bulk of the material dates from the post-World War II era.

The National Foreign Trade Council was formed at the first National Foreign Trade Convention, in Washington, D.C., in May 1914. In its early years, the Council concentrated on running the annual convention and serving as an intermediary in commercial negotiations between U.S. interests and their trading partners in the Caribbean and Latin America. The Council was incorporated in New York State in 1936 and hired a permanent staff, allowing it to enlarge the scope of its activities.

The Council is composed of representatives of major U.S. corporations engaged in international trade. In addition to its permanent staff, it conducts business through a number of topically and regionally-focused committees. The Council has consistently espoused free-trade principles and works through the annual National Foreign Trade Convention, informal meetings, publications, and testimony before national and international governing bodies.

While the Council's pre-1945 records are largely limited to its own publications and copies of trade treaties, the records now being opened provide an important source for understanding the role of business in most of the important international trade issues of the late twentieth century. Major topics include the construction of the post-war world economic order, the growth of the United Nations and the European Economic Community, the regulation and taxation of international trade and investment, the Law of the Sea Treaty, government response to the growth of multinational corporations, expropriation without compensation, economic boycotts, and the growing shift of U.S. trade from the Atlantic to the Pacific Rim. Additional records, still closed, will eventually carry these stories into the 1990s. More detailed descriptions of the records are available in Hagley's online public catalog.

The records of the National Foreign Trade Council join those of the Conference Board, the National Association of Manufacturers, and the Chamber of Commerce of the United States and significantly augment Hagley's well-established ability to serve researchers interested in issues at the intersection of business and politics.

If you have questions about this collection, please contact our reference archivist Marge McNinch, Manuscripts and Archives Department, at (302) 658-2400, ext. 330 or by email at mmcninch@hagley.org

Business History Conference – report

As we head into the fall I want to update you on activities by the Business History Conference. We continue to take measures to improve our organization through the beginning of a strategic planning process and by modernizing our membership renewal and conference mechanisms. I also can share with you new information on our upcoming annual meetings.

Strategic Planning

The BHC's healthy finances and steadily growing conference attendance generated discussion among the trustees this year about new challenges that the organization could take on. Central to these considerations is the remarkable health of *Enterprise & Society* that soon should start generating revenue for the organization. With the encouragement of the trustees, incoming BHC President Pamela W. Laird convened a special meeting on Sunday after the Cleveland annual meeting to assess possible new projects for the BHC.

Several widely shared objectives emerged from the discussions on Sunday. Above all participants felt we should reinforce our programs to support emerging scholars in business history and seek to raise additional funds so we could do more in the future. More resources to assist attendance at our annual meetings, to institutionalize the dissertation colloquium (now in its fourth year), and to develop new programs were heartily agreed to by all who were there. Several task forces are now at work pursuing these goals.

Participants in the meeting had strong opinions about the annual meeting. Most preferred annual meetings to take place in March or April, rather than June as has been the case for the last few years. Participants also felt there should be more time during annual meetings for interest groups to meet, such as the Women in Business History and Business Historians in Business Schools groups. To make room for more papers and more organizational meetings, participants urged better use of Thursday afternoon or evening.

For more information on the progress of these strategic initiatives please plan on attending the BHC membership meeting during the Sacramento annual meeting.

Membership renewal/Conference registration

Changes are coming for how the BHC manages its membership and conferences. Commencing with the 2008 membership year, Oxford University Press, publisher of *Enterprise & Society*, will manage our membership renewal process. Members should see few changes except for the renewal form reaching you in the fall rather than in January. While communications regarding subscription problems and new addresses may now go directly to Oxford, the BHC office will continue to be a resource in those cases. Our membership directory will remain where it is. We anticipate that Oxford will add an option soon to its membership renewal process whereby members will be able to renew on line, though this service may not be in place for 2008. Expect to see renewal notices in your mailboxes very soon.

Parallel to relying on Oxford for membership renewal, the BHC has partnered with ACTEVA conference services to establish an on line process for conference registration. In doing so we are adopting what is standard practice for most academic organizations, and should be a convenience for our members. A wider range of credit cards will be accepted for payment along with checks. Members will receive notice by email as well as surface mail when we are ready to accept registrations.

Annual meetings – 2007, 2008, 2009

Our 2007 Cleveland annual meeting drew over 250 registrants, as these larger conferences are becoming the rule rather than the exception with the BHC. The Weatherhead School of Management at Case Western Reserve University was a magnificent host and we greatly enjoyed the ambience of its remarkable Frank Gehry-designed building.

The April 10-12, 2008 annual meeting in Sacramento, California is jointly hosted by California State University and the California State Railroad Museum in Sacramento. The conference hotel is the Holiday Inn Capitol Plaza and most sessions will take place there. The conference theme of “Expanding Connections for Business History” has attracted many paper proposals and will produce a meeting of similar size to Cleveland. If you would like to serve as a chair or commentator contact program chair Maggie Levenstein at MaggieL@umich.edu. The program and other conference information should be on our web site by the end of this year.

The 2009 annual meeting will be held June 11-13 at Bocconi University in Milan, Italy. The meeting is cosponsored with the European Business History Association, as in Lowell (2003) and Glasgow (1998). Both associations are dynamic and attracting steadily larger numbers to their conferences so expect quite an occasion. The conference theme is “Fashions: Business Practices in Historical Perspective.” The call for papers will be distributed later this year.

New Trustees

Mark Rose has been elected president-elect for 2007-08. Trustees elected in 2007 were Francesca Carnevali, Peter A. Coclanis, Marina Moskowitz, and Robert E. Weems, and Mary O’Sullivan joined the nominating committee.

Please consider offering nominations for trustee and president-elect by emailing Nominating Committee chair Will Hausman at wjhaus@wm.edu. The Prize Committee would like to hear your nominations for the Lifetime Achievement award and the Harold F. Williamson Prize for mid-career business historians. Email committee chair Richard John at rjohn@uic.edu with your suggestions. And if you any other concerns, at all, about the BHC, don’t hesitate to let me know!

Best wishes,

Roger Horowitz
Secretary-Treasurer

Business History Conference Prizes – 2007

At the Business History Conference annual meeting in Cleveland, May 31-June 2, 2007, officers announced the following recipients of BHC prizes and grants.

Business History Conference Lifetime Achievement Award

The award is bestowed every two or three years to a nominee who has contributed the most to the work of the Business History Conference and to scholarship in business history.

2007 recipient: Louis Galambos, Johns Hopkins University

Hagley Prize

The prize is awarded jointly by the Hagley Museum and Library and the Business History Conference to the best book in business history (broadly defined) written in English and published during the two years prior to the award.

2007 recipient: Christopher D. McKenna, University of Oxford

The World's Newest Profession: Management Consulting in the Twentieth Century

Herman E. Krooss Prize

The prize recognizes the Best Dissertation in Business History written in English and completed in the three calendar years immediately prior to the annual meeting.

2007 recipient: Bethany Moreton, University of Georgia

"The Soul of the Service Economy: Wal-Mart and the Making of Christian Free Enterprise, 1929-1994" (Yale University, 2006)

Newcomen Article Prize

This prize recognizes the author of an article published in *Enterprise & Society* judged to be the best of those that have appeared in volume previous to the year of the BHC annual meeting. It is supported by the Newcomen Society.

2007 recipient: Dario Gaggio, University of Michigan

"Pyramids of Trust: Social Embeddedness and Political Culture in Two Italian Gold Jewelry Districts, *Enterprise & Society* 7:1 (March 2006).

K. Austin Kerr Prize

The prize recognizes the best first paper delivered at the annual meeting of the Business History Conference by a new scholar (doctoral student or those within three years of receiving their Ph.D.).

2007 recipient: Eric S. Hintz, University of Pennsylvania

"Independent Inventors in an Era of Burgeoning R&D"

Roger Horowitz
BHC Secretary-Treasurer
Associate Director
Center for the History of Business, Technology, and Society
Hagley Museum and Library
PO Box 3630
Wilmington DE 19807
rh@udel.edu
302-658-2400, ext. 244
302-655-3188 (fax)

CHORD Workshop and Call for Papers:

BEYOND THE SHOP, 1500-2000: Acquisition and Exchange Outside the Formal Market

2 April 2008

CHORD invites all interested researchers to a workshop devoted to the discussion of selling, acquiring and exchanging commodities and services outside the 'formal' retail market. Proposals are invited for papers exploring any aspect of this topic, and focusing on any geographical area. Areas of interest include (but are not limited to):

- . Gifting and Lending
- . Charity
- . Hawking and Street Selling
- . Theft
- . Barter and Exchange
- . Self-provisioning, Making and Mending
- . The relationship between 'formal' and 'informal' markets
- . Garage Sales, Jumble Sales, Car Boot Sales ...

The workshop will be held at:
the University of Wolverhampton, UK

Please send proposals (including title and c. 200 words abstract) to the address below by 18 January 2008. Fee: £ 9. For further information, please contact Dr Laura Ugolini, HAGRI / HLSS, Room MC233, University of Wolverhampton, Wolverhampton, WV1 1SB, UK. E-mail: L.Ugolini@wlv.ac.uk

Or see: <http://home.wlv.ac.uk/~in6086/exchange.html>

CHORD Workshop and Call for Papers:

CONSUMER AND TRADE BOYCOTTS IN THE TWENTIETH CENTURY

9 January 2008

CHORD invites researchers to a workshop devoted to the discussion of trade and consumer boycotts in the twentieth century. Proposals are invited for papers exploring any aspect of this topic, and focusing on any geographical area.

Themes may include - but are not limited to:

- Factors affecting boycott success
- Boycotts by ecological groups
- Mid-1990s consumer boycott of Shell
- Boycotts by religious and ethnic groups
- American and international consumer and trade boycott of Nazi Germany
- Consumer boycott of Apartheid era South Africa

The workshop will be held at:
the University of Wolverhampton, UK

Please send proposals (including title and c. 200 words abstract) to the address below by 14 December 2007. Fee: £ 12. For further information, please contact Dr Richard Hawkins, HAGRI / HLSS, Room MC233, University of Wolverhampton, Wolverhampton, WV1 1SB, UK.

E-mail: r.a.hawkins@wlv.ac.uk Tel.: 01902 321401

Or see: <http://home.wlv.ac.uk/~in6086/boycotts.html>

CHORD Conference - Call for Papers

Clone Towns?

The High Street in Historical Perspective

10 and 11 September 2008

University of Wolverhampton, UK

CHORD invites submissions for a conference devoted to exploring the changing nature of the high street, from the medieval to the contemporary period, in Britain and elsewhere.

Proposals are invited for papers exploring any aspect of this topic, and focusing on any geographical area. Areas of interest include (but are not limited to):

- Shops and Selling
- Buildings and Architecture
- Window shopping, Strolling and Leisure
- Globalisation and Branding
- High street businesses
- Lighting, Transport and 'Improvement'
- High street fashions
- Crime and Disorder
- The Impact of Out-of-town Shopping

Please send proposals (including title and c.200 words abstract) to the address below by 4 April 2008. For further information, please see:

<http://home.wlv.ac.uk/~in6086/clones.html>

or contact: Dr Laura Ugolini, HAGRI / HLSS, Room MC233, University of Wolverhampton, Wolverhampton, WV1 1SB, UK.

E-mail: L.Ugolini@wlv.ac.uk

**Panel for the World Economic History Congress (2009) entitled
"Automation and mechanisation of financial services"
(<http://www.wehc2009.org/programme.asp?sid=25>)**

This is a pre-conference announcement for those willing to take part in the above mentioned panel.

AIMS AND OBJECTIVES

The aim of this session is to explore the business, economic and social dimensions of technological change in financial service organizations. We hope to bring together economic historians, business historians, accounting historians, gender historians and historians of technology from different parts of the world. The session aims to be cross disciplinary by attracting management scholars from a critical perspective and sociologist researching social aspects of technological change in financial services. We aim to discuss the questions, first, dealing with the diffusion of automation amongst similar financial service organizations (such as banks, savings banks, mortgage specialists, stock exchanges, etc) in a comparative perspective.

Secondly we intend to analyze the interaction of financial service organisations and the manufactures of information and telecommunications technologies in the creation, use and diffusion of new applications (such as ATM and EFPOS but also software to trade new instruments such as derivatives).

Thirdly we ask questions dealing with the impact of automation (including computerization) on the management of the money supply. These discussions will include issues about institutional setting, staff and gender, the process of technological innovation and change reshaping existing management and control systems (with particular attention to the accounting function), division of labour, gender division of labour, etc.

Fourthly, explore the links between technological innovation (particularly computer applications) and the development of internal management and accounting systems. Papers that consider the above questions within the context of technological change, gender studies, accounting history, emerging markets and globalization would be especially welcomed.

Finally, our aim is to go beyond a simple panel presentation and invite accepted submissions to join as multi-authored monograph. This will be offered to a publishing house of international repute. With this aim in mind, contributions will be subjected to a blind refereeing process as part of that leading to the panel presentation at WEHC 2009.

HOW TO CONTRIBUTE?

Attendance to the pre-conference meeting and the World Congress panel is exclusively by invitation. Should you wish to be considered, on a first instance, please email a long abstract (250 to 500 words) which includes reference to source material.

The pre-conference meeting will be hosted by Sciences Po Bordeaux. There is a possibility that accommodation will also be provided by the host. However, attendees will be responsible for their own travel to Bordeaux (2008) as well as travel and conference fees for Utrecht (2009).

ADDRESS ALL CORRESPONDENCE TO:

Bernardo Batiz-Lazo (b.batiz-lazo@le.ac.uk)

KEY DATES:

2008

April 15: Deadline for abstracts

May 15: Deadline first full draft

May 30: Notification of acceptance to pre-conference meeting

June 27-28: Pre-conference meeting (Bordeaux, France)

October 30: Deadline second draft

2009

January 31: Distribution of referees' comments and notification of acceptance to attend WEHC (Utrecht). At this point attendees are expected to register through WEHC's website.

May 15: Deadline third draft

May 31: Deadline registration for WEHC.

August 3-7: World Economic History Congress (Utrecht, The Netherlands).

[to be advised: post congress meeting (Aachen, Germany)]

Call for Papers:

“Commonplace Yet Extraordinary: Design Histories of Everyday Objects”

Friday, May 16, 2008

Sponsored by the Center for the History of Business, Technology, and Society at the Hagley Museum and Library, Wilmington, Delaware

Biographies of everyday objects are a burgeoning area of study in design history, and are well supported by Hagley’s growing collection of designers’ papers including those of Raymond Loewy, Marc Harrison, Thomas Lamb and Richard Hollerith. We invite scholars pursuing innovative research in this area to submit paper proposals for a symposium on Friday May 16, 2008. The symposium’s theme is the histories of design processes that created everyday objects, such as appliances, tools, equipment, and miscellaneous things commonly used in homes, offices, factories, and public spaces. We discourage proposals on motor vehicles, clothing, furniture, or buildings. Papers should be historically grounded and analyze the interactions between designers, producers, and users. Perspectives from history, art history, design history, sociology, material culture studies as well as other disciplines are welcome. Paper proposals are due by December 1, 2007 and should consist of a short cv and an abstract of no more than 500 words. Presenters’ travel expenses will be covered by Hagley. Send proposals to Carol Lockman, clockman@Hagley.org, fax 302-655-3188, or Hagley Museum and Library, PO Box 3630, Wilmington DE 19807

The Business History Conference - Newcomen Dissertation Colloquium

The Business History Conference is continuing to accept applications for its Newcomen Dissertation Colloquium that will be held in conjunction with the 2008 BHC annual meeting. This intensive workshop, sponsored by the BHC through the generous support of the Newcomen Society of the United States, will take place at the conference venue Wednesday afternoon and evening, April 9, and Thursday morning, April 10. 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), 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 December 15, 2007. The review committee will notify all applicants of its decisions by February 1st. A grant from the Newcomen Society of the United States will provide each participant with a \$400US honorarium.

Dr. Roger Horowitz
Associate Director
Center for the History of Business, Technology, and Society
rhorowitz@Hagley.org
302-658-2400, fax 302-655-3188

Call for Papers

Automobility: A Conference on the 100th anniversary of the Model T

November 6-7, 2008

Hagley Museum and Library, Wilmington Delaware

The appearance of Ford's Model T automobile in 1908 ushered in a century during which motorized vehicles spread across the American landscape. Their impact was immense, visible in structures such as roads, bridges, garages and parking lots, in businesses including service stations and fast food restaurants, and in altered residential patterns. In addition to cars, other conveyances – such as buses, trucks, mobile homes, fire engines, and motorcycles -- as well as vehicles produced for construction and military purposes reshaped business and commerce, created new industries, and generated endless technological innovations. For a conference that marks the Model T's 100th anniversary, the Center for the History of Business, Technology, and Society at the Hagley Museum and Library invites papers that reflect broadly on the impact of motor vehicles in America since 1908. As the automobile has been the subject of considerable scholarly work, papers concerning passenger cars should break new ground and address heretofore under-explored questions. Scholarship on other vehicles powered by internal combustion engines is far less developed. We therefore especially encourage papers that consider their business, technological and commercial dimensions. All papers should be empirically based and historically informed.

Proposals should be no more than 500 words and accompanied by a short cv. Deadline for submissions is March 31, 2008. Travel support is available for those presenting papers at the conference. To submit a proposal or to obtain more information, contact Carol Lockman, Hagley Museum and Library, PO Box 3630, Wilmington DE 19807, 302-658-2400, ext. 243; 302-655-3188 (fax); clockman@Hagley.org.

Networks of Design 2008 Conference of the Design History Society

University College Falmouth

September 3rd – 6th 2008

The theme *Networks of Design* responds to recent academic interest in the fields of design, technology and the social sciences in the ‘networks’ of interactions within processes of knowledge formation. The interest in networks emerges from actor-network theory (ANT) and the work of, among others, the social theorist **Bruno Latour** who, along with the international designer and Droog collaborator **Jurgen Bey**, is a keynote speaker at the conference.

Studying networks foregrounds infrastructure, negotiations, processes, strategies of interconnection, and the heterogeneous relationships between people and things. Within the wider context of post-modernism we are, it seems, experiencing a paradigm shift in design history and this conference offers an opportunity to address, explore and assess that shift, providing a platform for international debate and exchange.

Networks can include people, social groups, artefacts, devices, entities and ideas. Papers will be organised around five broad themes:

Networks of People including collectives and individuals

Networks of Texts including images, documents, databases

Networks of Technology including mechanical and virtual technologies

Networks of Things including material and technological artefacts

Networks of ideas including theories, disciplines and concepts (among them design history and ANT)

Proposals for papers are welcome from individuals and/or panels (of not more than three papers). Please visit the web site: www.networksofdesign.co.uk or email Fiona Hackney at fiona.hackney@falmouth.ac.uk or networksofdesign@falmouth.ac.uk.

Deadline Submission: 25 February 2008