International Business History Conference
Glasgow 3-6 July 1997

Session Programme

Thursday 3 July

10 15 – 18 00	**Registration**
19 00 – 20 30	**University Reception, University of Glasgow (see social programme for further details)**

Friday 4 July

(Location of session is noted in brackets under title)

SESSION 1: 08 45 - 10 15

(1a) Competition, co-operation and nationalism in modern textiles: an international perspective
(Ailsa)

Chair and Commentator: Professor David Carlton, Vanderbilt University, USA

Professor Annette C Wright, University of North Carolina at Chapel Hill, NC.US:
The rise of rayon, the restructuring of textiles in the US, Japan and Europe during the interwar years

Professor M Fletcher, University of North Carolina at Chapel Hill, USA:
Co-operation and competition in the rise of Japanese cotton spinning industry, 1890-1930

(1b) 'I'll drink to that': the business of alcohol in the US and the UK

(Iona)

Chair: Mr Michael Moss, University of Glasgow, UK
Commentator: Professor William Rorabaugh, University of Washington, US

Professor Mara L Keire, Johns Hopkins University, US:
The committee of fourteen and saloon reform in New York City 1905-1920

Dr Terry Gourvish, London School of Economics, UK:
UK regulation and drinking habits, 1914-39

Professor K Austin Kerr, Ohio State University, US:
Distillers, brewers and the repeal of prohibition: re-establishing industries 1933-1936

(1c) Foreign direct investment in the 19th and 20th centuries: Britain and the USA

(Douglas)

Chair: Professor Mira Wilkins, Florida International University, US

Dr Andrew Godley, University of Reading, UK:
Early direct investment in Britain: Singer and Siemens, the pioneers

Professor T A B Corley, University of Reading, UK:
Competitive advantage and outward foreign direct investment: the United States and Britain 1913-40

Professor J Dunning, University of Reading, UK:
American investment in British manufacturing industry: forty years on

(1d) Technological change: uncertainty, and transfer

(Bothwell)

Chair: Dr Christine MacLeod, University of Bristol, UK

Sergio de Oliviera Birchal, Federal University of Minas Gerais, Brazil:
The transfer of technology in 19th century latecomer economies

Professor William Mass, University of Massachusetts, Lowell, US and
Qiwen Lu, Harvard University, US:
Technology transfer and indigenous innovation in pre-revolution China: mechanical engineering capabilities and textile machinery enterprises

Douglas Brownlie, University of Stirling, UK:
'Back to the future': a retrospective study of uncertainty in technology forecasting

Kristine Bruland, University of Oslo, Norway:
The Babcock and Wilcox Company: strategic alliance and technology diffusion, 1880-1914

(1e) Business Archives on the Internet
(Douglas Reception)

Chair: Edwin Green, HSBC
Speakers: Ann Westerlin, Texas Instruments
Growing a Website: An Unusual Beginning
Chris French, GEC,
Presenting the GEC Archives on the GEC Website

10 15 - 10 30 **Coffee**

SESSION 2: 10 30 - 12 30

(2a) Financial systems, enterprise and development in 18th and 19th centuries
(Douglas)

Chair: Dr Youssef Cassis, London School of Economics, UK

Professor Michael J Haupert, University of Wisconsin - La Crosse, US:
The maturation of financial systems during the industrial revolution

Jim McAloon, Lincoln University, Canterbury, New Zealand:
British finance, Scottish brokers and colonial development: John Macfarlane Ritchie and the National Mortgage Agency Company of New Zealand

Dr Roger Burt, University of Exeter, UK:
The promotion and finance of American metal companies 1860-1900

Dr Robin Pearson, University of Hull, UK:
British and European insurance enterprise in American markets 1850-1914

(2b) Multinational Enterprise

(Ailsa)

Chair: Professor Mira Wilkins, Florida International University, US

Dr Charles Jones, University of Warwick, UK:
Grouts in Canada

Dong-Woon-Kim, Korean University:
J & P Coats as a multinational before 1914

Dr Timo Myllyntaus, University of Helsinki, Finland:
Electrical imperialism or multinational co-operation? Big business in supplying light and power to St Petersburg before 1917

Timothy C Jacobson, The Winthrop Group Inc Cambridge Mass, US:
Globalization at mid century: the constrained case of Pitney Bowes. Too late?

(2c) Business Strategy in declining industrial regions: a comparison of Osaka and the north-west of England 1900-95

(Iona)

Chair: Dr David Jeremy, Manchester Metropolitan University

Professor T Nakaoka, Osaka University, Japan
Dr D A Farnie, Manchester Metropolitan University, UK
Professor T Abe, Osaka University, Japan
Dr J F Wilson, Leeds University, UK
Professor K Tamai, Osaka City University, Japan
Dr G Tweedale, Manchester Metropolitan University, UK
Professor K Brown, Queen's University Belfast, UK
Dr K Warren, Oxford University, UK

(2d) Strategy and restructuring: 20th century international comparisons

(Douglas Reception)

Chair: Professor Wilfred Feldenkirchen, Erlangen-Nurnberg, Germany

Professor Reba Carruth, George Washington University, US:
Technological change, competitive advantage and corporate response in the 20th century European shipping industry: the case of the Ahlers shipping group

Professor Edward Sloan, Trinity College, Connecticut, US:
Glasgow's response to New York's challenge: the Cunarder Persia confronts America's Collins Line in the race for transatlantic supremacy

Josef Reindl, Ludwig-Maximilans Universitat Munchen, FRS:
The electrical engineering industry in the United Kingdom and Germany between 1945 and the late 1960s

Professor Mary O'Sullivan, Harvard University, US:
Strategy and learning at General Electric

(2e) EAD DTD: The finding aid of the future?
(Bothwell)

Chair: Michael Moss, Glasgow University Archives & Business Records Centre

Speakers: Anne Van Camp, Research Libraries Group
Enhancing Access to Primary Research Resources Globally – Using Electronic Finding Aids
Lesley Richmond & Neil Leitch, Glasgow University Archives & Business Records Centre
Metadata – What Every Historian Wants': Glasgow University Archives & Business Records EAD Project

12 30 - 13 30 Lunch

SESSION 3: 13 30 - 15 30

(3a) Private and public enterprise
(Ailsa)

Chair: Professor Robert Millward, Manchester, UK

Professor Antonio Mendoza, Universidad Complutense de Madrid:
Competition between private and public firms in Spain after 1945

Miriam Wright, Memorial University of Newfoundland, Canada:
Frozen fish companies, the state and fisheries development in Newfoundland 1940-66

Mr Gerald Crompton, Canterbury Business School, UK:
A comparative approach to railway nationalization

Dr Eugene V Logunov, Institute of the History of Material Culture, Ekaterinburg, Russia:
The development of energy resources in Siberia 1960-90

(3b) Dealing with the Records of American Business: The project and the Issues

(Bothwell)

Chair: JoAnne Yates, Massachusettes Institute of Technology
Speakers: James Fogherty, Minnesota Historical Society,
Facing Reality: Redefining the Records of American Business in the International Age
Michael Nash, Hagley Musuem & Library,
Business History and Archival Practice: Shifts in Sources and Paradigms
Respondent: Alison Turton, Royal Bank of Scotland

(3c) How governments shape the market

(Douglas)

Chair: Professor Joseph Pratt, University of Houston, US

Professor Colleen Dunlavy, University of Wisconsin, US:
The power of capital: incorporation policy and competitive strategies in the US, Britain, France and Germany 1830s-1920s

Professor Steven Usselman, Georgia Institute of Technology, US:
Trying to keep the customer stratified: government, business and the paths of innovation in American railroading and computing

Professor Mary Yeager, UCLA, US:
The business of protection: steel-making and state-building in Brazil, Mexico and the US

Professor Christopher Castaneda, California State University, Sacramento, US:
Anti-trust and common carriers: when is deregulation more regulation?

(3d) Comparative perspectives on the postwar aircraft industry: Europe and North America

Sponsored by Scottish Airports Limited

(Iona)

Chair: Professor Philip Lawrence, University of the West of England, UK

Dr David Edgerton, Imperial College, London, UK:
Challenging the USA: the British aircraft industry 1945-65

Dr Jacob Vander Meulen, Dalhouse University, Canada:
Finance R&D strategies in the US aircraft industry, 1945-70

Professor R E Barsness, Lehigh University, USA:
Rebuilding leadership in European air transportation: Lufthansa German airlines, 1954-1994

(3e) Financial institutions
(Douglas Reception)

Chair: Richard Sylla, NYU

Professor Luciano Segreto, University of Florence:
Small world: family and financial ties in Italian capitalism 1933-1993

Professor Carlos Gabriel Guimarács, University of Sáo Paulo, Brazil:
Banking, economy and power in imperial Brazil in the late 19th century

Professor Caroline Fohlin, California Institute of Technology, US:
Banking structure and industrial finance before World War I: evidence from British, German and Italian bank balance sheets

15 30 - 16 00 Coffee

SESSION 4: 16 00 - 1800
4 - 6

Dissertations
(Bothwell)

Chair: **Ann Carlos & Steve Tolliday**
Presentation and discussion of dissertations.

(4e) Business Archives in America
(Douglas)

Chair: Alan Cameron, Bank of Scotland
Speakers: Elizabeth Adkins, Ford Motor Company
'A Century of Service' American Corporate Archives Revisited
Paul Lasewicz, Aetna Inc
Riding Out the Apocalypse: The Obsolescence of North American Archivy in the Face of Modern Corporate Dynamic
Debbie Waller, History Factory
The Outsourcing Revolution: Bringing Archives in Line with a Global Business Phenomenon

19 30 – 21 00 Civic Reception, City Chambers. Glasgow
(see social programme for further details)

Saturday 5 July

SESSION 5: 08 45 - 10 15

(5a) Business Archives in Europe
(Douglas)

Chair: Glen Porter, Hagley Museum & Library
Speakers: Roger Nougaret, Credit Lyonnais,
Business Archives in Western Europe
Elena Alexandrovna Tiurina, State Archive of the Economy, Moscow
Russian State Acquisition Policy for Private Archives and the Business Archives Work of the State Archive of the Economy
Horst Wessel, Mannesmann
Business Archives in Germany: Types and Developments

(5b) Management consulting in Britain, France and the United States
(Bothwell)

Chair: Professor Patrick Fridenson, École des Hautes Études en Sciences Sociales

Dr Mathias Kipping, University of Reading, UK:
An international comparison of client-consultancy interaction in Britain and the United States during the interwar years

Dr Odile Henry, University of Paris IX, France:
The emergence and organization of a French field of professional consulting and expertise

Christopher McKenna, Johns Hopkins University, US:
The attempt by McKinsey and Co to save the <u>New York Herald Tribune</u>, 1957-66

(5c) Selling monopoly, show business and smoke: public relations and the communications industries in modern America
(Ailsa)

Chair & Commentator: Dr Margaret Walsh, University of Nottingham, UK

Professor James L Baughman, University of Wisconsin-Madison, US:
Show business in the living room: management expectations for American television, 1947-1956

Professor Karen S Miller, University of Georgia, US:
Marketing confidence: tobacco industry public relations strategies during the health scare, 1953-4

Professor Roland Marchand, University of California, Davis US:
The corporation as Colossus and neighbour: the fashioning of AT&T as the model of corporate public relations

(5d) Comparative business strategies in early America
(Douglas Reception)

Chair and Commentator: Professor David Hancock, University of Michigan, US

Professor Donna J Rilling, State University of New York at Stony Brook, US:
Creative construction: entrepreneur strategies of Philadelphia builders

Professor Rosalind J Beiler, University of Central Florida, US:
Peterstal and Wistarburg: The Transfer and Adaptation of Business Strategies in Eighteenth-Century American Glassmaking

(5e) Working participation in business
(Iona)

Chair and Commentator: Professor Phil Scranton, Rutgers University, US

Professor Alfred A Bolton, Averett College, VA, US:
Relay asssembly participants remember: the Hawthorne Studies 1924-1935

Professor David I Stebenne, Ohio State University, US:
IBM's 'New Deal': industrial relations policies of the International Business Machines (IBM)Corporation, 1933-56

Professor William M Tsutsui, University of Kansas:
Scientific Management in Prewar Japan

10 15 - 10 30 **Coffee**

SESSION 6: 10 30 - 12 30

(6a) Corporate culture, inside and out
(Douglas)

Chair: Professor Glenn Porter, Hagley Museum and ibrary, US
Commentator: Professor Philip Scranton, Hagley Museum and Library, US

Jocelyn A Wills, Texas A & M University, US:
The cultural divide: railroad development in the United States and Canada

Christine Diehl-Taylor, University of Minnesota, US:
Managerial conflict and resistance: the distinctive corporate cultures of Sun Oil and Dupont

Professor Harold Livesay, Texas A & M University, US:
Cultural conflict and corporate failure: the Penn Central

(6b) Telecommunications and the State in the United States, Great Britain, France, and Japan
(Ailsa)

Chair: Professor William H Becker, George Washington University, US

Daqing Yang, George Washington University, US:
Telecommunications and the state in pre-war Japan

Professor C R Perry, University of South Sewanee US:
The rise and fall of government telegraphy in Great Britain

Professor Richard R John, University of Illinois, US:
The rationale for government telegraphy in the US

Patrice Flichy, PRISME:
Technical Utopia and the Birth of Computer Network

(6c) Sources of productivity advance: general purpose technologies and the market for patents

(Bothwell)

Chair: Professor Lou Galambos, Johns Hopkins University,US
Commentator: Professor Margaret Levenstein, University of Michigan, US

Dr Christine MacLeod, University of Bristol, UK:
'Poor is our anxious lot, and poorer still our pay': the workshop inventor in Victorian Britain

Professor Naomi Lamoreaux, Brown University Providence RI, US and Kenneth Sokoloff, Department of Economics, UCLA, US:
Intermediaries in the market for technology in the late nineteenth century United States

Professor Manual Trajtenberg, Tel Aviv University and Professor Nathan Rosenberg, Stanford University, US:
The Carliss steam engine as a general purpose technology

Professor Daniel Raff, Wharton School, University of Pennsylvania, US:
What actually happened at Highland Park? Microeconomic history and the coming of mass production

(6d) Land transportation

(Gallery)

Chair: Professor Keith L Bryant, Jr, The University of Akron, USA

Commentator: Professor A J Veenendaal Jnr, Institute of Netherlands History, The Hague, The Netherlands

Dr Marion K Pinsdorf, Fordham University, US:
History of the Tay railroad bridge: engineering dreams into disaster

Professor Arturo Grunstein, University of Mexico:
Competition and government regulation in the Mexican railroad industry 1890-1910

Dr Margaret Walsh, University of Nottingham, UK:
Missing connections: the long distance bus industry in the United States since World War II

(6e) De-accessioning: A solution to long term storage?
(Douglas Reception)

Chair: Geoffrey Tweedale, Manchester Metropolitan University, UK
Speakers: Nigel Hardman, Alliance & Leicester
De-accessioning: a practical viewpoint for a business archivist
Jorgen Fink, Ehervsarkivet,
The Uncollection of Records: De-accessioning as Part of the Accession Strategy
Hugh Murphy, National Maritime Museum
De-Accessioning and Shipbuilding Records – the Researchers View

12 30 - 13 30 Lunch

SESSION 7: 13 30 - 15 00

(7a) Design in the modern business enterprise
(Douglas Reception)

Chair: Professor Christopher Bailey, University of Northumbria at Newcastle on Tyne, UK

Commentator: Professor Patrick Fridenson, Ecole Des Haute Etudes, France

Sally Clarke, University of Texas at Austin, US:
Managing design: General Motors's Art and Color Section, 1926-1941

John Hewitt, Manchester Metropolitan University, UK
Tailored to Fit: The Contrasting Images of Modernity and Tradition in the Corporate Identities of Simpson's and Austin Reed's in England in the 1930s

Glenn Porter, Hagley Museum and Library, US:
The Design of Packaging in 20th Century America

(7b) Government policy and the shaping of British high technology industries after World War II

(Bothwell)

Chair: Professor Steve Tolliday, University of Leeds, UK

Commentator: Professor Jonathan Coopersmith, Texas A&M University, USA

Dr Maurice Kirby, Lancaster University, UK:
British culture and the development of high technology sectors

Dr Richard Coopey, University of Wales Aberystwyth, UK:
The role of the military sector in shaping the British computer industry

Dr Jacqueline McGlade, Monmouth University, NJ. US:
US Cold War aid and the British aerospace industry

(7c) Multinationals: archives sans frontiers

(Douglas)

Chair: Derek Oddy, University of Westminster, UK
Speakers: Susan Box, American International Group Inc (formerly Phillips Petroleum),
A study in contrasts: corporate culture and its influence on developing archives programs in two multinationals
Edwin Green, Midland Bank, UK,
Multinational, multiarchival: the business records of the HSBC Group
Geoff Jones, University of Reading, UK
The User's View

(7d) The development of management accounting in America and Britain to c 1940

(Ailsa)

Chair: Professor Richard Macve, London School of Economics, UK

Professor Thomas Tyson, St John Fisher College, NY:
From decision making to control: US developments in management accounting history 1800-1940

Dr Trevor Boyns and Professor Dick Edwards, Cardiff Business School, UK:
The development of management accounting in Britain up to World War II

John M Quail, University of Leeds, UK:
More peculiarities of the British: different uses for budgetary control in the US and the UK to 1939

(7e) International business in the American century
(Gallery)

Chair: Randall Woods, University of Arkansas , US

Commentator: Kathleen Burk, London School of Economics, UK

Professor Alfred E Eckes, Jr, Ohio University, US:
American Commerce in the Smoot-Hawley Era

Professor Alan Dobson, University of Wales, Swansea, UK:
Anglo-American Civil Aviation

Professor Thomas W Zeiler, University of Colorado, US:
US - Commonwealth trade in the early Cold War

15 00 - 15 30 **Coffee**

SESSION 8: 15 30 - 17 00

(8a) Clusters and networks: comparative advantage of international financial centres, 1660-1960
(Douglas)

Chair: Duncan M Ross, University of Glasgow, UK

Dr Joost P B Jonker, University of Utrecht, The Netherlands
Merchants, bankers, middlemen: Amsterdam merchant bankers at the end of the 18th century

Professor Stephen F Quinn, Texas Christian University, US:
Innovations in network structure: the rise of London as a financial centre 1660-1700

Dr Catherine R Schenk, University of Glasgow, UK:
The origins of the Eurodollar market

(8b) Explorations in British retailing history

(Bothwell)

Chair: Dr J Obelkevich, University of Warwick, UK

Dr Dilwyn Porter, Worcester College of Higher Education, UK:
'Universal Providers': general mail order houses in Britain since c 1890

Dr Carlo Morelli, University of Warwick, UK:
Britain's most dynamic sector? Competitive advantage in multiple food retailing

Dr Helen Mercer, London School of Economics, UK:
A 1964 snapshot of strategy and structure in British retailing

(8c) Records of small business: appraisal policies

(Bothwell Reception)

Chair: Henrik Fode, Ehervsarkivet

Speakers: Mark Greene, Minnesota Historical Society
From Village Smithy to Superior Vacuum Technology: Modern Small Business Records and the Collecting Repository
Michael Moss, Glasgow University Archives & Business Records Centre
Small business – the New World, Laissez Faire and European Bureaucracies

(8d) The leisure business

(Ailsa)

Chair: Dr Marguerite Dupree, University of Glasgow

Dr Marguerite Dupree, Dr Alastair Durie and Dr James Bradley, University of Glasgow, UK:
Taking the waters in 19th and 20th century Scotland

Professor James P Kraft, University of Hawai'i at Manoa:
American entertainment in the 1990s

(8e) Entrepreneurs, exports, and economic growth in the long 18th century

(Iona)

Chair: Professor John McCusker, US

Dr Kenneth Morgan, Brunel University, UK:
Business networks in the British export trade to North America, 1750-1800

Dr Nuala Zahedieh, Edinburgh University, UK:
Credit, risk and reputation in 17th century colonial commerce

Dr John Smail, University of North Carolina, US:
Entrepreneurs in the European export trade: explaining economic growth in the 18th century economy

19 00 for 19 30 **Conference Dinner, Forte Posthouse Hotel, Glasgow (see social programme for further details)**

Sunday 6 July

SESSION 9: 08 30 - 10 00

(9a) Women in Business

(Douglas Reception)

Chair: Professor Patricia Hudson, University of Liverpool, UK

Reva Berman Brown, Nene College, Northampton, UK: and Sean McCartney, University of Essex, UK:
The business activities of Jewish women in medieval England

Susan Ingalls Lewis, Binghamton University, State University of New York, US:
Businesswomen and the 'Land of Opportunity': a comparative analysis of native-born Americans, immigrants, and their Western European counterparts in the mid nineteenth century

Professor Kolleen M Guy, University of Texas, San Antonio, US:
Drowning her sorrows: widowhood and entrepreneurship in the Champagne wine industry during the nineteenth century

(9b) Management and labour
(Ailsa)

Chair: Professor Alan McKinlay, University of Stirling, UK

Professor Michael Huberman, University of Montreal, Canada:
An economic and business history of worksharing: the Bell Canada and Volkswagen experiences

Professor David Merrett and Dr Andrew Seltzer, University of Melbourne, Australia:
Managing bank workers: evidence from the Union bank of Australia

Professor Robert Forrant, University of Massachusetts, US:
'Quality and selling price go hand-in-hand, like ham and eggs, toast and butter': American Bosch Company, Union Local 206, and the blunting of shop floor participation, 1950-1970

(9c) Creating capabilities in professional networks: a comparative perspective
(Bothwell)

Chair: Professor Richard N Langlois, University of Connecticut, US:

Commentators: Professor Mark Casson, University of Reading, UK and

Professor Deborah A Savage, Yale University, US:
Smart operators: a business history of surgeons

Professor Frank H Stephen and Dr James H Love, University of Strathclyde, UK:
Deregulation and professional boundaries: evidence from the English legal profession

Professor Paul L Robertson, University of New South Wales, Australia:
The engineering profession

(9d) State regulation of business enterprise in the US and UK in the 20th century: the role of law, finance, industry structure and politics

(Douglas)

Chair: Professor William Becker, George Washington, US
Commentator: Colleen Dunlavy, University of Wisconsin-Madison, US:

Dr Michael French and Dr Jim Phillips, University of Glasgow, UK:
business and regulation in Britain and the USA: the state and the food industries, 1890-1938

Professor Bill Childs, Ohio State University, US:
Industry Structure, regulation and dual management: the Texas natural gas utility

10 00 - 10 15 Coffee

SESSION 10: 10 15 - 11 45

(10a) Networks, interfirm relations: law regulation and the state

(Douglas Reception)

Chair: Professor Tony Freyer, Alabama, US

Dr Peter Caldwell, New Hampshire, US:
Amalgamation or trust: Anglo-Scottish-American comparative legal institutions and how they shaped the nation's whisky industries, 1880-1900

Robin Mackie, Open University, UK:
'To benefit and promote the industry': inter-firm co-operation in the UK linoleum industry 1896-1961

Professor Mark Casson, Reading University, UK:
Entrepreneurial Networks in International Business

(10b) Applying new social science perspectives to business history

(Douglas)

Chair: Lou Cain, Loyola University of Chicago and Northwestern University, US

Commentator: John Wilson, University of Leeds, UK

Professor Philip Scranton, Rutgers-Camden and Hagley Museum and Library, US:
Multiple industrialization: urban manufacturing development in the American midwest, 1880-1925

Professor JoAnne Yates, MIT, US:
The Structuring of early computer use in life insurance

Professor W Bernard Carlson, University of Virginia, US:
Understanding the mind of the entrepreneur: an application of cognitive-science concepts to the telecommunications industry of the 1870s

(10c) Corporate culture, corporate memory

(Bothwell)

Chair: Professor H A Livesay, Texas A&M University, US

Margaret Graham and George David Smith, Winthrop Group Inc US:
Reshaping corporate memory: new issues for historians, archivists and managers

Dr John Griffiths, Manchester Metropolitan University, UK:
Diffusing corporate cultures: the case of the General Post Office 1920-1990

10d) European business in the 19th century

(Ailsa)

Chair: Professor Fred Carstensen, Connecticut, US

Professor George S Vascik, Miami University, US:
Reconceptualising periodization in German economic history: the case of Friedrich Meyer und Sohn, Tangermünde

Dr Peter Solar, Vesalius College, Vrije Universiteit, Brussels, Belgium:
The birth and death of European flax and jute spinning firms c 1830-1910

Professor Paloma Fernandez Perez, Universitat de Barcelona, Spain:
Challenging the loss of an empire: the Gonzalez Byass of Jerez in the 19th century

(10e) Marketing and distribution before World War II
(Iona)

Chair: Professor A J Veenendaal Jnr, Institute of Netherlands History, The Hague, The Netherlands

Professor Douglas McCalla:
The general store in Canada in the 19th century

Professor Donald F Dixon, Open University of the Netherlands:
interwar changes in gasoline distribution

SESSION 11: 11 45 - 13 15

(11a) Long term changes in the business of farming
(Ailsa)

Chair: Professor Sally Clarke, University of Texas, US

Professor Lee A Craig, North Carolina State University, US and Professor Thomas Weiss, University of Kansas, US:
The rise of the marketable surplus

Professor Jeremy Atack,Vanderbilt University, US and Professor Fred Bateman, University of Georgia, US
Marketable surpluses and Northern Agricultural Development: Preliminary Results from a Panel Study

(11b) Further dimensions of the Chandlerian perspective
(Bothwell)

Chair: Professor Tom McCraw, Harvard Business School US

Professor Michael S Smith, University of South Carolina, US:
Putting France in the Chandlerian framework: France's 100 largest industrial firms in 1913

Professor Kris Inwood, University of Guelph, Canada:
The size and organization of business

Professor Gerald D Feldman, University of California, US:
Thunder from Arosa: Karl Kimmich and the reconstruction of the Stollwerck Company

Dr Simon Ville, Australian National University & Professor David Merrett, University of Melbourne, Australia:
Big business in Australia, 1910-65

(11c) Productivity, policy and performance: same Euro-American comparisons and their implications

(Douglas Reception)

Chair: Professor N F R Crafts, London School of Economics, UK

Professor Steve Broadberry, University of Warwick, UK:
A sectoral analysis of Anglo-American productivity differences, 1870-1990: implications for business history

Dr J Foreman Peck, University of Oxford, UK:
European policy and performance since 1945

(11d) Capital, profits and dividends: measurement and policies 1860-1940

(Iona)

Chair: Dr C W Munn, Institute of Bankers in Scotland, UK

Dr T J Baldwin, School of Management, University of East Anglia, (Norwich) UK:
Capital expenditure, depreciation and profitability in coal and iron company accounts 1860-1914

Professor R H Berry, Business School, University of Nottingham, UK:
Dividend policies in British coal and iron companies, 1860-1914

Professor Arnold, University of Essex, UK:
In the service of the state: profitability in the British armaments industry 1914-24

(11'e) **Dynamics of capitalism: institutions, corporate structures and cultural influences**
(Douglas)

Chair: Professor M Blackford, Ohio, US

Professor Charles Delheim, Arizona State University, US:
'Which is the merchant and which the Jew'? notes on culture and business

Professor Ernie Englander, George Washington University, US and Professor Allen Kauffman, University of New Hampshire, US:
Shareholders versus stakeholders: Fin de Siecle policy battles on managerial social responsibility, 1980-1996

Professor Howard M Wachtel, American University, Washington, US
Market Corners, Insider Trading, and the Origins of Wall Street

Conference Ends