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NEWSPAPERS AS A SOURCE FOR STUDYING THE MUSIC BUSINESS IN ENGLAND, 1660-1750¹

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Traditionally, musicologists have tended to view the history of music in terms of composers and their compositions, and, to a greater or lesser extent, have confined themselves to consideration of the so-called ‘great’ musicians and their works. This concentration on a composer/composition view of the history of music, together with the early German domination of musicology that saw England as being somewhat peripheral to the main historic thread, traced from Italy in the time of Monteverdi to the Germany of Johan Sebastian Bach, may have encouraged the formation of the concept of England in the two centuries between Purcell and Elgar as being a ‘land without music’.²

Happily, this idea is now less all-pervasive than it once was. Indeed, the opposite view has gained substantial ground and it has become evident that in the late seventeenth and eighteenth centuries England had a lively and complex musical life and that music was beginning to be considered as a business: regular public and commercial concerts developed in London at this time, earlier than elsewhere in Europe it would seem, and there was a flourishing music publishing industry from the 1690s onwards. Musicians flocked to London to take part in this stimulating musical life.³ This recognition of London as a thriving musical centre has arisen from the study of music as a sociological phenomenon, investigating both music’s rôle in society and, conversely, the influence of society on musical life.⁴

What follows is an examination of some of the factors that aided the emergence and development of music as a business in London in the late seventeenth and early eighteenth century. Focusing on one of these factors, the burgeoning publishing industry and the associated increase in the number of newspapers that were published, this article discusses the rich source of information concerning the music business in London that is provided by the growing number of advertisements for musical performances contained within the newspapers.

The London context

London in the late seventeenth and early eighteenth century was a large and powerful city; the home of both the nation’s parliament and its sovereign, it was also an important centre for finance, trade and manufacturing.⁵ Already the largest city in Europe by 1700, London continued to grow throughout the eighteenth century and by 1800 was the third largest city in the world, being exceeded in population size only by Edo (Tokyo) and Peking (Beijing).⁶ This large and growing population provided a ready consumer market for the multifarious industries to be found within its environs. Not least among these was the rapidly increasing commercial entertainment industry, providing amusement both for the locally-resident middle classes and for the members of polite society who flocked to the social centre that was London during the ‘season’. Among the various elements that

made up the entertainment industry, music was for the first time becoming a commercial venture, moving away from its earlier dependence on church, court and home. It was in this context that the public concert emerged. Concert-like events had been in existence for some little time, as part of the entertainment provided at a theatre, an open-air performance by the town waits (musicians), or a private concert at court or in the house of a nobleman. The novel feature of public concerts as they developed in London in the late seventeenth century was that they were commercial enterprises: entrepreneurs advertised their concerts in newspapers and elsewhere, engaged professional musicians, charged admission and hoped to make a profit.

Many phenomena came together to aid the birth and development of the music business. Plumb has drawn attention to the increasing affluence in British society that aided the commercialisation of leisure in the eighteenth century: 'This can be discerned in the 1690s, and by 1750 and 1760 leisure was becoming an industry with great potentiality for growth.'⁷ This, he avers, was one of the 'social signs of affluence'. Another, that of a boom in the publishing industry, also aided and abetted the rise of commercialised leisure. The lapsing of the Licensing (Printing) Act in 1695 ended the control of the Stationers' Company over the number of printers. There was an immediate and rapid increase in the number of printers leading to the foundation of new newspapers in London and elsewhere and a boom in publishing generally. The single official newspaper that had been allowed previously under the Act, the bi-weekly *London Gazette*,⁸ was joined in 1695 by three new London newspapers: the *Flying Post*, *Post Boy*, and *Post Man*. These were published three times a week, on Tuesdays, Thursdays and Saturdays, to tie in with departures of the Penny Post from London. The first successful daily paper, the *Daily Courant*, began publication in London in March 1702.⁹ As the possibilities for publishing were exploited, the industry reached out and responded to an ever widening market: in addition to the growth of newspapers, there was also an increase in the number of magazines that were published. The publication of books in parts brought them within reach of a poorer section of the market; new interests, such as cookery, gardening and music were quickly recognised and catered for. A beneficent circle evolved: as more was published levels of literacy increased, and this in turn led to a growth in the demand for publications.

The great growth in the printing industry, shown in the huge increase in the number of newspapers, provided an opportunity for public commercial concerts to be advertised, and the ever-expanding number of publications both of music and of musical instruction manuals reflected and fed the mounting interest in music. Economic and political conditions meant that musicians could no longer rely on a position at court or in a great household as a way of earning a living; more and more they had to rely on money earned by performing in public or by teaching.¹⁰ Not surprisingly the latter fed the former: who would not want to learn from 'the best masters' whom they had heard at the latest concert?

Despite the significance of the public concert in the growth of the London music business of the late seventeenth and early eighteenth centuries a detailed study of its early development is still lacking. McVeigh's study starts from a point when the public concert was already fairly well established in the fashionable calendar of high society.¹¹ However the development from amateur music-making to professional concerts, from music in taverns and private music meetings, through the earliest public concerts, to the

subscription series of the 1740s and 1750s, from English initiative and control to foreign domination, from informality to formality, and from domestic or corporate musical recreation to music as a lucrative leisure commodity, has only been sketched in outline in short articles or general histories of the period.¹² The valuable evidence gathered together by Tilmouth from newspaper advertisements for the period up to 1720 provides the bare bones.¹³ However more is needed to enable the full story to be told. In particular, not only is a more comprehensive coverage of the newspaper material required, but also a detailed analysis of the information contained therein.

In building up a picture of the music business in London in the period 1660 to 1750, historians can draw on evidence to be found in contemporary documents of many different types: diaries, plays, novels, poems, playbills, letters, chancery documents, periodicals and newspapers. Each individual source may supply only one or two facts, but gradually a fuller picture can be established, so that trends and patterns can be identified. Single-authored sources such as diaries, journals, letters, histories of music, contemporary plays, and the prefaces to published music provide only few details of real-life concerts, and while they may reflect contemporary attitudes to concerts and concert-giving, there is always a danger in assuming that the views expressed by the author were typically held.¹⁴ Other sources, such as posted bills, handbills and printed programmes, accounts and other archival material, unfortunately survive in only small numbers. The few bills and handbills that survive from theatrical performances show that these tended to contain the same kind of information as that to be found in newspaper advertisements; indeed early newspaper advertisements were probably based on the format of playbills.¹⁵ It is more than likely that, as with theatrical performances, newspaper advertisements for musical events were also based on the format of bills and handbills. It also seems that bills and handbills may at times have contained more detail than newspaper advertisements, as is indicated by the following concert advertisement from September 1709:

At Mr. Goff's new Playhouse in Hampstead. On Monday next, will be a Consort of Musick, Consisting of several Celebrated Songs, and Comic Dialogues compos'd by the late Mr. Henry Purcel, and other great English Masters for 1,2 and 3 Voices; the whole, as it will be perform'd, and by whom is in our great Bills to which we refer. This Consort will be perform'd with much better Decorum than before.¹⁶

Among the printed sources it is newspapers, and more particularly advertisements in newspapers, that hold pride of place for number that survive and the wealth of detail they cumulatively provide on musical performances and the music business.

Utilizing the newspaper records

It was as part of her research into concert life in London that Rosamond McGuinness of Royal Holloway, University of London, began to read through the newspapers of the British Library's Burney Collection looking for references to music.¹⁷ The quality and quantity of the material that she found persuaded her of the need for a systematic investigation of the references to music in London newspapers. Previous projects using newspapers as a source for the history of music and the theatre had extracted subsets of the relevant data and produced from it themed lists or calendars.¹⁸ McGuinness decided

that she would record each reference to music in its entirety, creating what was in effect a second level archive by extracting the relevant material from the huge collection of London newspapers preserved in the British Library and the Bodleian Library. In spring 1977 she began to work chronologically through the late seventeenth- and eighteenth-century newspapers locating all references to music and transcribing each in full, together with sufficient information to indicate its location, on an ever-increasing pile of paper forms.

By the beginning of 1983 it had become obvious from the quality and diversity of information retrieved that the computer would be the most appropriate tool with which to organize the material and make it accessible to scholars. It was decided that a computer database, to be known as 'The Register of Music in London Newspapers 1660–1800',¹⁹ should be developed and a project team was put together, including specialists in music, the history of the newspaper, and computing.²⁰ It was decided that the Register should be restricted to items published in London newspapers between 1660 and 1800, and that provincial newspapers, newspapers outside the selected time span, and periodical should be omitted.

A study of contemporary newspapers is indispensable in the process of constructing a picture of the music business in London in the period 1660 to 1750; from no other source can scholars fully appreciate the extent of the public's enthusiasm for public commercial concerts nor gain such a wealth of detail about performances, performers and other details related to the music business.²¹ It is thus fortunate that London newspapers have survived in relatively large numbers. Two collections are of particular note: the Burney Collection at the British Library and the Nichols Collection at the Bodleian Library in Oxford.

The London newspapers themselves have a long and interesting history beginning with the annalist and book collector Narcissus Luttrell (1657–1732), who held and annotated many of the papers.²² Despite his wish that his library should be given in its entirety to some 'public' institution such as Gray's Inn, it passed to his son Francis and on the latter's death in 1749 to the family of his sister Dorothy Wynne. Luttrell's collection was gradually dispersed by the Wynne family and many of the newspapers ended up in the collections of the book collector Charles Burney (1757–1817),²³ and John Nichols (1745–1826), printer, publisher and author.²⁴ In 1818 the British Museum purchased Burney's remarkable library for the sum of £13,500. In addition to 13,500 printed and manuscript editions of classical Greek and Latin authors and 349 volumes of cuttings, playbills, and other material illustrating the history of the English theatre, the collection contained 700 volumes of seventeenth-, eighteenth-, and nineteenth-century newspapers, dating from 1603 to 1817. They included many unique runs, especially of London titles. It is in eighteenth-century London newspapers, however, that the collection is particularly rich: all the major titles are included, such as the *Daily Courant* from 1702 to 1735, the first daily newspaper published in London, and the *London Gazette* from 1665. Periodicals are also included, such as Addison and Steele's *Tatler* (1709–1711) and their *Spectator* (1711–1712).²⁵ The British Museum was also offered John Nichols' collection but declined to purchase it. Many years later, in 1865, the collection was bought from Nichols' son for the Bodleian Library for the sum of £200. The Nichols collection comprised 96 thick volumes, in more or less complete sets, consisting of London newspapers from 1692 to 1737.²⁶

Bearing in mind the fragility and importance of these two large collections of newspapers as a source of information on all aspects of London, British and wider life and customs, it is fortunate that they are available in the microfilm collection *Early English Newspapers*, which brought these two collections and their subsequent additions together, with one filling in the gaps of the other.²⁷

Content of the newspapers

Each issue of a newspaper usually contained two pages, four-page issues being less frequent. Information on concerts may be found in any part of a newspaper. As is to be expected, it is only rarely that the foreign news section (normally to be found on page one) contributes any information on London concerts. The home news (on pages one and two), however, provide a more regular source for information on concerts, albeit mostly for those of a private nature. Frequent mention is made of concert performances at Court: an ode to celebrate New Year's Day, or for a royal birthday; there are private concerts given by members of the aristocracy or foreign ambassadors resident in London; or a concert at the 'opening' of a church's new organ.²⁸ As the period progresses, 'puffs' begin to appear in the home news section. They are neither news proper nor advertisement, and their combination of gossip and information reflects the importance placed by newspapers owners on advertisements for stage and concert.²⁹ A puff might contain a report of the arrival of a particularly famous instrumentalist or singer from foreign parts, or a discussion of a planned new musical enterprise, such as the following from November 1717:

We are informed that a Weekly Consort of Musick will be speedily set on Foot, far exceeding any before performed in this Kingdom; yet at less than half the usual Rates; notwithstanding which 200 Children will be cloathed, at above twice the Expence of those usually in the Charity Schools, be taught School Learning and the Mathematicks, and after to be put out to Apprenticeships out of the Profits of it. No Part of the Money for Tickets is ever to be paid to, or pass thro' the Undertakers Hands, but be all dispos'd of by Directors chosen by the Subscribers: The Author also (being a Gentleman of an Estate) will be at all the Expence of establishing it out of his own Pocket. Such a generous as well as delightful an Undertaking cannot possibly miss of Success.³⁰

However, it is the final section of newspapers, containing the advertisements, that are the most prolific sources of information concerning public concerts in London.³¹ Advertisements had been placed together in a separate section of the newspaper since 1660,³² and although their number was small to start with, this section grew steadily until by the mid-eighteenth century advertisements regularly occupied up to three quarters of the space in some daily newspapers.³³ Theatres, with their frequent changes of repertoire, were slow to take advantage of the opportunities offered by the use of newspaper advertising, not inserting regular notices before the appearance of the first daily paper, *The Daily Courant*, in 1702.³⁴ Public concerts, however, were advertised in the newspapers from a much earlier date. It was in 1672 that what seems to have been the first advertisement for a public concert appeared in a London newspaper; this was for a series of concerts to be given by John Bannister at his house, the 'Musick-School'

opposite the George Tavern in Whitefriars from Monday 30th December.

These are to give notice, that at Mr. John Banisters House, now called the Musick-School over against the George Tavern in White Fryers, this present Monday, will be Musick performed by excellent Masters, beginning at precisely at 4 of the clock in the afternoon, and every afternoon for the future precisely at the same hour.³⁵

The amount of detail that might be included in an advertisement was very variable, thus making comparison of particular features, such as repertoire, ticket prices or the time at which concerts started, more difficult. The tendency is for the amount of detail to increase as the period progresses, but brief advertisements with only scant detail may be found at any date. The earliest concert advertisements tend to be uniformly short, but, as can be seen in the example given above, information on date, time and venue is generally provided even in the briefest notice.

As the period progresses more information may be included in concert advertisements: the price of tickets, the name of the concert promoter, performers, composers and any beneficiaries, and some details of pieces to be performed. A selection of advertisements will illustrate this effectively:

On Monday next, being the 7th Instant [1696], will begin Mr. Finger's Consort in York Buildings, where will be performed a new Entertainment of Musick, Composed by the late Mr. Henry Pursell, beginning at 8 a Clock.³⁶

On Munday next the 13th [1697] at the Old Wells in Richmond, will be performed a consort of new Vocal and Instrumental Musick, with a Song of the late Mr. Henry Purcell's to be performed by Mr. Leveridge, to begin exactly at 5 in the evening.³⁷

For the Entertainment of several Persons of Quality, In York Buildings on Tuesday next, the 19th of this Instant March [1700], will be perform'd a Consort of Vocal and Instrumental Musick, for the Benefit of Mr. Edward Keene, beginning at the usual hour. Price 2s.6d. Those Persons that have already any of his Tickets dated the 20th. are desired to take Notice, that the Performance will be on the 19th and not as the Tickets are dated.³⁸

By the end of the period many advertisements are even more detailed as the following item illustrates:

For the BENEFIT of Mr. OSWALD and Mr. COLLET.

At RUCKHOLT-HOUSE, On Monday next, the 24th Instant [1747], will be performed a CONCERT of Vocal and Instrumental MUSICK. The Vocal Part by Mr LOWE and Miss LOWE. The first Violin by Mr COLLETT. A Trumpet-Piece by Mr SNOW.

A Hautboy Concerto. A solo on the Violin. A Solo on the Violoncello. With several favourite Pieces introduced on Trumpets, French Horns, and Kettle-Drums, accompanied by the best Masters.

And at the Desire of Persons of Distinction there will be several New Songs, particularly *Woman*, and *By Jove we'll be free*.

Plenty of Carp, Tench, etc. and proper Cooks and Attendants.

To begin at Ten o'clock.

Tickets to be had at Three Shillings each (Breakfast included) at Mr Oswald's in St. Martin's Churchyard in the Strand; Mr Collet's at the Violin and French Horn, opposite St Dunstan's Church, Fleet-street; at Wenman's Punch-house behind the Royal Exchange; at the Bird in Hand and Swan in Stratford; at the Green Man on Epping Forest; and at Mr Thomas's, the Busk at Parkgate, Wanstead.³⁹

The nature of advertisements, just what information was thought important enough to be included and what was omitted, how the advertisements were worded and laid out, gives a direct insight into the attitudes of both promoters and audiences.⁴⁰ There were, of course, constraints on those placing an advertisement, such as the price charged to the advertiser or the amount of space available for each advertisement. Inevitably, as such constraints changed over the period, they influenced both the amount of detail and the layout of the advertisements. The complex web of links between concert promoters, music publishers and sellers, newspaper publishers, and coffee houses, chocolate houses, and taverns, is also revealed by a study of the newspapers in which specific concerts were advertised and the other advertisements which they contain. A comparison of the newspapers in which advertisements for concerts appeared, and those in which they did not, enables the historian to draw some conclusions about the type of audience that these events might have attracted. Indeed, a study of the advertisements as a whole can be used to determine the nature of a newspaper's readership, and thus the intended audience for the concert advertisements.⁴¹

Some potential problems with the sources

Some caution must be exercised when drawing upon newspaper advertisements as a source of historical data because of the nature of newspapers and their relationship to the society in which they flourished. It cannot be assumed that the only concerts that took place were those for which advertisements appear in the newspapers. A series of concerts given by Thomas Britton, described as a 'small-coal man', in a room above his coal repository in Clerkenwell between 1678 and 1714 is well documented.⁴² However, the only reference to these concerts in the newspapers is a series of advertisements for the auction of his library after his death. These appeared in the *Daily Courant* only between 17 and 26 January 1715.⁴³ Britton's concerts seem to have started as a non-commercial venture and it is probable that an announcement would be made at one concert as to the date of the next. Or perhaps Britton spread the news of a forthcoming concert to his clients while delivering coal, or in meetings with fellow bibliophiles.⁴⁴

Another example can be seen in the following advertisement from 1718 announcing the cancellation of a concert:

The Right Honourable the Lord Mayor of London, not being dispos'd to permit any Consorts of Musick to be perform'd in any Publick Hall in the City, those Persons who have any Tickets of Mr. Cuthbert's, dated March the 5th, (for a Consort at Stationer's Hall,) are desir'd to return them, and take their Money again, from their oblig'd humble Servant, Tho. Cuthbert.⁴⁵

Earlier advertisements for this concert do not seem to have been placed. Other examples

of this type, where the first traceable advertisement for a concert is announcing its postponement or cancellation, indicate that not all concerts were advertised in the newspapers.

Nor can it be assumed that every concert took place as advertised. It is always possible that an advertisement was placed for a concert that was then subsequently cancelled. Such an outcome was even more likely for a series of subscription concerts that might have been abandoned before all the projected concerts had been accomplished. For instance, the following advertisement was part of a proposal for a series of 12 concerts by subscription:

Proposals for setting up by Subscription, A Monthly Concert of Vocal and Instrumental Musick, to be perform'd in the City, by the most celebrated Singers and Players, every first Wednesday in the Month, from 6 to 9...⁴⁶

An advertisement appears in the *Daily Courant* for the first of these concerts to take place on Wednesday 27 February 1717, but no further advertisements appear. Did the series stop after this first concert? Or was there no further need to advertise the concerts in the newspapers because the subscription was full? Without further evidence historians can never be certain.

As is the case today, it is quite likely that there would have been late changes to the personnel or programme of an advertised concert. The following 1704 advertisement is an example about which information survives, but there must surely have been last-minute changes that could not be advertised in the newspapers and were only announced on the night of the concert.

For the Benefit of Mr. Corbett. In York-Buildings, this present Wednesday being the 29th of March, will be perform'd a Consort of Vocal and Instrumental Musick. Particularly a Sonata for a Flute and a Violin, to be perform'd by Signior Gasperini and Mr. Paisable. And likewise a Sonata for two Flutes by Mr. Paisable and Mr. Bansister; the whole being entirely New. Margarett Gallia mention'd in my former Bills, has since got a Cold, and is very much indispos'd, therefore will not venture to Sing; but in her room Mrs. Lindsey, Mrs. Hudson, Mr. Hughes and Mr. Laroone, will perform several pieces of the late Mr. Henry Purcell's.⁴⁷

There are even some advertisements that may be spoofs; the date of publication of the following provides a clue:

This day [1 April 1699] at the New Red Theatre in Winchester Street, Southwark, next Door to the Pair of Tongues and Keys, will be perform'd a curious Trial of Skill at Backsword. The Sport will begin at Two in the Afternoon precisely, and will conclude with a Consort of Tartarian Musick, never before heard in England; and six new Entries after the Sclavonian manner. Perform'd by 4 Transilvanian Comedians, and the same number of Moldavian Women in long Rustian Vests, and Turkish Headdresses. The Highest places will go at Ten Shillings; the Lowest at Half a Crown.⁴⁸

The advertisements as a research resource

While bearing in mind that not all concerts would have been advertised in the newspapers, it is possible to outline the development of the music business by tracing

the incidence of advertised concerts over time: was there a steady growth in concert-giving, or were there peaks and troughs that might be explained by market or cultural factors? Historians can determine whether concert-giving was restricted to particular times of the year and to particular days, and how these might have changed over time.

Commercial concerts were given in a large number of different venues during the period, some designed specifically for music making, others being used for a variety of different purposes in addition to hosting concerts. By examining newspaper advertisements historians can investigate how the incidence of concerts varied over space: how concert locations changed over time and how those locations related to the accessibility of concerts to various types of consumers. Moreover, it is possible to investigate whether particular venues were associated with particular types of concert, performers (native or foreign) and types of pieces performed. Certainly today most concert-goers have an immediate impression of the difference between the type of concert, performers and pieces on offer at the Brixton Academy compared with those at the Wigmore Hall. Future research will explore the question of whether such differentiation was already evident for individual concert venues early in the eighteenth-century, or if it only developed as the industry matured and diversified. As well as being sold at the door, tickets were often available in advance and at locations other than the concert venue. Taverns, coffee houses or music shops were often stipulated. Again it is of interest to see whether particular agents sold tickets for particular performers or venues and indeed, where these ticket-sellers were located geographically.

Advertisements other than those for the concerts themselves can yield information about concerts and specifically about the sorts of people who were attending them. The items of property advertised as having been lost or stolen at concerts are from the luxury end of the market and the names of the advertisers, where given, are from the upper echelons of society. Such evidence reveals the presence of wealthy and aristocratic members of society at musical events, and is indicative that concert attendance had achieved a certain status in society life. The following advertisement from 1690 illustrates the point:

Lost on Monday night last, being the 30th of December, at the Musick meeting in York Buildings, a dark Sable Muff, with a Scarlet black and white String. Whoever brings it to the Duke of Northumberland's House in Old Spring Garden, shall have a Guinea Reward.⁴⁹

However, the dearth of advertisements for property lost or stolen at concerts from those somewhat lower down the social scale should not necessarily lead to the conclusion that attendance at musical events was restricted only to the very wealthy as it is likely that advertisements would only be placed seeking the return of particularly valuable items.

Newspaper advertisements were the most important mode of communication used by the emerging music business. This detailed and impressive source can be used to trace the growth in the advertising of public concerts and the development of techniques used to advertise the music business. In the 1670s John Bannister did not advertise each of his daily concerts, but simply placed advertisements to indicate the beginning and end of his concert season, often advertising on the day that the season started or only one or two days in advance. However, for a single benefit concert on 14 March 1748, Miss Turner placed her much more detailed advertisement in seven issues of the *General Advertiser*,

with the first appearing almost two weeks before the concert was to take place.⁵⁰ What were the words and ideas that were used to attract the reader of an advertisement and persuade him or her to attend a particular concert?⁵¹ Detailed analysis of the text can be used to show how the advertising of concerts evolved over time. The earliest advertisements were short and gave little detail; but even in the early days, at the beginning of the use of newspaper advertisements to attract an audience, ideas of quality ('excellent Masters') were expounded and novelty ('new Musick') was stressed as a marketing ploy.

ON Friday October 3. instant [1673], at the Musick-Shool in Whitefryars, will be new Musick, Vocal and Instrumental, performed by excellent Masters, beginning at three of the clock afternoon, and ending as formerly, and so will continue [every] day for the future.⁵²

While the advertisements do not give detailed financial information,⁵³ the price of tickets is often given and this allows scholars to trace whether prices changed over time, and also to determine whether there was a differential pricing regime, with different prices being charged at different venues for different types of concert, or for foreign as opposed to native performers. Very rarely was there any indication as to the number of tickets sold, but for some venues at least, the historian can identify the likely maximum number of tickets that could have been sold. For series of subscription concerts a great amount of detail may be given about the number of concerts to be held, the maximum number of subscribers, and the price for subscribers and non-subscribers. A final example, from the *Daily Post*, in 1728 is instructive:

Mr. L. Granom's Weekly Concerts of Musick to begin on Wednesday the First of January next, At Mr. Hickford's Great Room in James-street in the Hay-Market (handsomely fitted up and furnish'd on Purpose) and so to be continued every Wednesday successively, until the Number of Concerts are compleat. I. That there shall be Twenty-four Concerts by the best Masters. II. Each Subscriber to pay six guineas, which entitles them to a Silver Ticket for the Season. III. Any that desire a Double-Ticket for Admittance of Two, may have it paying ten guineas. IV. No Money to be paid, till the Tickets are delivered. V. No Person to be admitted without a Subscriber's Ticket. VI. All such as are Subscribers may have two printed tickets each Night, for Ladies only, at Half a Guinea the Two; and all Subscribers that shall want those printed Tickets, are desired to send their Silver Ticket, and, upon Sight of that the printed Ticket will be deliver'd, and not else. TICKETS to be had at Mr. GRANOM's House in Brewer-street, the Green Lamp, the first Door on the Right Hand, out of John-street next Golden-Square. No more than Two Hundred Tickets will be given out. To begin exactly at Seven of the Clock.⁵⁴

Conclusion

While newspapers on their own do not present all the material required to write a comprehensive history of the early music business in England 1660–1750, they provide superb evidence with which to make a start on the task. Systematic analysis of the rich and substantial data to be found in newspaper advertisements enables researchers to explore not only the role of concerts as musical events but also the advent of public

concert-giving as evidence for the birth of music as a business. London was not after all devoid of music; but instead home to musicians, audiences, and business entrepreneurs who created the industry that allowed both to flourish.

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- ¹ I would like to thank Penelope Corfield, Charles Harvey and Rosamond McGuinness for advice in preparation of this material for publication.
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- ⁴ See, for example: C. Ehrlich, *The music profession in Britain since the eighteenth century: a social history* (Oxford, 1985); S. McVeigh, *Concert life in London from Mozart to Haydn* (Cambridge, 1993); W. Weber, *Music and the middle class. The social structure of concert life in London, Paris and Vienna*, 2nd ed. (Aldershot, 2003); W. Weber, ed., *The musician as entrepreneur, 1700-1914: managers, charlatans, and idealists* (Bloomington, IN, 2004).
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MAKING THE INVISIBLE VISIBLE: WOMEN IN THE HISTORY OF BP¹

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BP plc is one of the world's biggest companies, Europe's largest company, and one of the top three 'supermajors' in the global oil industry. With a history stretching back to the beginning of the twentieth century, its substantial archive contains a wealth of material on numerous aspects of the oil industry.²

The records of an oil company are, on the face of it, not an obvious source for women's history. The oil industry has traditionally had both a masculine and macho image and culture, and has been numerically and hierarchically dominated by men. Small in number, and until recent years, mostly confined to support services, women within this industry have been particularly vulnerable to invisibility. This invisibility has unfortunately been compounded by the fact that much research into women at work is directed towards traditional 'female' areas of work, such as the caring professions, retailing, and clerical work. This has resulted, rather ironically, in an even greater focus on women and work in these traditional areas, and the reinforced sidelining of the history of women working elsewhere. This makes it all the more important to re-assess the records of companies where the numbers of women working were small, or where they faced particular barriers of prejudice and discrimination based on preconceptions of what were suitable occupations for women.

The superficial invisibility of women in the records does make the historian's task initially more difficult. Starting the research for this article, a subject query on BP's Archive database on each of the terms 'woman, women, female, lady, ladies' yielded a mere 16 records out of a database of some 100,000 items. However, if one scratches this unpromising surface, an interesting and important seam of material becomes apparent. This article will discuss the relevance of the BP records to some important areas of interest around the issues of women, society and work. In particular, the paper will discuss three aspects of women's history as it relates to BP. These are as follows:

- BP had from the beginning a particularly strong overseas component in its history. Its operations in Persia in the first half of the twentieth century were imperial in feel. Evidence in the records could be an important source in relation to recent scholarship exploring the role of women in 'creating' and sustaining empire overseas, but conversely in forming an underclass analogous to that of the dominated host nation.
- Women were needed overseas by the company from the beginning as wives for male workers. The BP records provide some quite outstanding material as to the need for women out in the field, as men left or refused to take on posts because of what was seen as the unbearable imposition of sexual privation. Though the need for wives was accepted by the company, there is also evidence of an ambivalent view towards women from a company to which they were not entirely answerable.
- Women also found employment in the company very early on, both overseas and in

the UK. Records in the archive form a valuable source for changes in female employment both in this predominantly male industry, and also as a case study for more general changes in the roles of women at work.

Women as imperial builders

The Anglo-Persian Oil Company (later to be known as British Petroleum, or BP) was formed in 1909 to develop the first giant oil field in the Middle East, discovered in Persia under an exclusive concession. The local area chosen for its main centre of operations was relatively undeveloped, and Anglo-Persian had to provide almost all the infrastructure required for living and working there, such as housing, medical facilities, sports and social amenities, roads, transport, housing, even food. For a number of years, operations in Persia were run by a British Indian managing agency with offices in India and Burma. They in turn recruited as refinery and operations personnel many Indians from what was then the British Indian Empire, which bordered Persia. This combination of circumstances – the proximity of empire, the recruitment as managers and men of British Indians and Indian nationals, plus the creation by the company of a ‘British’ town – led, over the years, to the development of a British enclave in Persia and gave the company a very imperial feel.

In 1914, a financial crisis in the company coincided with the desire of Winston Churchill, then First Lord of the Admiralty, to change the fuel of the navy from coal to oil. Searching for a secure ‘British’ source, he turned to The Anglo-Persian Oil Company. Though Persia was never a formal part of the British Empire, the southern half (where the operations of Anglo-Persian lay) was seen as a British ‘sphere of influence’, and therefore a safe British-controlled source. The result was that that same year, the British Government put £2 million into the company in return for a majority shareholding, the right to nominate two directors and a fuel contract with the Admiralty. The Government promised not to interfere with the ordinary day-to-day operations of the company, but it retained a veto which could be used for questions of national security.³ However, the majority government shareholding, which caused some commentators to view Anglo-Persian as a nationalised company, and the increasing importance of oil as a strategic military, political and economic asset added to the feel of the company being a tool of British imperial strategy.

There has been considerable discussion in the secondary literature about the role of women in empire, with some feminist scholarship seeing women as a male-dominated underclass analogous to the citizens of the dominated host nation. Other writers, in particular, Ann Stoler, have suggested that the categories of coloniser and colonised were actually secured through sexual control, which defined domestic arrangements.⁴ In other words, women were used to help ‘create’ empire, by defining culture and the limits of behaviours. In this view, wives were useful for shoring up the ‘oneness’ of the expatriate community, with their clubs, dress codes, charity work and so on, creating a united front against the world outside (and setting out parameters for acceptable behaviour by others and themselves). Precisely because of the importance of this role, and because of its nature, which positioned women as pure, white male property there was always the lurking fear of women breaking out, acting on their own to threaten white male prestige, and constant nervousness as to women having sexual contact with non-whites.⁵

The company wife had no status of her own. Like other expatriate wives (colonial, military and diplomatic) the status of the wife was ascribed to her from that of her husband. To that extent, she was denied individuality, and deemed to be under the direct control of the husband, in much the same way as the host nationals were often also denied individuality through being identified entirely by race or nationality, and the corresponding traits (usually negative) associated with that identification. Because of this, the situations of wives and host nationals have been deemed to be analogous.

However, as a wife had the status of the husband, it could equally be argued that her relations with, in this case, Persian and Indian men, was not a shared position of subordination and submission. In fact, it was quite the reverse. As a white woman, her contact with these men was in their role as servants, gardeners, cooks, drivers and so on. Her racial status over-rode her sexual status and it would be simplistic to view these women as down-trodden victims.

Speaking to former expatriate wives, one also gets the very strong impression that they view their time in Persia and elsewhere as privileged and hugely enjoyable, one which they themselves identify not as a time of lost opportunity, but as a lost paradise. Though feminist scholars would argue that this is the result of the internalisation of male values, these women have a right to form and hold their own opinions. Equally, if one accepts that women have unconsciously internalised the communicated values of others, it would be possible to argue that men too suffered the same fate. This is as yet a research area with much theorising and little empirical evidence. Company records such as those of Anglo-Persian as well as other significant British companies, hold vital material, as yet unexplored, pertaining to this debate.

Women as wives

Once oil had been discovered in Persia, and operations commenced in earnest, a small community began to build up in Abadan, south Persia, where the company's main refinery was situated. As with other companies of the time, employees had to obtain permission from the company before they married. The Anglo-Persian Oil Company initially took a firm line with its male employees on the question of marriage, one manager stating in a letter in 1910 that employees:

must not consider the question of marriage during the earlier stages of the Company's work, because the energies of everyone...must in the first place be devoted to carrying out the most essential parts of the Company's programme, and they must abide by this condition, the reasonableness of which is beyond question.⁶

Even once men began to obtain permission for marriage and to bring out wives to live in Persia, the attitude of the company was not one of encouragement. In one early case, one man was dismissed for 'slacking', a tendency, Head Office noted, which had only emerged once his bride had arrived and he had started to build himself a house. They wrote:

we might almost ascribe his downfall to marriage and you will, doubtless, point out to any young bachelor members of your staff who may contemplate marriage that they should very seriously consider all the "pros and cons" of entering the hymeneal state in a place such as Mohammerah before applying for permission [to marry].

...this incident rather suggests that the encouragement of matrimony in the case of Junior Assistants has not the advantages which you were inclined to attribute to it. Therefore, when other applications for permission to marry are put forward you should, I think, only support them in very exceptional circumstances.⁷

However, it proved impossible to maintain this stringent line. The need for women in Persia quickly became acute. And it was seen as a need: not a female need, but a male need. The need was for sex. Abadan was an unpopulated oasis of date palms when the company chose it for the site of its first refinery. There was therefore almost no access to women, apart from what was somewhat euphemistically known as ‘a visit to the “dentist” at Basra’.⁸

Clearly, Anglo-Persian could not provide women along with other facilities, and very quickly, wives were allowed out to Persia. The first wife to live in the oilfields area, Mrs Hamilton, arrived in 1914, an occasion duly marked by a celebratory party (of men).⁹ But with only a few married quarters available, sex continued to constitute a problem, and one about which discussion was surprisingly open. In the early 1920s, D. B. Kittermaster went out to Persia to report on life in the oil fields. Writing back to Anglo-Persian’s head office in London, he was specific in his detail of the kind of privations staff faced, identifying:

the moral problem which the life of your people in Persia raises. I use the word moral in the restricted sense, referring only to sexual morality... Unmarried employés of your Company are obliged to live in a state of compulsory continence, and that in a climate where continence must be, for many men at any rate, excessively hard...It is a condition of things that one would expect to lead to much irregular conduct with the married women...It is a condition of things that must lead, in the case of some men, to a state of extreme nervous tension, after a summer or two in the country. But it is, as I see it, a condition of things which must be inevitable, for one can hardly be expected to recommend the establishment of official brothels.

Having rejected the idea of brothels, Kittermaster thought a more realistic idea would be for the company to provide more married quarters, and to encourage local leave (presumably where brothels were available). He wrote, ‘A few days change to Basra, to Bombay, even to Ahwaz from Abadan (even if it does not mean any sexual gratification) must constitute some relief to the strain which to some men, though I do not say to all, must be as grim as it is unnatural.’¹⁰

Again, in 1924, in another extraordinarily explicit discussion, a senior management conference in Cairo dealt with the vexed question of women and sex. T. L. Jacks, one of the company’s general managers in Persia, stated that ‘there is very great difficulty in keeping good men; the real trouble arises out of the scarcity of women.’ Discussing the drilling staff, J. Jameson, the company’s General Manager of Fields and Refineries:

stated that in reality, the tremendous amount of difficulty experienced with these men, hinged on the sex question. He proceeded to narrate how he had sown wild oats in his own unregenerate days. Although admittedly an expert on such matters, he was unfortunately unable to suggest how wild oats could be successfully sown in Persia.¹¹

More frequent leave and more provision for married quarters were again advocated.

Their importance proved in their absence, women soon began to form a significant presence in the oil fields area and in Abadan. As well as providing a sexual outlet, wives had what could be termed a 'symbolic' role, a sort of 'angel of the house', or a necessary good. Wives were widely viewed as bringing civility and gentility to the male company. For example, London head office wrote in 1925 to a General Manager out in the Middle East that 'No one would question for a moment the good influence exerted on the whole Staff by the presence of ladies at the Fields and at Abadan.'¹² Even the director who thought that 'generally speaking...only single men should be engaged for service in Persia' acknowledged in the same letter that 'there is much evidence to prove that married men live more steadily, are better cared for and are, therefore...better "in a position to cheerfully and wholeheartedly carry out their duties" than a bachelor who has only himself to think of and who has no-one to care for his domestic comfort.'¹³

However, there was another side to corporate spouses. They could equally be seen as much a necessary evil as a necessary good, an uncontrollable threat as much as a domestic angel. There was the thorny issue of whether they were inside or outside the jurisdiction of the company: whose 'responsibility' exactly were they? One report in 1926 complained that wives 'have been regarded as free lancers, responsible only to their husbands and not to the community at large.'¹⁴ As far as the company was concerned, steps were taken to ensure that this was minimised. The nervousness of women's freedom of action resulted in stringent reaction, evident in the company's refusal to allow wives even to vote on the Management Committee of the social clubs.¹⁵

Even where it is not explicit, other comments indicate a general underlying unease with women. When BP's sister company, the Iraq Petroleum Company, was sending out invitations to its opening ceremony at Kirkuk, one employee wrote to E. H. O. Elkington, Anglo-Persian's General Manager in Iran:

Much as I should have liked, as I told you before, to see Mrs Elkington at Kirkuk, the Chairman has now ruled definitely that no ladies at all will attend that ceremony. He felt that travelling would be too tiring and the party too mixed for it to be desirable, and I must admit I am very relieved at his decision.¹⁶

This one example says a lot about the depth of company control over the activities of wives, the assumptions about their physical strength and also the lingering impression that in many ways, the wives were still thought of a necessary evil, to be endured, rather than celebrated.

In another more practical example, the author of a letter concerning the cost of living of British staff in Persia asked crisply, 'are all the wives sufficiently house minded?'¹⁷ The letter discusses the issue of implied wastefulness by wives, at the time of the depression. This was deemed to be causing a loss of money, the company's money. That then introduced the vexed question, by extrapolation, of the extent of control that the company had over these women.

The usual means were vetting before marriage, indirect pressure via the threat of lost promotion, and the ultimate sanction, loss of the husband's job. However, an alternative means of control was other wives. Wives could and did act as a support network for each other, but where the wives' network was strongly identified with the company, it could also act as a means of policing other 'renegade' wives through social exclusion. Secondary literature has sometimes played down or ignored this less

pleasant aspect, but it is part of the complex and fractured role taken on by wives of expatriate businessmen.

In addition, some wives simply did not conform to the stereotype of the perfect hostess and devoted charity worker. A Mrs Berry, for example, heard that her child had been smacked by the duty nurse for crying at night whilst in the company hospital with malaria. Mrs Berry, 'who takes boxing lessons, accosted Miss Stewart [the nurse] in the ladies cloak room, raised the question of the Baby and proceeded to give Miss Stewart a black eye.'¹⁸

The whole issue of the role, status and functions of wives and families in expatriate business is both an interesting and a complex one, surprisingly under-researched and often ignored, as the recent work by Kinsey and Green on families in HSBC points out.¹⁹ Where families have been written about, there still remains a focus on the more visible diplomatic or colonial experience.²⁰ In the archives of a company like BP, where the early history is dominated by overseas service, there remains a raft of unearthed and unexplored evidence that has much to contribute to the social history of the expatriate worker and family.

Women as workers

Early years

Despite the low visibility of women workers in the oil industry, female staff were employed in the Anglo-Persian Oil Company from the beginning. The first nurses were working in Persia in 1911, an innovation which, as with the arrival of the first wives, caused 'quite a commotion in the camp on their arrival here as they are the first white ladies to stay any time only one having been here before, an elderly lady the wife of an Isphahan medical missionary.'²¹ Though no reasons were specified, a conscious decision was taken by the company that female medical staff were to be at nursing level only. In 1913, a female doctor, Dr Ross, applied to join the company for service in Persia, but Charles Greenway, Anglo-Persian's managing director, noted in correspondence with James Hamilton, a director on the board of Anglo-Persian, that 'you do not think it well to employ a lady-doctor for Persia.'²² Aware that young single women vastly outnumbered by men with little alternative access to women were unlikely to remain single for long, the company took steps to prevent a rapid and wholesale draining-away of nursing staff through marriage. Until 1955, female staff in the company in England were required to resign on marriage. No exceptions were permitted.²³ In Persia, female staff had a special contract clause. Males were not entitled to marry without consent: females agreed not to marry²⁴. Implicit in this is a lack of acceptance of women's sexual needs, a stark contrast to the open acceptance of the sexual needs of the men.

Female staff were also excluded from even the most basic involvement in decision making: nurses were the only class of employees excluded from full membership of social clubs (which meant no voting rights).²⁵

Away from Persia, as the company began to build up a substantial workforce in the UK, policies were defined for what work women could and could not do. It was not company policy 'to employ women on work which is normally regarded as men's work,' though exceptions were made for individual female employees 'of exceptional qualifications, experience and ability.'²⁶ Though in general female staff were paid lower wages, there was no objection in principle to paying a 'man's salary' (equal pay

was not brought in until 1963).

Consequences of the marriage bar included lack of promotion, the lack of experience and company service to reach higher grades and achieve higher pay, and consequent poor pension provision. The company, aware of the financial consequences, did provide (to women only) a marriage grant or dowry, a lump sum given to women who left to get married, and which was not discontinued until the early 1970s.²⁸

Post-war changes

Post-war, came the first moves towards equality, though the changes were made for economic and business reasons rather than for those of social or moral justice. Competition and rising demand for employees forced the company to reconsider some of its policies, and the 1950s saw a series of substantial changes in female employment in what was now BP. Women started to be recruited into areas other than nursing and typing, with five chemists, a cartographical draughtswoman, a medical officer and a palaeontologist recruited in 1956.²⁹ This break out of 'female' jobs challenged links between work role and gender, as the breakdown of the marriage bar in 1955 challenged the link between family role and gender, further aided by the introduction of part-time working (1958), a policy which was of particular appeal to married women³⁰. Still in the 1950s came the first moves towards employing women graduates (1955-6), in what was clearly a successful move, as by 1957, 'it was agreed that greater effort should be made to obtain the services of female graduates for employment at Sunbury [the company's technical and research centre in Middlesex] as well as the Refineries.'³¹

In the 1960s and 1970s, though typing and clerical work continued to dominate, there was some further change. Female workers reached a critical mass, with the number of women workers in BP having tripled since the Second World War. By January 1964, approximately 40 per cent of all staff in the UK were women.³² As mentioned above, equal salary bands were introduced in 1963, and in 1967, Paula Harris, a mathematician from Computer Department became the first woman to be invited to join the BP Senior Luncheon Room, which, odd as it might seem, was the indication that she had reached senior staff level.³³

Change – what change?

In other respects, attitudes remained depressingly the same. A major office move from London to Harlow in 1966 offered assistance to staff, but the relevant document pointed out that 'any reference to 'Staff' excludes Married Women...It is our policy not to move married women.'³⁴ Such a policy in an industry where promotion meant mobility seriously hampered a married woman's chances of promotion to a senior grade. Elsewhere, even where women formed a significant fraction of the staff, the results could still be negative. In 1970, a mindset that viewed women as being uninterested in promotion saw a high percentage of female staff in the Finance and Accounts Department as operating 'to *reduce* the pool of career staff available for promotion to the higher grades'³⁵ [my italics]. What could have been a situation of increased opportunity for women was simply edited out by the assumption that women were not capable of or did not want this sort of promotion.

By the early 1980s, things were little better. In 1982, in the senior grades in BP, there were 20 women, and 1,801 men.³⁶ In 1983, over 80 per cent of women workers in

BP (UK) were in non-professional grades, whilst 75 per cent of men were in management and professional grades.³⁷

Attempts at positive change: towards diversity and inclusion

Slowly, things began to change. Family friendly policies were introduced. In 1982, the Women in BP group was formed to encourage women in their careers and provide a forum for networking. In 1984, BP launched a new Equal Opportunities policy, in which it aimed to give a lead, rather than merely to follow. Progress was slow, but in March 1992, a breakthrough was achieved when the first female non-executive director, Dr Karen Horn, an American banker, was appointed to the main board.³⁸

In 1998, BP merged with American oil giant, Amoco, a US oil company, had a strong record in equal opportunities, and there was an influx of new practices. A psychological breakthrough saw the rejection of the 'special groups' approach, which defined particular groups (women, ethnic minorities, the disabled) and singled them out for special treatment. Under the 'Diversity and Inclusion' banner came the far more successful substitution of positive processes towards equality for all. Equally important was management commitment from the top.

Overview and conclusion

As regards female workers, initially, one's impression is that because of the sheer smallness in number of the women working in what has been historically a masculine industry that BP's company archives would never be a major research resource in this area. In terms of plain numbers, clearly, other archives can give a broader sweep and wider coverage of a greater proportion of women workers, from which one could with some justification draw some general conclusions about women and their various roles in relation to business. However, on consideration, a company like BP offers an important case study in the changing role of women. In the early years, it is a small but significant source for the role of women working in traditional roles in a non-traditional industry. More significantly, when taken with the changes that occurred in the intervening years, given its size and importance in relation to British and world business, it is a key example of the way business has changed its relations to women, and of the way women have changed their relation to business.

A company like BP now employs a significant number of women, both relatively in terms of its overall workforce, and absolutely in terms of sheer numbers. Its very change to this state is worthy of investigation. Barriers to full equality still remain across business and industry as a whole. Horizontal and vertical segregation in the workplace remain, where women tend still to be confined to lower grades, and to particular sectors of employment. The family – career balance is still a significant issue in the lives of many women. In recent feminist analysis of the lack of truly equal opportunity in the workplace, the work – family nexus is seen as key. Feminists would argue that there has been little or no shift in the division of labour and power relations within the family, and that most adaptation to the work – home life balance (and indeed most housework!) is still left to the woman. They argue that if further progress is to be made towards real equality, this is the area that needs to be tackled in wider society. Research into the history of women's work, in particular changes over time, rather ironically therefore, serves to highlight what still needs to be done in areas outside work.

As regards the issue of wives, it is an indication of how far things have changed that even the term 'wives', which until recently would have covered all business spouses, is now no longer appropriate. As women start to move into key positions themselves, there are now some women taking husbands or partners abroad. The use of the word 'partner' indicates yet further change, as couples no longer choose to marry, or choose a partner of the same sex. The changing role of these women in business, the changing role of other wives and their relation both to businesswomen and to new male partners, and the changing attitudes of businessmen are all issues needing research.

This is just a small indication of the way in which records in the BP Archive can contribute to women's history. There are in addition many specific case studies waiting to be researched, for example, in relation to women and advertising, or women's entry into the offshore oil industry, one of the last bastions of the sector's macho culture (and, for some years at least, legally outside the scope of the Sex Discrimination Act). In conclusion, therefore, BP Archive, which is open to the public, can be seen to contain much fascinating, relevant and indeed surprising material with regard to changes in the role of women both in the oil industry and as a case study of changes in the wider social and economic forces which structure women's position in family, society and work.

The BP Archive is based at the University of Warwick, Coventry and can be contacted on 02476 524521, or by consulting <http://www.bp.com/genericarticle.do?categoryId=2010123&contentId=2001507>

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- ¹ This article is partly based on a paper given to the symposium on Women, History and the Business Environment at the Women's Library, London Metropolitan University, February 2004.
 - ² See *Fortune*, 'The 2005 global 500', accessible on <http://www.fortune.com/fortune/global500>.
 - ³ For a more detailed exposition of the early history of BP, see R. W. Ferrier, *The History of the British Petroleum Company, volume 1, the developing years 1901-1932* (Cambridge University Press, 1982).
 - ⁴ A. Stoler, 'Making empire respectable: the politics of race and sexual morality in 20th-century colonial cultures', *American Ethnologist*, 16, 4, 634-660 (1989).
 - ⁵ A. Stoler, 'Rethinking colonial categories: European communities and the boundaries of rule', *Comparative Studies in Society and History*, 31, 1, 134-161 (1989).
 - ⁶ BP 67437, letter Anglo-Persian, London to Mr Black, 25 Nov 1910.
 - ⁷ BP 70030, Greenway, London to C. A. Walpole, Mohammerah, 13 April 1916.
 - ⁸ Ferrier, *History of the British Petroleum Company, Volume 1*, p.268.
 - ⁹ C. E. Capito, 'Early days at Masjid-i-Sulaiman', *Naft*, 16, 4, November 1940.
 - ¹⁰ BP 68934, Kittermaster report to Sir John Cadman, January 1922.
 - ¹¹ BP 71403, 'Notes on Discussion at Conference in Cairo', 21 March 1924.
 - ¹² BP 54998, H. E. Nichols, London to General Manager, APOC, Mohammerah, 19 Feb 1925.
 - ¹³ BP 54499, Director, London to Resident Director, APOC, Mohammerah, 9 Sept 1926.
 - ¹⁴ BP 62413, M. Y. Young, Chief Medical Officer, 'Development of Medical Service', 25 Jan 1926.
 - ¹⁵ See BP 72614, letter E. H. O. Elkington to Hunter, 15 June 1931.
 - ¹⁶ BP 72614, Dunkley, IPC, Haifa, to E. H. O. Elkington, Abadan, 10 Dec 1934.
 - ¹⁷ BP 68034, Memo 'Persian Staff Salaries. British Staff Cost of Living in Persia', 13 Dec 1933.

- ¹⁸ BP 62400, Dr D. C. Rennie, Abadan to Dr Young, London, 30 Sept 1927.
- ¹⁹ Sara Kinsey and Edwin Green, *The good companions, wives and families in the history of the HSBC Group* (privately published, 2004).
- ²⁰ See for example, E. Buettner, *Empire families* (Oxford University Press, 2004); K. Hickman, *Daughters of Britannia, the lives and times of diplomatic wives* (HarperCollins, 1999).
- ²¹ BP 66816, letter J. Jameson, Persia to his father and sister in England, 26 Nov 1911; Jameson to father, 3 Dec 1911.
- ²² BP 54483, Greenway to James Hamilton, 'Doctor for Persia', 20 May 1913.
- ²³ BP 62040, Staff Manual c 1949; BP 57253 Female Staff Recruitment 1955.
- ²⁴ BP 12423, Staff Department, Standard Routine and Procedure, c 1936.
- ²⁵ *Ibid.*
- ²⁶ BP 62040, Staff Manual c 1949.
- ²⁷ BP 21753, 'Comparison of Male and Female Recruitment Rates', February 1963.
- ²⁸ BP 22605, Manual of Staff Procedures, Head Office, Sept 1967 with additional updates.
- ²⁹ BP 57354, Female Staff Recruitment 1956.
- ³⁰ BP 57256, Female Employment Division Recruitment 1958.
- ³¹ BP 15868, Green to Mullaly, July 1957.
- ³² *BP Shield*, 'Central Staff Department', January 1964.
- ³³ BP 12986, Meeting of Managers, Staff Administration, 7 Nov 1967.
- ³⁴ BP 57264, 'Move of Staff to Harlow', March 1966.
- ³⁵ BP 54260, 'Manpower Study Group Report on Finance and Accounts Department', November 1970.
- ³⁶ BP 120627, Group Personnel report, 'Women in BP 1981', May 1981.
- ³⁷ BP 115029, 'Equal Opportunities Audit in BP 1983' by Dr Marilyn Davidson.

SOURCES FOR THE HISTORY OF ADVERTISING IN THE UNITED KINGDOM: THE RECORDS OF ADVERTISING AGENCIES AND RELATED ADVERTISING MATERIAL AT THE HISTORY OF ADVERTISING TRUST¹

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The history of advertising, marketing and consumption is enjoying increasing attention among business historians as well as historians of British culture and society.² By its very nature, advertising and consumption challenge and transgress disciplinary boundaries between economics, sociology, political studies and history. The study of advertising campaigns, advertised products and their consumers includes businesses, social attitudes, cultural values, and the political frameworks within which the activities of production, branding, marketing, shopping and consumption take place.

Historians of advertising and consumption often face the problem of finding adequate sources to study their subjects. While archives of political organisations or of manufacturing houses tend to be well-organised and easily accessible, undergraduate and post-graduate students in particular have great difficulties in finding relevant archival material in order to pursue their subjects in the areas of marketing and advertising history. In addition, the lack of accessible sources especially with regard to the organisations that designed and produced advertising campaigns (i.e. advertising agencies, but also manufacturers, retailing businesses and government departments as well as the people working therein) has often resulted in historians resorting to posters and print advertisements as their main primary source. This article aims to be an aid to students and professional researchers interested in the history of British advertising. The first part of the article provides a very brief introduction into the history of the British advertising industry and the development of advertising agencies. The second part focuses on advertising agency records and other advertising-related archival material at the History of Advertising Trust in Raveningham, Norfolk, and assesses the significance of these collections for historians of advertising. These sources illustrate that the emergence of a modern advertising industry in Britain is largely a result of the nineteenth-century retail and media revolution. The article concludes with a brief list of literature for students of British advertising history.

The rise of an advertising industry in the United Kingdom

The earliest signs of an advertising industry in Britain emerged when a number of advertising agents set up their businesses in London in the late eighteenth century. The earliest advertising agent known is the firm of Charles F. Scripps, founded in London in 1783. Other agents soon followed, such as William Tayler (1786), W. H. Smith (1792), James White (1800) and Charles Barker (1812). Advertising agents mostly operated in the immediate environment of the coffee-houses and newspaper offices in and around Fleet Street. Until the mid-nineteenth century, private individuals and representatives of

businesses wishing to advertise would visit Fleet Street taverns, coffee-houses and agent's offices and hand over their advertisements to the agents, who would then receive their commission from the newspaper. The *Edinburgh Review* described this established advertising practice in 1829: 'There are two newspaper agency offices; the respectable and old established firm of Newton and Co., former Tayler and Newton, in Warwick-square, and that of Barker and Co. in Fleet-street. At these offices, advertisements are received for all the country papers without increased charge to the advertiser, the commission of the agent being paid by the newspaper proprietor, and these agents also send to the country the stamps necessary for the papers, and undertake the collection of accounts owing in London.'³

Rather than conducting advertising campaigns, advertising agents restricted their work to that of space brokers. Agents either solicited advertisements from clients in order to receive a commission of about 10 per cent from newspapers or they bought advertising space in journals, magazines and newspapers in bulk and sold it off at a profit in small sections to retailers and manufacturing companies. Thus before 1900, advertising agents were more concerned with advertisements for sales and auctions, announcements of concerts and shows, insertions by people offering and seeking positions, or invitations to buy shares in newly-built ships etc. Although national advertising campaigns were already conducted in the early nineteenth century by firms such as Schweppes, Crosse & Blackwell, Lea & Perrins, Day & Martin etc., the close connection between consumer goods industries and advertising agents had not been established before the last decades of nineteenth century. Manufacturers advertising their goods to consumers often had to employ one agent to obtain space for press advertisements, pay a printer for the design and distribution of showcards and leaflets and have a specialised bill-poster agency to design, print and put up posters.⁴

In 1853 and 1855, respectively, the advertisement duty and the newspaper stamp duty were abolished, which increased the turnover of existing agents and invited many others to enter this field. The strongest growth in the numbers of agencies took place in the decades after 1870. Most agencies which dominated British advertising in the twentieth century such as Mather & Crowther (founded in 1850), Sells (1869), Smith's (1878), T.B. Browne (1880), C. Vernon & Sons (1884), London Press Exchange (1892), S. H. Benson (1893), Samson Clark (1896), Frederick Potter (1897) and many others, were established in the second half of the nineteenth century. The reasons for this exponential growth since the mid-nineteenth century are not only to be sought in the effects of the abolished taxes on newspaper advertising, but mainly in the exploding demand for advertising towards the end of the nineteenth century. This demand was fuelled by producers of branded goods seeking national markets for products such as soap, tea, tobacco, patent medicines, cosmetics, food products and alcoholic beverages, but later for more expensive products as well, such as furniture, pianos, bicycles or holiday travels.⁵ The rapid growth of metropolitan department stores, such as Barker's, Selfridge's and Debenhams, and of chain stores, such as Maypole's, Lipton's, Home & Colonial and Sainsbury's increased the demand for retail advertising.⁶ In addition, the introduction of cheap halfpenny newspapers around 1900 (Harmsworth's *Daily Mail* started in 1896 and his *Daily Mirror* in 1903; the popular, pictorial newspaper *Daily Sketch* started in 1909) increased the competition between newspapers for working class and middle class readers. In this new environment, the periodical press and

newspapers had to attract more advertising, but also more high-quality advertising that was lavishly designed and of news-value to (often female) readers.⁷

The greater demand for advertising and the increased competition between advertising service providers resulted in the emergence of a new type of service advertising agency before the end of the nineteenth century. Large manufacturing clients or department stores began to demand more from their agencies than just simply to sell advertising space. The new type of agency demanded by advertising clients had to have at its disposal a professional and up-to-date knowledge about different advertising rates and the likely readership of different papers. Service agencies designed different types of advertisements, commissioned artwork from outside studios, undertook research into market conditions, and planned overseas advertising. Towards the end of the nineteenth century, service agencies had emerged which invested in long-term relationships between themselves and clients in the manufacturing and retail industries on the one side and burgeoning print media on the other.

Records at the History of Advertising Trust

The History of Advertising Trust (HAT) was established in 1976 by a small group of people in London in order to preserve the UK's marketing communications heritage. Two years later, it became an educational research trust and was registered as a charity in order to '...encourage and sponsor the study of all aspects of the growth and development of advertising.' When the Trust left London for Norfolk in 1990, it had already saved archival material covering some 600 square feet from being discarded by advertising agencies and clients. Today, the Trust's collection occupies a space of over 6,000 square feet. Its three million items make HAT the largest advertising-related archival collection in the world.

HAT's collection starts with material from the year 1800 and ends with last month's television commercials. The earliest documents kept by HAT relate to F. R. White's agency founded in 1800 in London's Birchin Lane. HAT keeps several types of advertising material, such as print advertisements, TV, radio and cinema commercials, advertising proofs and artwork, story boards, artefacts (e.g. early twentieth-century advertising novelties such as cups, tins, bottles and calendars with brand logos), campaign memoranda, reports and correspondence. The strength of the collection lies in its great visual material. Researchers interested in the visual cultures of products and consumerism, the imagery of gender and affluence in the Victorian age and the post-war era especially will find HAT archive of great use. HAT offers a number of Victorian and Edwardian scrapbooks with pasted advertisements and an even larger number of cut-out advertisements, advertising postcards and leaflets. With regard to the post-war era, all advertisements are ordered according to themes such as household goods, fashion, cosmetics, cars, foodstuffs etc., which greatly aids the research of specific themes in advertising history. HAT has also produced a number of 'Study Aid' CD-ROMs containing advertising visuals with relation to specific themes. The most recent one offers 50 examples of how advertisers in the United Kingdom have interpreted ethnic minorities from the 1880s to the present day. The advertisements compiled on the CD-ROM show that it took advertisers more than 25 years after the arrival of the SS 'Empire Windrush' before an Afro-Caribbean couple was shown as a pair of relaxing,

westernised consumers and not as servants or ‘natives’.⁸ These collections therefore offer a wealth of material for historians interested in the dynamics of the relationship between advertising, consumption, citizenship, and social equality in twentieth-century Britain.

In addition to the available visual material, HAT keeps a number of important corporate archives of firms which had a significant impact on the shape of modern advertising in the United Kingdom. A large proportion of the collection for example relates to retail advertising, an area in which HAT archive has particular strengths. Historians of modern advertising, consumption and retailing will find at HAT the entire marketing material of Selfridge’s (1906-present), the early Bon Marché archive (1889-1900), Jaeger (from 1914), Harrods (from 1962), Fortnum & Mason, as well as the entire marketing archive of C&A from 1924 until the company closed its 120 UK stores in 2000. These collections offer an ideal background for further historical studies into the history of fashion, fashion drawing, shop window design and retailing in Britain since 1900. The completeness and historical continuity of the Selfridge’s collection for example allows an unrivalled insight into the early rise of the marketing concept in British retailing. When Gordon Selfridge opened his department store on Oxford Street in March 1909, he subscribed to the idea that his store needed to exceed the expectations of his consuming audience by offering superior service and an attractive, ever-changing ‘product surround’. He therefore used carpeted floors instead of linoleum, he offered sitting corners, a café, and regular promotions, such as illuminated Christmas installations inside the store. Selfridge also recognised the importance of staff training for the management of the store’s service environment. The archival collection for example contains staffing instructions and designs of uniforms for lift girls. Selfridge openly supported the women’s suffrage movement and their ideals of empowering women as citizens. The archive contains ample material in relation to Selfridge’s support of this cause, such as his regular letters and columns which appeared in the daily press and the staff gazette, as well as samples of the store’s packing paper, which deliberately used the suffrage movement’s colours purple, green and white.⁹ Here again the collections invite historians to study subjects of marketing and advertising history in conjunction with broader themes dominating twentieth-century social and political history, such as citizenship and the rise of mass democracy.

Beside the great wealth of advertising and marketing material related to the retail sector, HAT also offers fascinating marketing collections of manufacturers from the traditionally advertising- and branding-intensive sector of fast-moving consumer goods. Researchers at HAT will find campaign material of Beecham’s (1902-1960), Rowntree (1920-1989), HP Foods (1900-1990s), H. J. Heinz Co (1920s-present), Hovis (1870-present), Quaker Oats (1942-1966), Vimto (1908-present), and many other firms. The significance of these collections can hardly be overestimated. The marketing material held in the Heinz and HP Foods collections for example show how twentieth-century manufacturers of fast-moving consumer goods invested in communicating their brands through advertising. Until the mid-twentieth century, in order to expand the market for their product(s) and forge a mass market of undifferentiated consumers for products such as Heinz Beans, manufacturers had to translate the product qualities into major selling points and press them on the consuming population through the then dominant media. Increasingly since the 1950s and 60s, these manufacturers had to use advertising

communication and product development in order to differentiate their products and address specific market segments with different product offers. Heinz, for example, introduced whole ranges of tinned foods in order to adapt to new consumer tastes and demands. What had started over one hundred years ago with '57 varieties' became an empire of differentiated products that now includes over 360 different products. The examples of Heinz and HP Foods also show that since the 1950s, producers began to employ a much wider range of marketing tools in addition to simple press advertisements. The post-war era demanded new skills from advertising agencies, such as market research, product design, advertising testing, and the integration of 'traditional' advertising with other promotional tools, such as direct marketing, in-store promotion, event marketing etc. Since the 1950s, the overriding aim of advertising agencies and their manufacturing clients became the communication of *brand* values as opposed to the *product* qualities in order to fight off the competition and cheaper supermarket brands in the same product range.¹⁰

Other industries represented at HAT are British Telecommunications (1960s – present), British Airways advertising (1940s – 1980s), the National Dairy Council (1930s – present), and the Eagle Star Insurance company (1920s – present), a pioneer in film advertising. One of the advertising collections with the highest appeal to cultural historians will be the collection of Shell advertising material. This collection contains proofs, drawings, press advertisements, posters, art work, original advertising photographs, leaflets and film commercials produced by Shell between 1923 and the late 1980s.¹¹ The historical significance of the Shell material lies in its ability to further illustrate the importance of the notion of 'art' for the cultures of British interwar advertising. Shell and the interwar marketing merger Shell-Mex & BP were global companies which took great care in adapting to local and national tastes and consumer demands as regards visual styles. Shell UK commissioned artwork for its posters from well-known contemporary commercial artists, such as Edward McKnight Kauffer, Graham Sutherland, Rex Whistler, John Piper and Edward Bawden. It encouraged the use of a modern visual style for its posters, yet ensured that the modernist style would keep a close connection to traditional visual themes, such as the 'Englishness' of English landscapes, nature, and metropolitan 'high' culture (architecture, theatres etc). Shell's advertising manager since 1932, Jack Beddington (1893-1959), redefined the role of Shell advertising within the marketing process and turned it into what he interpreted as a form of art for the masses and a tool to elevate and refine the tastes of the mass consumer, the commuter and the city-dweller who would not normally find his way into art galleries and museums. Beddington worked in the genuine belief that advertising by large private companies had to perform a public duty similar to that of the BBC: in order to uplift the social and cultural standards of Britain as a modern mass civilisation, the powerful new forms of communication (radio, posters) needed to be harnessed and guided by principles of cultural and aesthetic values. When Beddington died in April 1959, representatives of a younger generation of artists, such as John Betjeman and Paul Rotha, who owed much to the early encouragement from Beddington, paid him public tribute.¹²

HAT also keeps a number of collections with more direct relevance to the history of the British advertising industry itself. A whole section of HAT archive consists of the records of professional bodies and trade associations of UK advertising. These are

mainly the collections of the Advertising Association (1926-present), the Institute of Practitioners in Advertising (1925-present), the Incorporated Society of British Advertisers (1905-present), the British Direct Marketing Association (1927-present), the Advertising Managers Association (1932-1995), and the International Media Buyers Association (1927-1984). In addition, HAT keeps the records of all major British advertising clubs, such as the Advertising Creative Circle (formed in 1945), the Publicity Club (1913), the Thirty Club (1905), the Regent Club (1951), and the Solus Club (1929). The Women's Advertising Club of London (WACL), formed in 1923 and later renamed as Women in Advertising and Communication London, has been the major voice and networking space for women employed in the advertising industry. The records of this organisation are also held at HAT and provide an unrivalled insight into how female advertising professionals interpreted their role within the industry as well as the impact of their work on other women. This marvellous collection contains the minutes of meetings and other organisational records, for example with regard to the invitation of public speakers at their meetings, who since the 1920s included David Lloyd George, Stanley Baldwin, Harold Macmillan, Edward Heath, Denis Healey, and a large number of women MPs. This collection in particular would warrant much further attention and virtually asks for a dedicated student at master level in history, media studies or sociology.

The work of the Advertising Association since the mid-1920s is directly linked to the emergence of advertising regulative bodies in the United Kingdom, the records of which are also available at HAT archive. Even before the Advertising Association was formally incorporated, the advertising professionals gathering in the organising committee decided to set up a National Vigilance Committee in 1925. This Committee first consisted of a few people only who in their spare time dealt with complaints from newspaper managers and members of the public about unlawful and misleading advertisements. In 1928, the Committee was formally reorganised, sponsored and staffed by the Advertising Association (as Advertisement Investigation Department). This department co-operated with the police and the major London newspaper houses in order to put pressure on advertisers to withdraw misleading advertisements. In the late 1930s, the Advertising Association began to put more effort into the official formulation and enforcement of advertising standards. This tradition of advertising self-regulation is reflected in the work of the Advertising Standards Authority (since 1962) and the Independent Television Authority (since 1954, now Ofcom), which enforce the Code of Advertising Practice for all marketing communication in the UK.¹³

Together, these organisational collections reflect the increasing attempts in the interwar period to organise the advertising industry along the lines of an 'accepted' and responsible industry with high professional standards. In the interwar period, the industry felt it suffered from the lack of lobby groups which could communicate the views of industry members and it realised that a framework was necessary for the regulation of advertising as well as the regulation of inter-agency competition. The organisational collections at HAT are therefore a very rich source to study how the advertising industry as a whole defined itself and conceptualised its role vis-à-vis advertising media (mainly newspapers), advertising clients, consumers, the state and other actors in politics and civil society. In addition, power negotiations between these actors are a major undercurrent in these sources. Throughout the 1930s, for example,

the Institute of Practitioners in Advertising, which represented the advertising agency interests, lobbied for the introduction of commercial radio stations in the UK. These efforts, however, were thwarted by newspaper bodies in connection with the BBC. While the BBC feared the lowering of cultural standards, newspapers feared the loss of advertising revenue. Consequently, advertising agencies had no financial incentive to invest in technical departments that could handle sound recording or the design of broadcasting programmes.

At the same time, broadcasting attracted increasing interest among American agencies such as McCann-Erickson and J. Walter Thompson. While American agencies in the 1930s began to build up expert knowledge in the area of wireless sound and picture transmission, British agencies were artificially restricted by the then major advertising medium, the newspapers, to concentrate almost exclusively on advertising in print. This example shows the tremendous power newspapers exerted over the development of British advertising. The lack of technical expertise in the area of broadcasting (which for American agencies meant both experimenting with radio *and* television since the mid-1930s) in the interwar years directly resulted in the failure of British agencies to compete with American agencies in the 1950s and 60s in areas such as the production of TV and radio commercials.¹⁴

In addition to the marketing material of manufacturers and retailers and the records of advertising organisations, HAT archive holds the records of about 25 advertising agencies, amongst them many agencies with a history running back to the nineteenth century. The most valuable collections from the point-of-view of long-term, comparative research are the papers of R. F. White (founded in 1790), Charles Barker (1812), Mather & Crowther (1850), Sells Advertising (1869), the London Press Exchange (1892), S. H. Benson (1893), Samson Clark (1896) and J. Walter Thompson (active in the UK since 1899). The significance of these collections is ultimately to be found in the insight they allow into the development of long-term relationships between advertising clients, advertising media (newspapers, poster designers, printers) and agencies over the course of two centuries of advertising service in the UK. They are also an important source of information with regard to the impact of advertising agencies on the early history of successful consumer brands in the United Kingdom, such as Bovril, Guinness, Dunlop, Lux soap, or Rowntree's cocoa. All agency collections offer a variety of types of sources, such as guardbooks (with pasted proofs of advertisement designs), correspondence, annual reports and ledgers, minutes of board and group meetings, research reports for clients as well as internally distributed research reports. In addition, most collections contain valuable promotional material produced by the agencies themselves to attract new clients. These brochures and advertisements show that the professionalized and increasingly competitive climate in advertising since the end of World War I necessitated more efforts of advertising service providers to 'sell' their skills both to prospective clients and the general public.

A theme which runs through the records of all agencies is the difficulties advertising agencies had in defining and asserting their own, genuine economic role in relation to their clients on the one side and the newspapers on Fleet Street on the other. Until well into the 1950s, newspapers exerted a considerable power over agencies due to the newspapers' ability to grant or refuse 'agency recognition' to the agents. Agents without that recognition received less commission from newspapers and were also

unable to hold an account with publishing houses. Holding such an account was important as it allowed agents to survive periods of financial hardship in case clients had ordered and placed advertisements but failed to pay for the space. In addition, newspapers were an important institution for the early advertising industry as they regularly vouched for the legitimacy and trustworthiness of individual agents and their businesses. A letter written by Samson Clark to the advertisement manager of the *Daily Telegraph* in 1896 shows that without this back-up of connections in Fleet Street it proved difficult for new agencies to attract new clients or build up a relationship to banks and creditors.¹⁵

Slowly, however, advertising agencies liberated themselves from the strong dependency on newspapers. This development is reflected in the distribution of agencies in the business geography of London over the last 200 years. Between 1800 and the 1880s, most agencies settled down in London's newspaper quarter east of Temple Bar, around Fleet Street and Fetter Lane. Around 1900, agencies slowly began to move away from that area further westwards towards the new office worlds of Holborn and Kingsway. The large American agency Dorland (before 1919, Dorland London was part of an American agency network) moved into representative offices on Regent Street in 1907. Samson Clark planned to build up his business as a 'West End agency' mainly for clients in the new department store neighbourhood between Oxford Street, Bond Street and Knightsbridge. In 1923, Samson Clark moved into new premises on Mortimer Street in direct proximity to Oxford Circus and its 'cathedrals of consumption' (Geoffrey Crossick). After World War II, J. Walter Thompson concluded this 'westward track' by settling down in Mayfair's exclusive Berkeley Square. JWT London used these premises to position itself as the leading agency in the UK and a 'posh' place led by Oxbridge graduates.

Even though other agencies smiled at the attempts of JWT London to make itself a little bit 'more British' than the British agencies themselves (jokes circulated about the 'JWT man' sporting expensive suites with carnations), this American agency succeeded in keeping a number one position amongst its rivals since the 1950s. Active in the UK since 1899, JWT made its name mainly in the 1930s for conducting the advertising campaigns for large American and British clients with great skills in the areas of consumer research and product testing. Because of these skills, JWT soon gained a reputation as a research-driven agency, with academic skills in retail economics, statistics and consumer sociology only to be rivalled by the then largest British agency, the London Press Exchange. The records of JWT at HAT archive reflect the difficulties this American agency had in negotiating its twin identities as an *American*-owned agency in *Britain*. The guardbooks and research reports at HAT documenting JWT's work for Lever and Rowntree, for example, offer much insight into the rather formulaic American approach that JWT London was using to market sweets and soap in the UK. The advertisements and the research material relating to specific designs reveal that the Rowntree and Lever teams at JWT restricted themselves to the use of a specific set of marketing approaches that had been tested and proven many times before in the United States. On the other hand, a great deal of correspondence which was exchanged between the London agency and its New York headquarters deals with the barriers JWT faced in London due to the fact that it was perceived as an 'American' agency and therefore rejected by prospective clients.¹⁶

The analysis of agency records shows that British agencies favoured the establishment of subsidiaries and semi-independent branches as a pathway to growth and to the specialisation of supplied advertising services. In the 1950s and 1960s, for example, agencies such as Charles Barker, Crawford's and the London Press Exchange founded specialised subsidiaries such as agencies dealing only with recruitment advertising, financial advertising (City branches), or public relations services (as independent PR agencies). In other cases, large agencies formed independent subsidiaries in order to avoid a clash of interests between the accounts of similar clients. The specialisation of British advertising agencies since the interwar years into subsidiaries and sub-agencies also meant that even some of the larger agencies, such as Dorland London, Crawford's or the London Press Exchange had to consult outside specialists for the contracting of poster advertising. In contrast, American agencies both in the US and the UK tended to grow into large and centrally controlled organisations, which delivered all creative and market research services from one hand through a system of account groups. Another difference between British and American agencies that is revealed in the sources is the focus of British agencies on developing and strengthening the artistic and creative side of their services, such as offering printing facilities, trained layout personnel and the latest type face. On the other hand, American agencies such as J. Walter Thompson, McCann-Erickson or Young & Rubicam strongly focussed on technical advertising innovations in the fields of market research, radio and television advertising.

One way of surviving the massively growing threat of American competitors taking over the British advertising market in the late 1950s and 1960s was to form international advertising groups of small and middle-sized agencies with networks spanning from the US, Canada and the UK across Europe and Australia. This strategy was employed by a whole number of formerly very large, now middle-sized British agencies, such as Greenly's, Spottiswoode or Samson Clark. Thus, by the 1960s it was not so much the total size of an agency that mattered but the ability to serve globally operating clients in large consumer industries with dedicated groups of account executives and creative staff. However, the agency records also show that most clients of this provenience, such as Procter & Gamble, Lever/Unilever, Beecham, Ford UK, Cadbury's, Rowntree's and Shell, chose an American agency at some point between the late 1920s and the 1960s. This left most of the formerly successful British agencies with a few prestigious clients, while the mainstay of agency income was provided by large numbers of small and middle-sized clients, such as local manufacturers, local department stores and engineering firms with limited advertising budget.

Conclusion

The collections of the History of Advertising Trust Archive provide an immensely rich source for economic, business, social and cultural historians of modern Britain. Researchers, however, also have to put up with a few fleabites when conducting work at the Archive. First of all, HAT is inconveniently situated in remote village outside Norwich. While the Norfolk landscape will please all visitors, researchers are advised to plan their trip well ahead. The nearest train stations are Norwich and Beccles. Travellers from London or Birmingham should expect more than four hours total journey time. The most convenient way perhaps is to travel by car and stay in a local

bed and breakfast, of which there are two in the immediate neighbourhood. Second, since HAT is a charitable trust, it has only limited access to government funding in order to obtain the £5,000 per week necessary to run the archive. Consequently, researchers are charged an unusually high daily research fee of up to £38 per day and £23.50 for each consecutive day. Young scholars with an interest in conducting long-term research at HAT are strongly advised to apply at the Archive for a bursary which covers the admission fees. Researchers with projects of a more limited scope will find the funding provided by British Academy, the ESRC, AHRB, or the Business Archives Council of great help.

The History of Advertising Trust Archive, HAT House, 12 Raveningham Centre, Raveningham, Norwich, NR14 6NU. Telephone: 01508 548623. Fax: 01508 548478. Email: <http://www.hatads.org.uk>.

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- ⁹ See E. Rappaport, *Shopping for pleasure: women in the making of London's West End*. Princeton 2000.
- ¹⁰ See also R. Tedlow, *New and improved: the story of mass marketing in America*. New York 1990. The example of the food manufacturers' marketing material at HAT, however, also points at some of the negative sides of a narrow understanding of "marketing heritage". By divorcing the marketing and advertising material of a company from the rest of a corporate archive, the wider context in which a marketing strategy is developed might be lost. Robert Fitzgerald's work on Rowntree for example has shown that the firm's marketing and advertising strategy can only be understood as the result of the complex interaction between the social, economic and religious beliefs of the Rowntree family members leading the company, the different spheres of managerial decision-making within the firm and their advertising agencies (first S. H. Benson, later J. Walter Thompson). This complex network of actors is now split up: the personal papers of the Rowntree family members are kept at the Joseph Rowntree Foundation Library, York, the company files are at the Borthwick Institute, York University, while Rowntree's marketing material is kept at HAT.

- ¹¹ HAT's Shell collection is particularly strong on artwork and paper advertisements. Many of the original interwar posters, however, are housed at the National Motor Museum in Beaulieu. The Shell Art collection at Beaulieu, one of the most extraordinary collections of commercial art in Britain, spans the period from the 1920s to the 1960s with most of the posters being produced during the 1930s.
- ¹² *The Times*, 22 April and 27 April 1959. See also D. LeMahieu, *A culture for democracy: mass communication and the cultivated mind in Britain between the wars*. Oxford 1988.
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- ¹⁴ For further discussion see B. Henry (ed.), *British television advertising: the first thirty years*. London 1986.
- ¹⁵ Letter Books, SAM 2/2.
- ¹⁶ HAT archive keeps the entire collection of J. Walter Thompson UK, consisting of more than 50 boxes of correspondence and research reports as well as some 630 guard books, which cover a period from about 1925 to the 1990s. In addition, HAT keeps the papers of the late George Butler, Head of Art at JWT for over 20 years. The personal papers of John Treasure, particularly relating to his time at J. Walter Thompson, are also kept at HAT. John Treasure, who died in 2004, was Chairman of JWT London from 1967 to 1974. Throughout the 1960s, 70s and 80s he was known to a wider audience as "Mr. Advertising" due to his many appearances on the media defending the position of the advertising industry against its critics. In the 1970s, Treasure became advertising and communication adviser to the Conservative party and recommended them to appoint a then little known advertising agency called Saatchi & Saatchi (whose vice chairman he later became). JWT's American archive is housed at the John W. Hartman Center for Sales, Advertising and Marketing History at Duke University, North Carolina. The Hartman Center awards a number of research grants every year to allow overseas researchers to study the extensive JWT collection (see <http://scriptorium.lib.duke.edu/hartman>).

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farming labour book 1914-1946 (MISC DON 1253).

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Norfolk Record Office, The Archive Centre, Martineau Lane, Norwich, NR1 2DQ: Daniels Ltd, seed growers, nurserymen and florists, Norwich: seed catalogues 1883-1927 (ACC 2003/172); Kerkham Farms Ltd, Clenchwarton and Terrington St Clement: accounts and farming diaries 1947-1982 (ACC 2004/177, 198); Quaker Farm, Spixworth: accounts 1899-1972 (ACC 2004/141); Cyril Ward, market gardener, Great Yarmouth: diaries 1949-1987 (ACC 2003/188); Wattlefield Farm rental 1880 (ACC 2004/91).

Reading University: Museum of English Rural Life, Redlands Road, Reading, RG1 5EX: Charles Bucknell, farmer, Berkshire: personal and farm accounts with other financial papers c1949-52 (DX1540).

Shropshire Archives, Castle Gates, Shrewsbury, Shropshire, SY1 2AQ: Harlescott Livestock Market, Shrewsbury: market superintendent's report book 1913-1941 (Acc 7155).

Stirling Council Archive Service, 5 Borrowmeadow Road, Stirling, Stirlingshire, FK7 7UW: Glenample farm, Lochearnhead: diaries 1879-1908.

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: Slocock family, nurserymen, of Surrey: records incl notebooks of Walter Charles Slocock, and papers rel to their nursery businesses, Goldsworth Old Nurseries, Knaphill Nursery Ltd and Slococks Nursery 1774-2000 (7562); Glosters Ltd, horticultural merchants, Woking: business records 20th cent (7655); John Sherwill, farmer, Chipstead: accounts 1899-1929 (7674).

Wiltshire and Swindon Record Office, Libraries and Heritage HQ, Wiltshire County Council, Bythesea Road, Trowbridge, Wiltshire, BA14 8BS: Drew family of Burcombe: farm account books 1811-1948 (3422); William Bartrop & Co Ltd, agricultural engineers, Highworth: deeds and accounts 1776-1988 (3454); EH Edmonds, agricultural machinist and threshing machine contractor, Wootton Bassett: clients' account ledger 1899-1907 (3407).

Architects

Bedfordshire and Luton Archives and Record Service, County Hall, Cauldwell Street, Bedford, Bedfordshire, MK42 9AP: Inskip Partnership, architects, Bedford (addnl): architectural plans 20th cent (Z1109).

Birmingham City Archives, Central Library, Chamberlain Square, Birmingham, B3 3HQ: F W B Charles, architect: records (MS2489); John Madin Design Group, Birmingham: additional records (MS2492).

City of Westminster Archives Centre, 10 St Ann's Street, London, SW1P 2DE: Rolf Arthur Jensen, architect: papers rel to redevelopment of Paddington, incl Hall Park scheme 1945-1957 (Acc 2367).

Cornwall Record Office, Old County Hall, Truro, Cornwall, TR1 3AY: John Crowther, architect, Truro: records 1900-1999 (X1239).

Derbyshire Record Office, New Street, Matlock, Derbyshire, DE4 3AG: William

Porden, architect: accounts, corresp, diaries 1784-1828 (D3287/11/3, D3311/2-3, D3311/4/1).

Devon Record Office, Great Moor House, Bittern Road, Sowton, Exeter, Devon, EX2 7NL: Frank T Crowe, architect: church restoration files and plans 1955-1996 (64690).

Durham University Library, Archives and Special Collections: Palace Green Section, Palace Green, Durham, DH1 3RN: Hayton, Lee & Braddock, architects and surveyors, Durham: additional files rel to their work as diocesan architects to Durham 20th cent (HLB).

Edinburgh University Library, Special Collections, George Square, Edinburgh, Midlothian, EH8 9LJ: Edward Taylor, architect: papers, plans and drawings rel to McEwan Hall refurbishment c1990-1999 (E.2004.3).

Gloucestershire Record Office, Clarence Row, off Alvin Street, Gloucester, GL1 3DW: Kenneth B Mackenzie, architect, Bibury: project corresp and papers 1920-1969 (D10000).

Jersey Archive, Jersey Heritage Trust, Clarence Road, St Helier, Jersey, JE2 4JY: Barnes & Collie, architects, Jersey: project files and plans for Morier House and Belle Vue 1998-2002 (JA/947).

Lancashire Record Office, Bow Lane, Preston, Lancashire, PR1 2RE: Sir George Grenfell-Baines, architect and founder of Building Design Partnership: professional and personal papers, mainly corresp and reports c1921-2000 (DDGB acc 9637).

Norfolk Record Office, The Archive Centre, Martineau Lane, Norwich, NR1 2DQ: John Edward Burton, architect, Norwich: further papers 1889-1959 (ACC 2003/184, ACC 2004/87); HR Rix Ltd, architects, Great Ellingham: further plans and papers 20th cent (ACC 2003/231).

Nottinghamshire Archives, County House, Castle Meadow Road, Nottingham, NG2 1AG: F W B Charles, architect: Nottinghamshire papers 1964-89 (acc 6695); F W Tempest & Son, architect and surveyor, Mansfield: records 20th cent (acc 6688).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: John Brownrigg, architect: additional papers incl architectural drawings 20th cent (7350add).

The Record Office for Leicestershire, Leicester and Rutland, Long Street, Wigston Magna, Leicester, Leicestershire, LE18 2AH: Albert Herbert, architect, Leicester: papers rel to architectural practice and local history work c1900-50 (DE6717).

University of Westminster Archives, Archive Services ISLS, 4-12 Little Titchfield Street, London, WIW 7UW: Cecil Max Lock, architect, town planner: additional records produced and collected by Max Lock and the Max Lock Group 1940-1959 (DC MLA).

Warwickshire County Record Office, Priory Park, Cape Road, Warwick, Warwickshire, CV34 4JS: Hawkes, Edwards & Cave, architects: additional plans rel to property in Warwickshire c1950-1980 (CR3912).

Wiltshire and Swindon Record Office, Libraries and Heritage HQ, Wiltshire County Council, Bythesea Road, Trowbridge, Wiltshire, BA14 8BS: Mrs M Maxwell, architect, Wiltshire: corresp and plans rel to churches and private clients c1960-2000 (3450); Sarum Partnership, architects: ledgers and client papers particularly rel to property in The Close, Salisbury 1948-90 (3001).

Auctioneers, Estate Agents and Surveyors

Cheshire and Chester Archives and Local Studies, Duke Street, Chester, Cheshire, CH1

IRL: Peter Stephen, land agent and surveyor, Mollington: 'drainage book' containing records of drainage work, accounts, schedules of fields, sketch maps and memoranda 1892-1914 (D 6671).

Essex Record Office, Wharf Road, Chelmsford, Essex, CM2 6YT: Ernest Jennings, auctioneer, surveyor and estate agent, Saffron Walden: further records 1897-1974 (D/F 261).

Glamorgan Record Office, Glamorgan Building, King Edward VII Avenue, Cathays Park, Cardiff, Glamorgan, CF10 3NE: Stephenson & Alexander, chartered surveyors, chartered auctioneers and estate agents, Cardiff: additional papers 1870-1983 (DSA).

Gwynedd Archives, Caernarfon Record Office, Victoria Dock, Caernarfon, LL55 1SH: Yale & Harcastle, chartered surveyors: additional records (XD35).

Medway Archives and Local Studies Centre, Civic Centre, Strood, Rochester, ME2 4AU: JD Walter & Sons, estate agents, Chatham: records of lettings, title deeds and valuations c1740-1980 (DE938).

Banking, Finance and Insurance

Ayrshire Archives, Ayrshire Archives Centre, Craigie Estate, Ayr, KA8 0SS: Thomas Byrne, pawnbroker, Saltcoats: day book 1891-1892 (Accession 1022).

Cambridge University Library, Department of Manuscripts and University Archives, West Road, Cambridge, Cambridgeshire, CB3 9DR: Phoenix Assurance Co Ltd, London: ledgers 1932-96 and assignments, transfers, mortgages and other papers 1865-1985 1865-1996 (MS Phoenix PX (addnl)).

Centre for Buckinghamshire Studies, County Hall, Walton Street, Aylesbury, Buckinghamshire, HP20 1UU: Buckinghamshire Building Society: annual reports 1929-63 (D-X 1707).

Cumbria Record Office and Local Studies Library, Barrow, 140 Duke Street, Barrow-in-Furness, LA14 1XW: Furness Building Society: accounts and annual report 1970-1977 (BDB 67).

Glamorgan Record Office, Glamorgan Building, King Edward VII Avenue, Cathays Park, Cardiff, Glamorgan, CF10 3NE: Liverpool & London & Globe Insurance Co Ltd: Cardiff board minutes 1913-1939 (D260).

Guildhall Library, Aldermanbury, London, Greater London, EC2P 2EJ: Clayton, Morris & Co, scribes, merchant bankers and estate agents: additional letters and papers 1664-75 (Acc 2004/003, 017, 038, 054); London Stock Exchange: Restrictive Practices Case Committee records 1976-90 (Ms 35759); Union Discount Co of London Ltd: historical card index of individuals and organisations with which the company had contact, with photographs and late 19th cent minutes 19th-20th cent (Acc 2004/051).

Lincolnshire Archives, St Rumbold Street, Lincoln, LN2 5AB: Royal Insurance Co Ltd: Lincoln branch, life policy register and building insurance register 1855-1929 (MISC DON 1270).

London University: London School of Economics Library, Archives Division, Lionel Robbins Building, 10 Portugal Street, London, WC2A 2HD: Ionian Bank: additional corresp 1930-1960 (IONIAN BANK).

Manchester Archives and Local Studies, Central Library St Peter's Square, Manchester, Greater Manchester, M2 5PD: Independent Insurance Company Limited: records incl minutes, agenda books, register of particulars of Directors and Managers,

accounts, salary book 1904-2004 (2004/49).

Medway Archives and Local Studies Centre, Civic Centre, Strood, Rochester, ME2 4AU: Eagle Star Insurance Co Ltd: Chatham branch: branch records (DE938).

The Record Office for Leicestershire, Leicester and Rutland, Long Street, Wigston Magna, Leicester, Leicestershire, LE18 2AH: J H Shaw & Co, insurance brokers: ledger, corresp, and misc records 1865-1917 (DE6611).

Warwickshire County Record Office, Priory Park, Cape Road, Warwick, Warwickshire, CV34 4JS: Alliance Assurance Co Ltd: Kenilworth agency register of fire policies 19th cent - 20th cent (CR3864).

Wolverhampton Archives and Local Studies, 42-50 Snow Hill, Wolverhampton, Staffordshire, WV2 4AG: Wolverhampton Plate Glass Insurance Company: ledger c1912-1982 (DX-962).

Brewing

Canterbury Cathedral Archives, The Precincts, Canterbury, Kent, CT1 2EH: Ridgens Brewery, Canterbury: rent accounts and receipts 1803-34 (U457).

Essex Record Office, Wharf Road, Chelmsford, Essex, CM2 6YT: Harry Ruse, innkeeper, Radwinter: ledger, with letters and papers 1897-1910 (D/F 261 addl).

London Metropolitan Archives: Joint Archive Service of the Corporation of London, 40 Northampton Road, London, EC1R 0HB: Courage, Barclay and Simmonds Ltd, brewers: Courage family letters 1832-1970 (ACC/2305/08 (B04/008)).

Shropshire Archives, Castle Gates, Shrewsbury, Shropshire, SY1 2AQ: Southam's Brewery Ltd, Shrewsbury: additional records 19th -20th cent (Acc 7171).

Building, Construction and Supplies

Cambridgeshire County Record Office, Cambridge Shire Hall, Cambridge, CB3 0AP: HW Hunt, builders, Cambridge: account books 1919-26, 1932-45 and ledgers 1919-24, 1939-50 1919-1950 (R104/112).

Cheshire and Chester Archives and Local Studies, Duke Street, Chester, Cheshire, CH1 1RL: Collin family, builders, Warrington: letter books, cash book and other records 1868-1960 (D 6783).

Cumbria Record Office, Carlisle Headquarters, The Castle, Carlisle, Cumbria, CA3 8UR: Joseph and Thomas Hindson, joiners, Culgaith: wage book 1832-1877 (DB 150); Raine family, builders, slaters and monumental masons, Croglin: corresp, notebooks, specifications for building works and other records 1821-1931 (DX 1755).

Dumfries and Galloway Archives, Archive Centre, 33 Burns Street, Dumfries, Dumfriesshire, DG1 2PS: Peter Drummond, plumber and gasfitter, Dumfries: corresp, bills and estimates 1869-1950 (GGD543).

Ealing Local History Centre, Central Library 103 Ealing Broadway Centre, London, Greater London, W5 5JY: Secrett, builders, Ealing: letter books 1916-1930 (335).

Essex Record Office, Wharf Road, Chelmsford, Essex, CM2 6YT: Baker & Sons, builders and undertakers, Danbury: further records, with Danbury Village Hall Trust account book 1910-1940 (D/F 268 addl); Thomas and Arthur Levey, bricklayers and carpenters, Stansted Mountfitchet: ledgers and day books 1818-1911 (D/F 274); Joseph Thurgood, carpenter, Widdington: wages book and day work sheets 1883-1888 (D/F 275).

Glamorgan Record Office, Glamorgan Building, King Edward VII Avenue, Cathays Park, Cardiff, Glamorgan, CF10 3NE: Aberthaw & Bristol Channel Portland Cement Co: records of weekly earnings, tenders and contracts, and test manufacture ledgers 1913-1965 (D327).

Gloucestershire Record Office, Clarence Row, off Alvin Street, Gloucester, GL1 3DW: John Hopkins & Son (Gloucester) Ltd, stonemasons: accounts, drawings, photographs and papers 1877-1989 (D2932); John Hopkins & Son (Gloucester) Ltd, stonemasons: additional records, corporate and project papers 1910-1989 (D2932); HH Martyn & Co Ltd, architectural metal workers, joinery manufacturers and ship furnishers: additional papers and photographs 1899-2003 (D5922).

Hertfordshire Archives and Local Studies, County Hall, Hertford, SG13 8EJ: TC Firmin, builders and funeral directors, Cheshunt: accounts 1895-1923 (Acc 4078).

Lancashire Record Office, Bow Lane, Preston, Lancashire, PR1 2RE: Humphry Repton, landscape gardener: red book for Lathom House, Lancashire 1792 (DP 504 acc 9622); The Wall Paper Manufacturers Ltd, Darwen: committee minutes, company files, information on overseas agencies, photo books, records of Shand Kydd Ltd and successor bodies 1918-2003 (DDWAL acc 9585).

Norfolk Record Office, The Archive Centre, Martineau Lane, Norwich, NR1 2DQ: Taylor, timber merchants, of Hoveton and Wroxham: historical notes and photographs c1950-1994 (ACC 2004/24).

Nottinghamshire Archives, County House, Castle Meadow Road, Nottingham, NG2 1AG: Nixon Knowles & Co Ltd, timber merchants, Nottingham: minutes, financial records, deeds and shareholders records 1857-1998 (6519).

Plymouth and West Devon Record Office, Unit 3, Clare Place, Plymouth, Devon, PL4 0JW: Henry Francis Mills, builder, Plymouth: plans, accounts and corresp c1940-69 (Acc 3007).

Rotherham Metropolitan Borough Archives and Local Studies Section, Central Library, Walker Place, Rotherham, S65 1JH: Guest & Chrimes Ltd, brass founders, sluice valve manufacturers and builders merchants, Rotherham: additional records comprising employee agreements book and indexes to drawings c1860-1925 (33/B).

Scottish Borders Archive and Local History Centre, St Mary's Mill, Selkirk, Selkirkshire, TD7 5EW: John Little, mason and builder, Denholm: day book 1848-1878 (SBA/300)

Shakespeare Birthplace Trust Records Office, The Shakespeare Centre Henley Street, Stratford-upon-Avon, CV37 6QW: William Harrison, carpenter, Stratford-on-Avon: account books 1815-35 (DR 1144).

Shropshire Archives, Castle Gates, Shrewsbury, Shropshire, SY1 2AQ: Walter Edward Tomlinson, carpenter, farmer and coffin maker, Petton: cash book and ledgers 1864-1942 (Acc 7201).

Suffolk Record Office, Bury St Edmunds Branch, Raingate Street, Bury St Edmunds, Suffolk, IP33 2AR: WB Kingsbury & Sons, builders, Boxford: records 1900-1964 (HC 572).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: HL Lacey (Leatherhead) Ltd, builders: customer ledger and copy minutes of the Mid-Surrey and District Local Joint Apprenticeship Committee for the Building Industry 1934-62 (7396add); CJ Norrington & Son Ltd, builders, Epsom: additional records c1979-89

(7536); Fred Smith & Sons, builders, Tadworth: contracts account book 1927-34 (7578).

The Record Office for Leicestershire, Leicester and Rutland, Long Street, Wigston Magna, Leicester, Leicestershire, LE18 2AH: Robert Allen, stonemason, Old Dalby: account books 1855-1871 (DE6629).

Worcestershire Record Office, County Hall Branch, County Hall, Spetchley Road, Worcester, WR5 2NP: Braziers of Bromsgrove, builders: minute books, ledgers and misc papers 1897-2003 (13999).

Chemical Industries

Ayrshire Archives, Ayrshire Archives Centre, Craigie Estate, Ayr, KA8 0SS: Nobel's Explosives Co Ltd, explosives and chemical manufacturers, Ardeer: records incl accounts, promotional material and photographs (Accession 1055).

Birmingham City Archives, Central Library, Chamberlain Square, Birmingham, B3 3HQ: Hermetic Rubber Company, Birmingham: records (MS2465).

Cumbria Record Office and Local Studies Library, Whitehaven, Scotch Street, Whitehaven, Cumbria, CA28 7NL: Albright & Wilson Ltd, chemical manufacturers: minutes of predecessor companies in Whitehaven area 1939-1991 (YDB 59).

Hertfordshire Archives and Local Studies, County Hall, Hertford, SG13 8EJ: Imperial Chemical Industries Ltd, Plastics Division, Welwyn Garden City (addnl): minutes and reports 1942-78, aerial photographs, plans and elevations 1921-76 and magazines and guide books 1948-82 1921-1982 (Acc 4080).

Lancashire Record Office, Bow Lane, Preston, Lancashire, PR1 2RE: Joshua Margerison & Co Ltd, soap manufacturers, Preston: accounts, recipe books and production records c1880-1950 (DDX 2473 acc 9700).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: Nutfield Manufacturing Co Ltd, South Nutfield: records incl minutes and accounts c1925-2003 (7572).

Tyne and Wear Archives Service, Blandford House, Blandford Square, Newcastle Upon Tyne, NE1 4JA: United Alkali Co Ltd: Allhusen works wages book 1905-08 (DX1150).

Co-operative Societies

Essex Record Office, Wharf Road, Chelmsford, Essex, CM2 6YT: Saffron Walden and District Co-operative Society: day books 1906-1911 (D/Z 220 addl).

National Library of Scotland, Manuscript Collections, George IV Bridge, Edinburgh, Midlothian, EH1 1EW: North Angus Co-operative Society Ltd: minutes, financial and other records of predecessor societies 1861-1984 (Acc.12383).

Electrical Industries

Essex Record Office, Wharf Road, Chelmsford, Essex, CM2 6YT: The Marconi Company Ltd, manufacturers of wireless, broadcasting and marine communications equipment, avionics, defence systems, etc, Chelmsford: further photographs and photographic negatives 20th cent (D/F 277).

Institution of Electrical Engineers Archives Department, Savoy Place, London, Greater London, WC2R 0BL: Papers rel to the history of The Electrical Power Storage Company 1892-1943 (NAEST 173)

Gwynedd Archives, Meirionnydd Record Office, Cae Penarlag, Dolgellau, Merionethshire, LL40 2YB: Trawsfynydd Nuclear Power Station: records 1961-2000 (Z/M 5874).

Oxford University: Bodleian Library, Special Collections and Western Manuscripts, Broad Street, Oxford, Oxfordshire, OX1 3BG: The Marconi Company Ltd, manufacturers of wireless, broadcasting and marine communications equipment, avionics, defence systems, etc, London: minutes, registers, share records, seal books, historical files, drawings registers, engineers' reports, catalogues, photographs, press cuttings 1897-1992 (GEC).

Suffolk Record Office, Ipswich Branch, Gatacre Road, Ipswich, Suffolk, IP1 2LQ: Martin & Newby, electricians, Ipswich: records 1873-1983 (HC 473).

Walsall Local History Centre, Essex Street, Walsall, Staffordshire, WS2 7AS: Walsall Electrical Company Ltd: records 1892-2004 (Acc. No. 1200).

Employers, Trade and Business Associations

Walsall Local History Centre, Essex Street, Walsall, Staffordshire, WS2 7AS: Walsall Retail Credit Traders Association: papers, corresp and photographs 1937-1986 (Acc.No.1177).

Institution of Mechanical Engineers Library, 1 Bird Cage Walk, London, Greater London, SW1H 9JJ: British Internal Combustion Engine Manufacturers' Association: minutes and register of directors 1939-1990 (Acc 1037).

Warwick University: Modern Records Centre, University Library, Coventry, CV4 7AL: Confederation of British Industry: records (MSS.200C).

Engineering and Machine Making

Ayrshire Archives, Ayrshire Archives Centre, Craigie Estate, Ayr, KA8 0SS: Glenfield & Kennedy Ltd, hydraulic engineers, Kilmarnock: plant journals 1899-1940 (Accession 948).

Bury Archives Service, Moss Street, Bury, Greater Manchester, BL9 0DG: Thomas Holt Ltd, textile machinery manufacturers, Rochdale: account books and papers 1936-1950.

Carmarthenshire Archive Service, Parc Myrddin Richmond Terrace, Carmarthen, Carmarthenshire, SA31 1DS: Waddle Engineering & Fan Co Ltd: corresp, papers and deeds c1820-1939.

Cheshire and Chester Archives and Local Studies, Duke Street, Chester, Cheshire, CH1 1RL: Hydraulic Engineering Co Ltd, Chester: minutes, memorandum, agreements, register of members, register of young persons, shares papers, letter books and misc records 1874-1984 (ZCR 6653).

Centre for Buckinghamshire Studies, County Hall, Walton Street, Aylesbury, Buckinghamshire, HP20 1UU: W Heady, wheelwright, Linlade: day books 1890-93 (D-X 1691).

Derbyshire Record Office, New Street, Matlock, Derbyshire, DE4 3AG: Bryan Donkin Co Ltd, mechanical and gas engineers and valve manufacturers, Chesterfield: additional records 20th cent (D6176).

Dudley Archives and Local History Service, Mount Pleasant Street, Coseley, Dudley, WV14 9JR: Cotmor Tool & Presswork Co Ltd, Dudley: records 20th cent (Acc 9301);

Cromwell Engineering Company (Dudley) Ltd: accounts, corresp and plans (Acc 9300); Industrial Furnaces Ltd, Brierley Hill: accounts, corresp and plans (Acc 9298).

Gloucestershire Record Office, Clarence Row, off Alvin Street, Gloucester, GL1 3DW: Platt & Fielding Ltd, engineers: additional records, ledgers and registers 1890-1949 (D7338).

Institution of Mechanical Engineers Library, 1 Bird Cage Walk, London, Greater London, SW1H 9JJ: Alfred Craven, mechanical engineer: papers, incl draft unpublished autobiography concerning post-war work for Rendel, Palmer and Tritton 1903-1965 (IMS 483); George Allan Fenn Hally, mechanical engineer: career papers incl notes and photographs on the development of the Staffa motor at Chamberlain Industries Ltd 1953-1957 (IMS 486); Notebook of Thomas Wilks rel to rules and regulations for the foreman mechanic at the Dos Nail Works, Newport, Wales. 1848 (Acc 1038).

Liverpool Record Office, City Libraries, William Brown Street, Liverpool, L3 8EW: James Buchanan & Son Ltd, engineers, Liverpool: additional records 20th cent (Acc 5880).

Manchester University: John Rylands Library, Oxford Road, Manchester, Greater Manchester, M13 9PP: Simon Engineering Group plc: records of Henry Simon Ltd, milling machine manufacturers, and Simon-Carves Ltd, coke-oven and chemical plant manufacturers 19th cent (Acc 2004/025).

National Railway Museum Research Centre, Leeman Road, York, YO26 4XJ: Dubs & Co, locomotive manufacturers: engineering drawings (2004-7074); Nasmyth, Wilson & Co Ltd, ironfounders, locomotive, hydraulic and general engineers: engineering drawings (2004-7074); Peckett & Sons Ltd, locomotive engineers: engineering drawings c1900-40 (2004-7074); Robert Stephenson & Co Ltd, locomotive manufacturers and shipbuilders: drawings (5) of the 'Rocket', by John Dobson Wardale, head draughtsman 1859 (2004-7175).

Peterborough Archives Service, Peterborough Central Library, Broadway, Peterborough, PE1 1RX: Baker Perkins Ltd, engineers, Peterborough: records c1890-1989 (PAS/BPA).

Reading University: Museum of English Rural Life, Redlands Road, Reading, RG1 5EX: Allen & Sons (Oxford) Ltd, power equipment manufacturers: journals and articles of apprenticeship 1927-60 (DX1441).

Renfrewshire Archives, Room 24, North Building, Cotton Street, Paisley, Renfrewshire, PA1 1TR: Clyde Combustions Ltd, oil fuel burner manufacturers, Glasgow: directors minutes, memoranda and articles of association, accounts, wages records 1920-1973 (R3). *Rotherham Metropolitan Borough Archives and Local Studies Section, Central Library, Walker Place, Rotherham, S65 1JH:* John Baker & Bessemer Ltd, railway wheel, tyre and axle manufacturers: additional records, pamphlets, lantern slides, photographs, press cuttings c1890-1980 (R952).

Senate House Library, University of London, Palaeography Room Senate House Malet Street, London, Greater London, WC1E 7HU: S. Hammond, coach builder, Brighton: manuscript book containing estimates for cost of repair of horse drawn vehicles (MS 1016).

Sheffield Archives, 52 Shoreham Street, Sheffield, South Yorkshire, S1 4SP: Sheffield Forgemasters Engineering Ltd: plans, incl rel to predecessor companies c1950-2000 (2004/48).

Stirling Council Archive Service, 5 Borrowmeadow Road, Stirling, Stirlingshire, FK7 7UW: Grampian Engineering & Motor Co Ltd, disinfecting apparatus makers, Stirling: records 1886-1957.

Suffolk Record Office, Ipswich Branch, Gatacre Road, Ipswich, Suffolk, IPI 2LQ: Crane Ltd, heating engineers, Ipswich: records c1920-1989 (HC 477).

Tyne and Wear Archives Service, Blandford House, Blandford Square, Newcastle Upon Tyne, NE1 4JA: GS Adamson, naval armaments designer: workbook rel to research on gun mountings for Vickers Armstrong 1921-38 (DX1126).

Warwickshire County Record Office, Priory Park, Cape Road, Warwick, Warwickshire, CV34 4JS: Potterton Boilers Ltd, Warwick: minutes, accounts, corresp files, advertising and publicity material c1890-1994 (CR3861); Willans & Robinson Ltd, mechanical engineers, Rugby: minutes 1888-1895 (CR3930); Wheelwright, Long Marston: account book c1790-1824 (CR3916).

Wiltshire and Swindon Record Office, Libraries and Heritage HQ, Wiltshire County Council, Bythesea Road, Trowbridge, Wiltshire, BA14 8BS: Barrett & Son, wagon works, Wroughton: day books, ledgers and firm diary 1893-1967 (3457).

Wolverhampton Archives and Local Studies, 42-50 Snow Hill, Wolverhampton, Staffordshire, WV2 4AG: J A Norman, employee of Villiers Engineering Co Ltd: papers c 1925-1960 (DX-935).

Family Business Papers

British Library, Asia, Pacific and Africa Collections (previously Oriental and India Office Library), 96 Euston Road, London, NW1 2DB: Ledger family of Southwark: family business papers including documents on supply of cloth wrapping to East India Co 1788-1831 (Mss Eur 520).

Exeter University Library (Special Collections), Old Library, University of Exeter, Prince of Wales Road, Exeter, EX4 4SB: Whittall family of Exeter: family papers incl records rel to commercial activities in Turkey 1900-1999 (MS 259).

Flintshire Record Office, The Old Rectory, Hawarden, Flintshire, CH5 3NR: Yorke family of Erddig: additional deeds, legal and financial papers, and leases of coal mines in Wrexham and Ruabon 1840-1973 (D/E).

Gloucestershire Record Office, Clarence Row, off Alvin Street, Gloucester, GL1 3DW: Lysons family of Hempsted: ms account book of Daniel Lysons, merchant, rel to the Hempsted estate and businesses in Bristol 1717-1790 (D9848).

Guildhall Library, Aldermanbury, London, Greater London, EC2P 2EJ: John Moore, Knight MP Lord Mayor of London: additional letters and papers, incl corresp rel to lead trade 1669-1700 (MS 29445/1, Acc 2004/016, 037, 055); Alan Wood: personal reminiscences and notes rel to Borneo Co, general merchants in the Americas and the Far East, particularly Sarawak and Thailand c2000 (Acc 2004/040).

Norfolk Record Office, The Archive Centre, Martineau Lane, Norwich, NR1 2DQ: King's Lynn and West Winch: papers rel to the Anderson, Elyard, Overton and Spratt families 1798-1990, incl accounts of Walker & Anderson, ironmongers, King's Lynn 1936-54 1798-1990 (ACC 2004/1).

North Lanarkshire Archives, 10 Kelvin Road, Cumbernauld, Lanarkshire, G67 2BA: Carrick-Buchanan family of Drumpellier: additional coal mining records 18th cent-19th cent (U1).

Rotherham Metropolitan Borough Archives and Local Studies Section, Central Library, Walker Place, Rotherham, S65 1JH: Habershon family, steel manufacturers, of Rotherham: corresp and notes rel to Walker's iron works, mining and other subjects, with family and industrial photographs 19th-20th cent (382/F).

Shropshire Archives, Castile Gates, Shrewsbury, Shropshire, SY1 2AQ: Mary Wood of Berrington: account book 1820-1830 (Acc 7113/2); Richard Wood, Conover: account book rel to farming work 1709-1722 (Acc 7113).

Tate Gallery Archive, Hyman Kreitman Research Centre, Tate Britain, Millbank, London, SW1P 4RG: Marcus Brumwell, businessman, art patron and collector: personal and business papers 1939-84 (TGA 20046).

Warwickshire County Record Office, Priory Park, Cape Road, Warwick, Warwickshire, CV34 4JS: Henry Wincott of Stoke Newington: account book 1879-1908 (CR3906).

Food and Food Processing

Ayrshire Archives, Ayrshire Archives Centre, Craigie Estate, Ayr, KA8 0SS: James Kirkwood, baker, Maybole: order and receipt books c1940-1980 (Accession 951).

Birmingham City Archives, Central Library, Chamberlain Square, Birmingham, B3 3HQ: Frank Starkey, baker, Birmingham: records (2004/147).

Cambridgeshire County Record Office, Cambridge Shire Hall, Cambridge, CB3 0AP: Spillers Ltd, millers, bakers, confectioners and animal food manufacturers, Cambridge and London: misc papers, newscuttings and photographs rel to Cambridge premises c1852-20th cent (R104/057, 069).

Cumbria Record Office and Local Studies Library, Whitehaven, Scotch Street, Whitehaven, Cumbria, CA28 7NL: WBG PLC: minutes, accounts and papers 1955-2003 (YDB 55).

Derbyshire Record Office, New Street, Matlock, Derbyshire, DE4 3AG: JA Martin, butcher, Alvaston: records c1950-2000 (D6315); Nestle Co, food and drink manufacturers, Ashbourne: records and ephemera 20th cent (D6318).

Edinburgh City Archives, Department of Corporate Services, City Chambers, High Street, Edinburgh, Midlothian, EH1 1YJ: Melroses Ltd, tea and coffee merchants, Leith: records 1815-1974 (Acc 690).

Essex Record Office, Wharf Road, Chelmsford, Essex, CM2 6YT: Boleyn's Dairies, Bocking: milk carrier's round book 1917-1918 (D/F 272).

Island Archives Service, Guernsey, 29 Victoria Road, St Peter Port, Guernsey, GY1 1HU: R J Collins, confectioner, Guernsey: photographs and papers 1900-1949 (AQ 754/01-27, 755/01).

London Metropolitan Archives: Joint Archive Service of the Corporation of London, 40 Northampton Road, London, EC1R 0HB: J Lyons & Co Ltd, food manufacturers and caterers, London: photographs of staff and customer contact manual 1875-1877 (P76/TMS); J Lyons & Co Ltd, food manufacturers and caterers, London: corresp relating to estates 1925-1971 ((B04/145)).

Merseyside Record Office, Central Library, William Brown Street, Liverpool, Lancashire, L3 8EW: William Crawford & Sons Ltd, biscuit manufacturers: Liverpool staff ledgers 1916-1925 (Acc 2004/3).

Norfolk Record Office, The Archive Centre, Martineau Lane, Norwich, NR1 2DQ: RH Clarke Ltd, millers, Great Yarmouth: ledger 1929-1934 (ACC 2003/248).

Plymouth and West Devon Record Office, Unit 3, Clare Place, Plymouth, Devon, PL4 0JW: Coates & Co (Plymouth) Ltd, gin distillers: deeds and papers 1800-1999 (Acc 2998).

Southampton Archives Office, South Block, Civic Centre, Southampton, Hampshire, SO14 7LY: Hine family, cognac makers, of Southampton: photographs and papers (acc 6473).

West Sussex Record Office, Sherburne House 3 Orchard Street, Chichester, West Sussex, PO19 1RN: C. Shippam Ltd, potted meat paste manufacturers, Chichester: additional records 1861-1967 (Acc 13402).

Wiltshire and Swindon Record Office, Libraries and Heritage HQ, Wiltshire County Council, Bythesea Road, Trowbridge, Wiltshire, BA14 8BS: Rawlings, James & Phillips, millers and animal food manufacturers, Calne: inventories, accounts and reports 1917-1980 (3420).

Worcestershire Record Office, County Hall Branch, County Hall, Spetchley Road, Worcester, WR5 2NP: Bennett's Dairies & Farms Ltd, dairymen, Worcester: records rel to milk delivery business 1937-1960 (14105).

Funeral Directors and Undertakers

Barking and Dagenham Archives and Local Studies Centre, Valence House Museum, Becontree Avenue, Dagenham, Essex, RM8 3HT: Robert Sagggers funeral directors, London: funeral account books 1828-1883 (ACQ2004/14).

Cumbria Record Office, Carlisle Headquarters, The Castle, Carlisle, Cumbria, CA3 8UR: T Lawson, funeral directors, Carlisle: additional records incl corresp and plans 1959 (DB 140).

Kingston Museum and Heritage Service, North Kingston Centre, Richmond Road, Kingston-upon-Thames, Greater London, KT2 5PE: Farebrothers Funeral Directors, Kingston: funeral ledgers c1870-1969 (KX407).

Southampton Archives Office, South Block, Civic Centre, Southampton, Hampshire, SO14 7LY: George Rowthorn & Son, undertakers, Southampton: day books and ledger 1927-64 (acc 6511).

Furniture

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: Williamson & Sons, antique furniture dealers, upholsterers and cabinet makers, Guildford: stock ledgers 1914-1955 (7679).

Gas

Ayrshire Archives, Ayrshire Archives Centre, Craigie Estate, Ayr, KA8 0SS: West Kilbride Gas Light Co Ltd: consumers members book 1913-1931 (Accession 1024).

Lincolnshire Archives, St Rumbold Street, Lincoln, LN2 5AB: Woodhall Spa Gas and Water Company: records 1886-1964 (HM).

Warrington Library, Museum and Archives Service, Museum Street, Warrington, WA1 1JB: Warrington Gas Works: manager's reports 1877-1889 (WMS 2860).

Glass and Earthenware

Lancashire Record Office, Bow Lane, Preston, Lancashire, PR1 2RE: Abbott & Co Ltd,

glass stainers, Lancaster: records c1900-2000 (MBLA acc 9693); Shrigley & Hunt Ltd, stained glass window manufacturers, Lancaster: records 1900-2000 (MBLA acc 9693).
Norfolk Record Office, The Archive Centre, Martineau Lane, Norwich, NR1 2DQ: G King & Son, lead glaziers and stained glass conservators, Norwich: records c1927-2003 (ACC 2004/53).

Hotels

Gwynedd Archives, Meirionnydd Record Office, Cae Penarlag, Dolgellau, Merionethshire, LL40 2YB: Pengwern Arms Hotel, Llan Ffestiniog: visitors' books 1867-1923 (Z/M 5767).

Norfolk Record Office, The Archive Centre, Martineau Lane, Norwich, NR1 2DQ: Victoria House Private Hotel, Hunstanton: accounts c1963-1980 (ACC 2004/108).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: Anchor hotel, Ripley: cyclists' visitor books (giving dates, cycling club details etc) 1881-95 (7597).

Wolverhampton Archives and Local Studies, 42-50 Snow Hill, Wolverhampton, Staffordshire, WV2 4AG: Molineux Hotel, Wolverhampton: visitors book c1907-1909 (DX-957).

Iron, Steel and Metal Trades

Birmingham City Archives, Central Library, Chamberlain Square, Birmingham, B3 3HQ: Joseph Gloster Ltd, silversmiths, Birmingham: records (MS2482); James Harrison & Sons Ltd, jewellers, Birmingham: additional records (MS1447).

Bolton Archive and Local Studies Service, Central Library Civic Centre Le Mans Crescent, Bolton, Greater Manchester, BL1 1SE: R & H Leigh & Sons, iron hamper manufacturers, Bolton: business and family papers 1882-2001 (ZLH).

Coventry Archives, John Sinclair House, Canal Basin, Coventry, CV1 4LY: Renold Chains Ltd, chain manufacturers: deeds and photographs rel to Coventry works 1845-1974 (PA2541).

Derbyshire Record Office, New Street, Matlock, Derbyshire, DE4 3AG: Renishaw Iron Company Limited: minutes, registers 1899-1970 (D6207).

Devon Record Office, Great Moor House, Bittern Road, Sowton, Exeter, Devon, EX2 7NL: F Parkin & Sons Ltd, iron and brass founders and iron and steel merchants: additional corresp accounts and papers 1800-2000 (6234-2).

Institution of Mechanical Engineers Library, 1 Bird Cage Walk, London, Greater London, SW1H 9JJ: Henry Bessemer, Knight engineer and inventor: letter to JC Bayley rel to improvements in pig iron business 1871 (IMS 485).

Lancashire Record Office, Bow Lane, Preston, Lancashire, PR1 2RE: Platt Brothers & Co Ltd, ironfounders, textile machinery manufacturers and colliery proprietors, Oldham: board minutes 1881-1896 (DDPSL acc 9546).

Norfolk Record Office, The Archive Centre, Martineau Lane, Norwich, NR1 2DQ: Boulton & Paul Wire Products Ltd, Norwich: further misc records 1926-1987 (ACC 2004/230); Bunn family, blacksmiths, North Burlingham: accounts and family papers 1863-1977 (ACC 2003/166).

North East Lincolnshire Archives, Town Hall, Town Hall Square, Grimsby, Lincolnshire, DN31 1HX: Harper, Phillips & Co Ltd, Albion foundry, Grimsby: records 1903-90 (1219).

Sheffield Archives, 52 Shoreham Street, Sheffield, South Yorkshire, S1 4SP: James Dixon & Sons Ltd, manufacturers of silver, silver-plated and Britannia metal goods: additional records incl production records and plans of Cornish Place works 19th-20th cent (2004/107); John M Moorwood, iron founders, Sheffield: order book c1920-29 (2004/89); John Watts (Sheffield & London) Ltd, manufacturers and suppliers of cutlery, scissors, cabinets and other goods: records rel to goods bought and sold at Lambert Works, Sheffield c1920-99 (2004/48).

Teesside Archives, Exchange House, 6 Marton Road, Middlesbrough, Teesside, TSI 1DB: Dorman, Long & Co Ltd, coal and iron masters, iron, steel and wire manufacturers, bridge builders, Middlesbrough: directors' minutes 1889-1956 Middlesbrough Exchange Co Ltd: minutes 1864-1970.

Tyne and Wear Archives Service, Blandford House, Blandford Square, Newcastle Upon Tyne, NE1 4JA: Almex Metals and Chemical Ltd, Newcastle upon Tyne: directors and AGM minutes, register of members 1930-82 (Acc 4322); Cookson Industrial Materials Ltd, lead manufacturers, Newcastle upon Tyne: AGM and directors' minutes of predecessor companies 1889-1994 (Acc 4322).

Walsall Local History Centre, Essex Street, Walsall, Staffordshire, WS2 7AS: Gill & Russell Ltd, tube manufacturers, Walsall: records 1909-1982 (Acc.No. 1183); Russell Brothers Ltd, tube manufacturers, Walsall: notebooks, account books and misc papers 1876-1947 (Acc.No.1214)

West Glamorgan Archive Service, County Hall, Oystermouth Road, Swansea, Glamorgan, SAI 3SN: Mond Nickel Works, Clydach: papers 1900-1997 (D/D Z 602); Richard Thomas & Baldwins Ltd, iron, steel and tin-plate manufacturers and colliery proprietors: file on standard costs for the Bryngwyn sheetworks, Gorseinon 1962 (D/D Z 593/1).

Leather and Footwear

Cumbria Record Office, Carlisle Headquarters, The Castle, Carlisle, Cumbria, CA3 8UR: John Williamson and Sons Ltd, tanners, Maryport: accounts, wages book, legal records, photographs and other records 1899-1940 (DB 152).

Derbyshire Record Office, New Street, Matlock, Derbyshire, DE4 3AG: Hansons, saddlers and harness makers, Chesterfield: accounts 20th cent (D6323).

Guildhall Library, Aldermanbury, London, Greater London, EC2P 2EJ: Dyster, Nalder & Co, hide and skin brokers, leather factors, London: copy letter book 1915-50 (Ms 35182).

Peterborough Archives Service, Peterborough Central Library, Broadway, Peterborough, PE1 1RX: Crawley & Sons Ltd, leather merchants and dealers, Peterborough: invoices and credit notes from saddlers c1940-1959 (2004/021).

The Record Office for Leicestershire, Leicester and Rutland, Long Street, Wigston Magna, Leicester, Leicestershire, LE18 2AH: British Shoe Corporation Ltd, shoe manufacturers: minutes, register of directors 1944-91 (DE6535); Vincent Shoes Ltd, boot and shoe manufacturers, Leicester: day books, diaries, inventories and leases, financial records, accident books, inspection records, corresp and misc records 1905-87 (DE6681).

Walsall Local History Centre, Essex Street, Walsall, Staffordshire, WS2 7AS: Horace Probert of Walsall: account book rel to leather trade 1887-1890 (Acc.No.1170); Heath,

Machin & Co, fancy leather goods manufacturers, Walsall: additional records 1944-2001 (Acc.No. 1187).

Leisure, Recreation and Art

Birmingham City Archives, Central Library, Chamberlain Square, Birmingham, B3 3HQ: Banner Theatre Co: additional records (MS1611).

Cumbria Record Office, Carlisle Headquarters, The Castle, Carlisle, Cumbria, CA3 8UR: Blackburn & Company (1947) Ltd, marquee hirers: minute book, ledger and register of directors 1948-1985 (DB 151).

Essex Record Office, Colchester and North-East Essex Branch, Stanwell House, Stanwell Street, Colchester, Essex, CO2 7DL: Colchester Repertory Company: programmes, scrapbooks and other records 1937-1971 (D/Z 455); Colchester Mercury Theatre: records 1972-2003, with memorabilia c1820-1920 c1820-2003 (D/Z 456).

Glasgow University Library, Special Collections Department, Hillhead Street, Glasgow, Lanarkshire, G12 8QE: Una Rota, art dealer: papers, corresp rel to Annie French, card index of Scottish artists (MS Gen).

Greater Manchester County Record Office, 56 Marshall Street, New Cross, Manchester, Greater Manchester, M4 5FU: Hale Golf Club: minutes, membership records, competition records and other papers 1903-2004 (G/HGC).

Nottinghamshire Archives, County House, Castle Meadow Road, Nottingham, NG2 1AG: Nottingham Playhouse: additional records 1960-2004 (acc 6698, acc 6718).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: Yvonne Arnaud Theatre, Guildford: minute books 1962-89 (7432add).

Tate Gallery Archive, Hyman Kreitman Research Centre, Tate Britain, Millbank, London, SW1P 4RG: Roy Miles Gallery, London: publicity material, corresp, photographs, visitors' books and printed material (TGA 200411).

Merchants

British Library, Asia, Pacific and Africa Collections (previously Oriental and India Office Library), 96 Euston Road, London, NW1 2DB: John Clarmont Whiteman, East India Co merchant: letterbooks and commercial journals 1829-1839 (Mss Eur F482).

Cambridgeshire County Record Office, Cambridge Shire Hall, Cambridge, CB3 0AP: Dr R Champion, Fulbourn: letters received by Benjamin Barker and Thomas Bowyer, merchants, of Swaffham Bulbeck 1789-93, with related notes and transcripts c1980 c1789-1980 (R104/043).

Gloucestershire Record Office, Clarence Row, off Alvin Street, Gloucester, GL1 3DW: Unidentified general dealer, Cinderford: cash book and ledgers 1925-1936 (D9972).

Guildhall Library, Aldermanbury, London, Greater London, EC2P 2EJ: Edmund Schluter & Co, general merchants: letter books, journals, sales and accounts records 1873-1971 (Ms 35975-91).

North Devon Record Office, North Devon Library and Record Office, Tuly Street, Barnstaple, Devon, EX31 1EL: John How & Co, general merchant, Bideford: accounts and papers 1900-2000 (B741-0).

Rotherham Metropolitan Borough Archives and Local Studies Section, Central Library, Walker Place, Rotherham, S65 1JH: Isaac & Israel Waler, charcoal merchant and blacking manufacturers, Rotherham: wages books and cash books 1924-52 (R 957).

Shakespeare Birthplace Trust Records Office, The Shakespeare Centre Henley Street, Stratford-upon-Avon, CV37 6QW: Messrs Edward Scott & Co, lead, glass, oil and colour merchants, Stratford-on-Avon: purchase invoice book 1875-80 (DR 1131).

Mining

Bolton Archive and Local Studies Service, Central Library Civic Centre Le Mans Crescent, Bolton, Greater Manchester, BL1 1SE: Westhoughton Coal & Canal Co Ltd: minutes 1901-1932 (RC/1).

Bristol Record Office, 'B' Bond Warehouse, Smeaton Road, Bristol, BS1 6XN: Jarrit Smith, Baronet MP for Bristol: account book for several coal mines 1782-1785 (42477).

Conwy Archive Service, Old Board School, Lloyd Street, Llandudno, Caernarfonshire, LL30 2YG: Graiglwyd Quarry, Penmaenmawr: records c1870-1920 (CD11).

Cornwall Record Office, Old County Hall, Truro, Cornwall, TR1 3AY: J A Richards & Sons, Kennal Vale Granite Quarries: business papers 1937-1951 (AD1684); Records of Tregothnan Consols Mine, Kea and West End Temperance Hotel, Wadebridge 1841-1918 (AD1660); Mining setts, St Just in Penwith, Sennen, Morvah, Redruth and Perranzabloe 1700-1899 (AD1679).

Derbyshire Record Office, New Street, Matlock, Derbyshire, DE4 3AG: Bolsover Colliery Co Ltd: additional records 20th cent (D6189); Chellaston mines: records c1850-1899 (D6170); Little Hucklow colliery: accounts 1758-66 (D6280); Ormonde Colliery: accounts 1933-1936 (D6294); Shipley Colliery Co: additional records, accounts 1749-1946 (D6272); Staveley Coal & Iron Co Ltd, ironfounders and colliery proprietors: plans and miscellaneous papers 1918-1986 (D6216).

Dudley Archives and Local History Service, Mount Pleasant Street, Coseley, Dudley, WV14 9JR: Baggeridge Colliery: records (Acc 9271).

Durham County Record Office, County Hall, Durham, DH1 5UL: Brusselton Colliery Co, County Durham: records 20th cent (D/X 1453).

Guildhall Library, Aldermanbury, London, Greater London, EC2P 2EJ: Ashanti Goldfields Corporation Ltd: additional records incl staff agreement registers 1897-2001 (Ms 35350-2).

Gwynedd Archives, Meirionnydd Record Office, Cae Penarlag, Dolgellau, Merionethshire, LL40 2YB: Graigwen Goldmine, Bontddu: log book 1938-1939 (Z/M 5907); Gwynfynydd Gold Mine, Ganllwyd: records 1951-1998 (Z/M 5773); Rio Tinto-Zinc Corporation, mine owners: papers rel to proposed mineral exploration in the Mawddach Valley and Coed y Brenin 1970 (Z/M 5791).

Manx National Heritage Library, Manx Museum and National Trust, Douglas, Isle Of Man, IM1 3LY: Dhoon Quarry, Isle of Man: records of quarry manager, while under ownership of Isle of Man Highways Board 1933-44 (11023).

Nottinghamshire Archives, County House, Castle Meadow Road, Nottingham, NG2 1AG: S Heaselden and Son Ltd, gypsum extractors, Cropwell Bishop: records 1909-73 (acc 6738).

Rotherham Metropolitan Borough Archives and Local Studies Section, Central Library, Walker Place, Rotherham, S65 1JH: Silverwood Colliery: minute books (3) of welfare organisations 1933-59 (585/G).

Sheffield Archives, 52 Shoreham Street, Sheffield, South Yorkshire, S1 4SP: Kilnhurst

Colliery, Yorkshire: ambulance scheme minutes, accounts, photographs and related publications 1935-68 (2004/31).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: Brockham Lime & Hearthstone Co Ltd: additional records incl notebook rel to workers' cottages 1901-1949 (7649).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: Dorking Greystone Lime Co Ltd: further corres 1934-59 (7628).

West Glamorgan Archive Service, County Hall, Oystermouth Road, Swansea, Glamorgan, SA1 3SN: Llwynffynon Colliery Co Ltd: staff register 1935-1936 (D/D Z 600/1).

Motor Car and Related Industries

Cambridgeshire County Record Office, Cambridge Shire Hall, Cambridge, CB3 0AP: Gog Magog Garage, Cambridge: leases, fuel agreements and architectural drawings 1986-1991 (R104/056).

Merseyside Record Office, Central Library, William Brown Street, Liverpool, Lancashire, L3 8EW: J Blake & Co Ltd, motor agents, Liverpool: additional records incl log book and account book 1897-1953 (Acc 2004/6).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: Warn's Garage, Shalford: financial records 1910-50 (7646).

Trafford Local Studies, Sale Library Sale Waterside, Sale, M33 7ZF: H D Walker & Sons Ltd, motor engineers, Sale: wage books, corres and papers 1941-1980 (TBC52).

Warwickshire County Record Office, Priory Park, Cape Road, Warwick, Warwickshire, CV34 4JS: Automotive Products Ltd: papers incl leases and legal agreements 1919-1975 (CR3900).

Paper

Centre for Kentish Studies, County Hall, Maidstone, Kent, ME14 1XQ: Horton Kirby Paper Mills Ltd, Dartford: records incl order books 1925-60 (U3688).

Staffordshire and Stoke-on-Trent Archive Service: Staffordshire County Record Office, Eastgate Street, Stafford, ST16 2LZ: Brittain's Paper Ltd, paper manufacturers, Cheddleton: additional records incl production and staff records 1900-1999 (D6325).

Pharmaceuticals and Medicine

Bolton Archive and Local Studies Service, Central Library Civic Centre Le Mans Crescent, Bolton, Greater Manchester, BL1 1SE: William Blain & Sons, pharmaceutical chemists, Bolton: prescription books 1865-1961 (ZBL).

Cornwall Record Office, Old County Hall, Truro, Cornwall, TR1 3AY: Robert E Pearce, chemist, Newquay: prescription books 1927-1975 (AD1678).

Cumbria Record Office, Carlisle Headquarters, The Castle, Carlisle, Cumbria, CA3 8UR: Robert Rutherford, doctor: medical notes and papers c1925-1958 (DX 1726).

Derbyshire Record Office, New Street, Matlock, Derbyshire, DE4 3AG: A Greaves & Son Ltd, chemists, Chesterfield: additional records 20th cent (D6295); Redvers Smith Limited, pharmacists, Ilkeston: records 20th cent (D5534); Somercotes Pharmacy: records 20th cent (D6319).

Dundee City Archives, 1 Shore Terrace, Dundee, DD1 3AH: Unidentified apothecary:

notes c1700.

Edinburgh City Archives, Department of Corporate Services, City Chambers, High Street, Edinburgh, Midlothian, EH1 1YJ: Robert Walker, surgeon and apothecary, and Dr John Walker, surgeon, Edinburgh: letter books 1779-1816 (Acc 699).

Essex Record Office, Wharf Road, Chelmsford, Essex, CM2 6YT: Elizabeth Knight, midwife: midwifery diary 1912-1922 (D/DU 2222).

Jersey Archive, Jersey Heritage Trust, Clarence Road, St Helier, Jersey, JE2 4JY: GHF Flory, pharmacist, Jersey: papers 1942-1980 (JA/953, JA/974).

Lincolnshire Archives, St Rumbold Street, Lincoln, LN2 5AB: Lincoln General Dispensary: minute book 1943-1986 (MISC DON 1242).

Nottinghamshire Archives, County House, Castle Meadow Road, Nottingham, NG2 1AG: J R B Freeman, chemist, Nottingham: records 1930-71 (DD 2512); Dr B West, physician, Epperstone: diaries and notebooks 1895-1947 (acc 6589); Pharmacist: prescription ledgers 1934-71 (acc 6532).

Suffolk Record Office, Bury St Edmunds Branch, Raingate Street, Bury St Edmunds, Suffolk, IP33 2AR: Anglia Health Personnel: minutes and corresp 1990-2004 (ID 510).

Suffolk Record Office, Ipswich Branch, Gatacre Road, Ipswich, Suffolk, IP1 2LQ: AH Rivron & Son Ltd, opticians, Felixstowe: practice records 1919-1984 (HC 474).

Wellcome Library for the History and Understanding of Medicine, Archives and Manuscripts Section 210 Euston Road, London, Greater London, NW1 2BE: G B Armstrong & Son Ltd, dispensing chemists, London: pharmaceutical recipe books 1901-2000 (MSS 8153-8154); Corbyn, Stacey & Co, manufacturing chemists, London: ms account book 1808-1847 (MS 8094); John Holden, general practitioner, St Helens: additional records, practice papers, advisory group minutes 1993-2004 (GP/19); William Ransom & Son Ltd, manufacturing chemists, Hitchin: accounts and papers 1850-1960 (SA/WRS).

Publishing and Printing

Birmingham University Information Services, Special Collections Department, Main Library, Edgbaston, Birmingham, Warwickshire, B15 2TT: F E Pardoe, printer, Birmingham : corresp rel to private press interests and publications incl letters from Laurence Whistler, engraver on glass and writer (MS121).

British Library, Manuscript Collections, 96 Euston Road, London, Greater London, NW1 2DB: Bradbury & Evans, printers and publishers, London: papers incl business papers rel to Punch magazine 1843-2000.

Derbyshire Record Office, New Street, Matlock, Derbyshire, DE4 3AG: Brayshaw's Printing Works, Chesterfield: records and photographs 1928-1930 (D6275).

East Sussex Record Office, The Maltings Castle Precincts, Lewes, East Sussex, BN7 1YT: WE Baxter Ltd, publishers: scrapbook 1781-1983 (Acc 9074).

Edinburgh City Archives, Department of Corporate Services, City Chambers, High Street, Edinburgh, Midlothian, EH1 1YJ: Hunter & Foulis Ltd, bookbinders, Edinburgh: records 1837-1984 (Acc 676).

Gloucestershire Record Office, Clarence Row, off Alvin Street, Gloucester, GL1 3DW: John Bellows Ltd, printers,: corresp and accounts 1845-1967 (D9795).

Manchester University: John Rylands Library, Oxford Road, Manchester, Greater Manchester, M13 9PP: Carcanet Press, publishers, Manchester: editorial records 1996-

2002 (Acc 2004/14).

National Library of Scotland, Manuscript Collections, George IV Bridge, Edinburgh, Midlothian, EH1 1EW: Robert Waterston, printer and stationer: papers, mainly rel to Waterston family and to George Waterston & Sons Ltd, printers, stationers and sealing wax manufacturers, Edinburgh 18th cent-20th cent (Acc.12330); Canongate Publishing Ltd, Edinburgh: corresp and papers rel to the the publication of the Canongate Classics series 1985-2003 (Acc.12340); Morning Star Press, Edinburgh: additional papers 1998-2002 (Acc.12327); Raymond Press, Cullen: records, mainly sample books 1967-1997 (Acc.12322).

Reading University Library, PO Box 223Whiteknights, Reading, Berkshire, RG6 6AE: William Clowes & Sons Ltd, printers and publishers, London: ledgers 19th-20th cent; Ladybird Books Ltd, publishers, Loughborough: original artwork, proofs and supporting documentation c1940-99; Frederick Warne & Co Ltd, publishers, London: ledgers (28), incl publication books and copyright receipts 20th cent.

Sheffield Archives, 52 Shoreham Street, Sheffield, South Yorkshire, S1 4SP: Sheffield Womens Printing Co-operative: records incl minutes, financial records, job books and office diaries c1980-2004 (2004/076).

Retail

Birmingham University Information Services, Special Collections Department, Main Library, Edgbaston, Birmingham, Warwickshire, B15 2TT: Beatrice Welch, shop assistant, London: diary 1899-1900 (MS187).

Cambridgeshire County Record Office, Cambridge Shire Hall, Cambridge, CB3 0AP: John Cook & Bros, grocers, Cambridge: misc records 1930-1993 (R104/115).

Canterbury Cathedral Archives, The Precincts, Canterbury, Kent, CT1 2EH: Leslie Bartlett, employee of Charles E Burgess, grocers and provision stores, Canterbury: papers 1923-29 (U454).

Centre for Kentish Studies, County Hall, Maidstone, Kent, ME14 1XQ: Edward Griffin, ironmonger, West Malling: accounts 1909-16 (U3672).

City of Westminster Archives Centre, 10 St Ann's Street, London, SW1P 2DE: James Bain Ltd, booksellers, London: minutes, corresp, property records and photographs 1842-1979 (Acc 2371); Liberty plc, drapers, department store, fabric designers, furnishers and upholsterers, manufacturers of jewellery and wallpapers: additional records incl material rel to Regent Street store and company history, financial records and promotional material 1997-2004 (Acc 2372).

Cumbria Record Office, Carlisle Headquarters, The Castle, Carlisle, Cumbria, CA3 8UR: James & John Graham Ltd, provisions merchants, Penrith: corresp, ledgers, stock books, financial statements and other records c1850-1996 (DB 149).

Essex Record Office, Southend Branch, Central Library Victoria Avenue, Southend-on-Sea, Essex, SS2 6EX: HJ Hankin & Son, printers, stationers, booksellers and newsagents, Leigh-on-Sea: accounts, sample books, order books and other records 1898-1972, with family papers rel to Methodism, etc, 19th-20th cent 19th cent-20th cent (D/F 110 addl).

Glamorgan Record Office, Glamorgan Building, King Edward VII Avenue, Cathays Park, Cardiff, Glamorgan, CF10 3NE: Thomas P. Evans, shopkeeper: diaries 1855-1879 (DX504).

Glamorgan Record Office, Glamorgan Building, King Edward VII Avenue, Cathays Park, Cardiff, Glamorgan, CF10 3NE: David Morgan Ltd, department store, Cardiff: minutes, financial records, personnel records and plans, incl records rel to Cardiff Arcade Company c1870-1959 (DDM); Grocer (unidentified): account book 1925-1929 (D267).

Gwent Record Office, County Hall, Cwmbran, Monmouthshire, NP44 2XH: George Robbins, shopkeeper, Newport: records 20th cent.

Hertfordshire Archives and Local Studies, County Hall, Hertford, SG13 8EJ: Brent Pelham Village Shop: accounts of goods purchased by customers 1842-1846 (Acc 4065).

National Library of Scotland, Manuscript Collections, George IV Bridge, Edinburgh, Midlothian, EH1 1EW: James Thin Ltd, booksellers, Edinburgh: accounts, administrative and staff records incl papers rel to Bristo Street Secession Church 1848-2004 (Acc.12384).

Shakespeare Birthplace Trust Records Office, The Shakespeare Centre Henley Street, Stratford-upon-Avon, CV37 6QW: Christopher Albert Rookes, wine and spirit merchant, Stratford-on-Avon: accounts and misc papers 1947-53 (DR 1130).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: Edward Norrington, butcher, Epsom: additional records incl inventory of premises early 20th cent (7536).

Worcestershire Record Office, County Hall Branch, County Hall, Spetchley Road, Worcester, WR5 2NP: Russell & Dorrell Ltd, department store, Worcester: records 1950 - 2004 (13951).

Shipping and Shipbuilding

Aberdeen University, Special Libraries and Archives, DISS, Historic Collections King's College, Aberdeen, AB24 3SW: North Of Scotland, Orkney & Shetland Steam Shipping Co Ltd: additional records 20th cent (MS 3697).

Bristol Record Office, 'B' Bond Warehouse, Smeaton Road, Bristol, BS1 6XN: P & A Campbell Ltd, steamship owners, Bristol: copy accounts and papers 1893-1914 (42677).

Glamorgan Record Office, Glamorgan Building, King Edward VII Avenue, Cathays Park, Cardiff, Glamorgan, CF10 3NE: Morel Ltd, shipowners, Cardiff: minute book 1888-1949 (D331).

Glasgow University Archive Services, 13 Thurso Street, Glasgow, Lanarkshire, G11 6PE: Sir Alexander Ross Belch, shipbuilder: business and family papers c1930-97 (Accn 2612); Ailsa Shipbuilding Co Ltd, Troon: additional plans and specifications c1970-1979 (GD400).

Highland Council Archive, Inverness Library, Farraline Park, Inverness, Inverness-shire, IV1 1NH: McDermott Marine Construction Ltd, Ardersier: production photographs and files 1974-2001 (D 922).

National Museums Liverpool: Maritime Archives and Library, Merseyside Maritime Museum, Albert Dock, Liverpool, Lancashire, L3 4AQ: James Newton & Co Ltd, ship chandlers and sailmakers, Liverpool: minute books 1917-1971 (DX/2189).

Manx National Heritage Library, Manx Museum and National Trust, Douglas, Isle Of Man, IM1 3LY: Ramsey Steamship Co: records 1913-64 (10952).

Southampton Archives Office, South Block, Civic Centre, Southampton, Hampshire, SO14 7LY: Vosper Thornycroft Ltd, shipbuilders and engineers, Portsmouth: additional records incl apprentice registers 1905-25 (acc 6510).

Tyne and Wear Archives Service, Blandford House, Blandford Square, Newcastle Upon Tyne, NE1 4JA: John Weston Adamson, shipping director: papers as director of Austin & Pickersgill, Middle Docks Engineering Co, Westwick Steam Ship Co, J Westoll Ltd (Acc 4310); Smith's Dock Co Ltd, shipbuilders, repairers and marine engine builders, Middlesborough: manager's work notebook compiled by Frederick Henry Brown c1920-31 (4338).

Wirral Archives, Wirral Museum, Town Hall, Hamilton Street, Birkenhead, Cheshire, CH41 5BR: Cammell Laird & Co Ltd, shipbuilders, Birkenhead: engineer's note book, plans and misc records 1857-1976 (Acc 1632).

Solicitors

Aberdeen University, Special Libraries and Archives, DISS, Historic Collections King's College, Aberdeen, AB24 3SW: Ledingham Chalmers, solicitors, Aberdeen: additional records 18th cent-20th cent.

Barnsley Archive and Local Studies Department, Central Library Shambles Street, Barnsley, South Yorkshire, S70 2JF: Elmhirst and Maxton, solicitors, Barnsley: additional records 1867-1981 (A/1035/B).

Cambridgeshire County Record Office, Cambridge Shire Hall, Cambridge, CB3 0AP: Donne, Mileham & Haddock, solicitors, Brighton: clients' deeds rel to Chesterton 1879-98 and Wisbech 1857-1921 1857-1921 (R104/024, 049); Bendall Roberts, solicitors, Ely: clients' deeds rel to Coveney, Downham, Haddenham, Littleport, Manea, Soham and Witcham 1814-1944 (R104/063); Francis & Co, solicitors, Cambridge: further misc practice and clients' papers 1815-20th cent, with foundation deed of the Jermyn exhibition at Trinity College 1582 1582-20th cent (R104/062); Ginn & Co, solicitors, Cambridge: business and clients' records 19th-20th cent, incl papers rel to WK Bird, vinegar brewers, Watts & Co, merchants, both of Cambridge, and Chivers & Son, jam makers, of Histon from c1826, with Burgh Hall in Swaffham Bulbeck manorial minutes 1874-1903 19th cent-20th cent (R104/038).

Centre for Buckinghamshire Studies, County Hall, Walton Street, Aylesbury, Buckinghamshire, HP20 1UU: Horwood & James, solicitors, Aylesbury: additional client deeds and papers 1700-1929 (AR 106/2004).

Cornwall Record Office, Old County Hall, Truro, Cornwall, TR1 3AY: T J Chelley & Son, solicitors, St Ives: additional client papers 1800-1999; Cornish & Birtill, solicitors, Penzance: additional records, client papers 1700-1999 (CB); Meesons solicitors, Ringwood: client papers for Helston and Penzance 1559-1731 (X1236); Peter, Peter & Sons, solicitors, Launceston: client papers 1400-1999.

Cumbria Record Office, Carlisle Headquarters, The Castle, Carlisle, Cumbria, CA3 8UR: Arnison & Co, solicitors, Penrith: candidates book rel to Inglewood Club, Penrith, and deeds rel to Milburn and Melmerby 1799-1957 (DAR).

Devon Record Office, Great Moor House, Bittern Road, Sowton, Exeter, Devon, EX2 7NL: DMH, solicitors, Brighton: client papers rel to Devon 1762-1929 (6465-0); Meesons solicitors, Ringwood: plans rel to Rousdon, Wiscombe Park and Doddiscombsleigh, Devon 1930-1950 (6584-0); Sparks & Blake, solicitors, Crewkerne:

deeds and papers rel to Stockland, Dalwood Cheddington, Halstock and South Perrott, Devon 1688-1915 (6529-0); Symes & Robinson, solicitors, Crediton: deeds and papers 1700-2000 (6480-0); Symes & Robinson, solicitors, Crediton: client records inc papers rel to Jessop family of Butterly Hall, Derbyshire 1854-1969 (5522-2).

Dumfries and Galloway Archives, Archive Centre, 33 Burns Street, Dumfries, Dumfriesshire, DGI 2PS: McJerro & Stevens, solicitors, Lockerbie: accounts and administrative records of local farms 1903-1961 (GGD539).

Durham County Record Office, County Hall, Durham, DH1 5UL: ER Hanby Holmes, solicitors, Barnard Castle: additional records 19th-20th cent (D/HH).

Glamorgan Record Office, Glamorgan Building, King Edward VII Avenue, Cathays Park, Cardiff, Glamorgan, CF10 3NE: Gwyn and Gwyn solicitors, Cowbridge: additional papers (DGG).

Gloucestershire Record Office, Clarence Row, off Alvin Street, Gloucester, GL1 3DW: Goldingham & Jotcham, solicitors: business and client papers 1700-1999 (D654); Haines & Sumner, solicitors: client papers and papers rel to St Lucy's Children's Hospital, Gloucester 1895-1950 (D9918); AE Smith & Son, solicitors: additional clients papers 1704-1925 (D2219); Wellington & Clifford, solicitors: additional records, letter books, bill books, ledgers and papers 1700-1999 (D1241).

Gwent Record Office, County Hall, Cwmbarn, Monmouthshire, NP44 2XH: Waddington & Co, solicitors: financial records, letter books, will books and misc papers c1850-1940.

Gwynedd Archives, Caernarfon Record Office, Victoria Dock, Caernarfon, LL55 1SH: Carter, Vincent & Co, solicitors: additional records (XD3).

Hampshire Record Office, Sussex Street, Winchester, SO23 8TH: Meesons Solicitors, Ringwood: deeds, plans and other client records incl material rel to South of England Industrial and Provident Land Society Ltd and the Ringwood and South Hampshire Benefit, Building and Investment Society 18th-20th cent (94A04).

Hampshire Record Office, Sussex Street, Winchester, SO23 8TH: Saulet & Co, solicitors, Portsmouth: title deeds 19th-20th cent (49A04).

Herefordshire Record Office, Harold Street, Hereford, Herefordshire, HR1 2QX: Gardner Dallimore, solicitors, Hereford: clients' deeds (CB50); H Vaughan Vaughan & Co, solicitors: clients' deeds (CC4); Fellows, solicitors, Rickmansworth: sales particulars and clients deeds and papers 17th cent-20th cent (Acc 4011).

Lancashire Record Office, Bow Lane, Preston, Lancashire, PR1 2RE: Joseph Bradley, solicitor, Preston: diary 1853 (DDX 2453 acc 9648); Joseph Briggs Dickson, solicitor, Preston: diary (DDX 2464 acc 9665); William Dickson, solicitor, Preston: diary (DDX 2464 acc 9665).

London Metropolitan Archives: Joint Archive Service of the Corporation of London, 40 Northampton Road, London, EC1R 0HB: S F Miller Vardon and Miller solicitors, Westminster: ledgers, client files, cash and letter books 1799-1934 (TC).

Medway Archives and Local Studies Centre, Civic Centre, Strood, Rochester, ME2 4AU: Leslie E Duncan Darley, solicitor, Rochester: client papers 1773-1902 (DE965).

Norfolk Record Office, The Archive Centre, Martineau Lane, Norwich, NR1 2DQ: Garrod & Burne, solicitors, Diss: ledgers 1908-1921 (ACC 2004/70); Hayes & Storr, solicitors, Fakenham (addnl): clients' deeds and papers mainly rel to property at Blakeney, Gaywood, Fakenham, King's Lynn and Wiveton 1711-1934 (ACC

2004/116); Pomeroy & Son, solicitors, Wymondham (addnl): clients' deeds and papers mainly rel to property in Attleborough, Norwich and Tivetshall and to Colton rectory 1353-20th cent (ACC 2004/28, 86, 172-73, 175, 181, 192).

North Lanarkshire Archives, 10 Kelvin Road, Cumbernauld, Lanarkshire, G67 2BA: Russel & Aitken, solicitors, Falkirk: Greenfield estate papers, maps and plans c1860-1922 (U107).

Walsall Local History Centre, Essex Street, Walsall, Staffordshire, WS2 7AS: Addison O'Hare, solicitors.: records incl clients papers 19th-20th cent (Acc.No.1184).

Textiles and Clothing

Cambridgeshire County Record Office, Cambridge Shire Hall, Cambridge, CB3 0AP: Edward Ingle, draper, Willingham: vouchers 1873-1890 (R104/074).

City of Westminster Archives Centre, 10 St Ann's Street, London, SW1P 2DE: Jaeger Holdings Ltd, clothing manufacturers: additional records incl Jaegar Profile, advertising material, reports and photographs 1920-2003 (Acc 2359, Acc 2383).

Derbyshire Record Office, New Street, Matlock, Derbyshire, DE4 3AG: Boden & Co, net lace manufacturers, Derby: deeds and plans rel to Derby and Somerset locations 1808-1956 (D6316); Robinson & Sons Ltd, textile and packaging manufacturers, Chesterfield: additional records 1937 (D6339).

East Kent Archives Centre, Enterprise Business Park, Honeywood Road, Whitfield, Dover, Kent, CT16 3EH: George Lock, gentleman's outfitters, Dover: financial records 1927-91 (EK/U141).

Guildhall Library, Aldermanbury, London, Greater London, EC2P 2EJ: Herbert Chappell Ltd, tailors, London: records c1860-1959 (Ms 35210-14).

Manchester Archives and Local Studies, Central Library St Peter's Square, Manchester, Greater Manchester, M2 5PD: Harrison & Bardsley, Carpet Wholesalers, Manchester: ledgers c1890-1979 (2004/42).

Heriot-Watt University Archives, Corporate Communications Division, Cameron Smail Library, Heriot-Watt University, Riccarton, Edinburgh, Midlothian, EH14 4AS: Arthur Bell (Scotch Tweeds) Ltd, woollen manufacturers: records (AB).

Norfolk Record Office, The Archive Centre, Martineau Lane, Norwich, NR1 2DQ: H Doughty & Son, tailors, Great Yarmouth (addnl): accounts 1934-1947 (ACC 2004/204); Charles Hansord, outfitter: accounts 1913-1960 (BR 298).

Oldham Local Studies & Archives, 84 Union Street, Oldham, Greater Manchester, OL1 1DN: Britannia Mill, Oldham: records 1946-1988 (2004-040); Leesbrook Cotton Mill: records 1894-1970 (2004-044); Thornham Spinning Co Ltd, Oldham: board minutes, newspaper cuttings rel to fraud case, balance sheets 1876-1965 (2004-005).

The Record Office for Leicestershire, Leicester and Rutland, Long Street, Wigston Magna, Leicester, Leicestershire, LE18 2AH: Palmer Brothers Ltd, hosiery manufacturers: ledger, wages books, cash books, machine specifications and misc records 1922-61 (DE6560); A Wayne & Co, hosiery manufacturers, Leicester: records 1883-1969 (DE6616).

Tyne and Wear Archives Service, Blandford House, Blandford Square, Newcastle Upon Tyne, NE1 4JA: F Beavan Ltd, drapers, Newcastle upon Tyne: financial records c1909-79 (DX1131).

Walsall Local History Centre, Essex Street, Walsall, Staffordshire, WS2 7AS: F

Millward & Son Ltd, tailors, Walsall: records 1936-1977 (Acc. No.1163).

Wiltshire and Swindon Record Office, Libraries and Heritage HQ, Wiltshire County Council, Bythesea Road, Trowbridge, Wiltshire, BA14 8BS: Wansey family, clothiers and dyers, Warminster: additional accounts of George Wansey 1655-1721 (3429).

Transport

City of Westminster Archives Centre, 10 St Ann's Street, London, SW1P 2DE: Network Rail: records of railway companies rel to property in Westminster 1865-1948 (Acc 2370).

East Kent Archives Centre, Enterprise Business Park, Honeywood Road, Whitfield, Dover, Kent, CT16 3EH: St Nicholas Bay and Canterbury Canal Company: share registers 1812 (EK/U151).

Essex Record Office, Wharf Road, Chelmsford, Essex, CM2 6YT: Eastern National, bus company: records, incl some of subsidiary companies 1914-2003 (D/F 271).

Glamorgan Record Office, Glamorgan Building, King Edward VII Avenue, Cathays Park, Cardiff, Glamorgan, CF10 3NE: Cardiff International Airport: log books 1998-2001 (DCAV)

Greater Manchester County Record Office, 56 Marshall Street, New Cross, Manchester, Greater Manchester, M4 5FU: Manchester Ship Canal Co: additional records incl plans rel to Manchester Docks and Salford Quays 1900-2000 (B10).

National Museums Liverpool: Maritime Archives and Library, Merseyside Maritime Museum, Albert Dock, Liverpool, Lancashire, L3 4AQ: Mersey Docks & Harbour Co: additional records incl surveyor's report book 1824-1828 (MDHB/P).

National Railway Museum Research Centre, Leeman Road, York, YO26 4XJ: Midland Railway Co: gangers and permanent way department time book for Settle to Carlisle line 1882-83 (2004-7588); Midland Railway Co: tracings (36) showing railway's extension into London, incl plans of Finchley Road station, details of Kentish Town and St Pancras stations and technical drawings 1867 (2004-8444); South Devon Railway Co: volume of collected material incl memoranda, notices, accounts sheets, addressed to staff at Launceston station 1865-75 (2004-7508); Southern Railway Co: notebook of WJ Matthews, clerk of Battersea Clothing Depot, containing information on purchasing protective clothing 1924 (2004-7427)

Pembrokeshire Record Office, The Castle, Haverfordwest, Pembrokeshire, SA61 2EF: Milford Docks Co Ltd: additional records incl minutes and letter books c1880-1959 (D/MDC).

Shropshire Archives, Castle Gates, Shrewsbury, Shropshire, SY1 2AQ: London, Midland & Scottish Railway Co: wage sheets 1943-1947 (Acc 7116); Severn Horse Towing Path Trust: accounts, minutes, toll receipt books and misc corresp c1795-1940 (Acc 7112).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: New Basingstoke Canal Co: records of Joan Marshall, manager 1793-1983 (7661).

Water

Borthwick Institute for Archives, University of York, Heslington, York, YO1 7PW: York Water Works Co: additional records, including deeds, stockholder registers, administrative records and plans 1752-1996.

Cambridgeshire County Record Office, Cambridge Shire Hall, Cambridge, CB3 0AP: Barton Estates Water Supply Co memorandum and articles of association 1936 and minutes 1936-70, with Barton Parish Homecoming Fund minutes 1944-45 1936-1970 (R104/132).

Derbyshire Record Office, New Street, Matlock, Derbyshire, DE4 3AG: Derwent Valley Water Board: additional records, plans 1937-38 (D6332).

Dudley Archives and Local History Service, Mount Pleasant Street, Coseley, Dudley, WV14 9JR: South Staffordshire Water Co: records (Acc 9304); Stourbridge Waterworks Co: records (Acc 9271).

Hertfordshire Archives and Local Studies, County Hall, Hertford, SG13 8EJ: Abbots Langley Water Company: 1st edition OS maps of mains supply 19th cent (Off Acc 1404).

Jersey Archive, Jersey Heritage Trust, Clarence Road, St Helier, Jersey, JE2 4JY: Jersey New Waterworks Co: corresp concerning employees at the time of Occupation 1907-1952 (JA/895); Jersey New Waterworks Co: corresp files 1880-1900 (JA/913); Jersey Water Co: letter books, accounts and papers 1869-1981 (JA/970).

Tyne and Wear Archives Service, Blandford House, Blandford Square, Newcastle Upon Tyne, NE1 4JA: Northumbria Water: records with those of predecessor bodies 19th-20th cent (Acc 4334).

Miscellaneous

Bury Archives Service, Moss Street, Bury, Greater Manchester, BL9 0DG: Unsworth Conservative Club & Building Co Ltd: records 1888-1979 (GCU).

Cambridgeshire County Record Office, Huntingdon Grammar School Walk, Huntingdon, Huntingdonshire, PE29 3LF: Huntingdon Model Steam Laundry: account books and ledgers 1948-1988 (Accession 5020).

Cumbria Record Office, Carlisle Headquarters, The Castle, Carlisle, Cumbria, CA3 8UR: Southwaite Institute Company Ltd: minute books, account books, attendance book and other records 1922-1990 (DSO 240).

Devon Record Office, Great Moor House, Bittern Road, Sowton, Exeter, Devon, EX2 7NL: Dartington Hall: records of subsidiary groups and companies 1929-1963 (6526-0).

Dudley Archives and Local History Service, Mount Pleasant Street, Coseley, Dudley, WV14 9JR: Campbell Brushes Ltd, Dudley: minutes, accounts and misc records (Acc 9299).

Durham University Library, Archives and Special Collections: Palace Green Section, Palace Green, Durham, DH1 3RN: Edis, photographers, Durham: glass and celluloid negatives taken by Daisy Edis of subjects incl university colleges, St Joseph's Roman Catholic Church, the Malpas-Appleby wedding c1950-69 (EDI).

Essex Record Office, Wharf Road, Chelmsford, Essex, CM2 6YT: Arthur Clark, wheelwright, undertaker and blacksmith, Rettendon: account books 1902-1949 (D/DU 2154); Unidentified veterinary surgeon: day book 1911-1915 (D/F 261 addl).

Guildhall Library, Aldermanbury, London, Greater London, EC2P 2EJ: Thwaites & Reed, clockmakers: additional rough accounts, with John Thwaites' school exercise book c1770-1808 (Ms 6788A).

Hertfordshire Archives and Local Studies, County Hall, Hertford, SG13 8EJ:

Rickmansworth Town Hall Co Ltd: records 1869-1928 (Acc 4101).

Lincolnshire Archives, St Rumbold Street, Lincoln, LN2 5AB: Horncastle Corn Exchange: records 1855-1971 (HM).

Rotherham Metropolitan Borough Archives and Local Studies Section, Central Library, Walker Place, Rotherham, S65 1JH: Rotherham Club Buildings Co Ltd: records 19th-20th cent (589/G).

Surrey History Centre, 130 Goldsworth Road, Woking, GU21 6ND: FW Berk & Co (Fullers Earth) Ltd, Baynards: publicity material and corresp 1947-78 (7696).

Walsall Local History Centre, Essex Street, Walsall, Staffordshire, WS2 7AS: W A Goold (Estates) Ltd, Walsall: records 1995 (Acc.No. 1194).

Wiltshire and Swindon Record Office, Libraries and Heritage HQ, Wiltshire County Council, Bythesea Road, Trowbridge, Wiltshire, BA14 8BS: Probe Film Unit: films of events in Wiltshire c1965-80 (3434).

York Minster Archives, York Minster Library Dean`s Park, York, North Yorkshire, YO1 7JQ: York Minster: financial records rel to York Minster Stoneyard, York Minister Enterprises and Dean and Chapter finance office 1970-2003 (2004/6, 2004/21, 2004/22, 2004/23).