



September 19, 1984

Professor Morton Rothstein
Agricultural History Center
University of California
Davis, Ca. 95616

Dear Professor Rothstein:

The call for papers for the Business History Conference has prompted this letter. We do not have any papers on Banking and Finance, so we are taking your second suggestion and offering an entire panel. We would like to offer a program which includes the following four papers under the title: THE MATURING OF INDUSTRY IN AMERICA: FOUR HISTORICAL EXAMPLES

→ "Effective Management to Minimize Accidents at Du Pont: A Historical Perspective (1802-1920)"

Author: Peter B. Petersen, The Johns Hopkins University.

"The Manufacturing Investment Company: 1889-1899, A Study of Its Financial and Production Problems"

Authors: Charles D. Wrege, Rutgers University
Ronald G. Greenwood, GMI Engineering & Management Institute

"Work, Weather, and Business History: A Reevaluation"

Authors: Charles D. Wrege, Rutgers University
Ti Hsu, Rutgers University

"The Demise of the Window Glass Cutters League"

Authors: Alfred A. Bolton, The Chesapeake and Potomac Telephone Co.
Ronald G. Greenwood, GMI Engineering & Management Institute.

→ I have enclosed abstracts of each paper. The first paper is of interest because so little has been written about safety from a historical angle and Professor Petersen has gone back to the DuPont original documents for his research. The second paper should be of interest because of the fact that Frederick W. Taylor of scientific management fame was the managing director of this company. The third paper is about work which investigated the effect of weather on work and created a controversy with General Electric which was hoping to show the effectiveness of illumination as the important factor (rather than weather). The last paper is on the demise of last skilled glass

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cutter trades in the U.S. Mr. Bolton, comes from a line of glass cutters, was a very young man in that trade when it was folding and has great insight into the workings of the industry. The enclosed are only abstracts of the material. For the Glass cutters and Manufacturing Investment Company papers we will show many pictures to illustrate the lectures.

In order to make your job easier, you need to contract only ~~me~~ as to acceptance or rejection of the proposal.

With Warmest Regards,



Ronald G. Greenwood
Professor Management and Policy

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