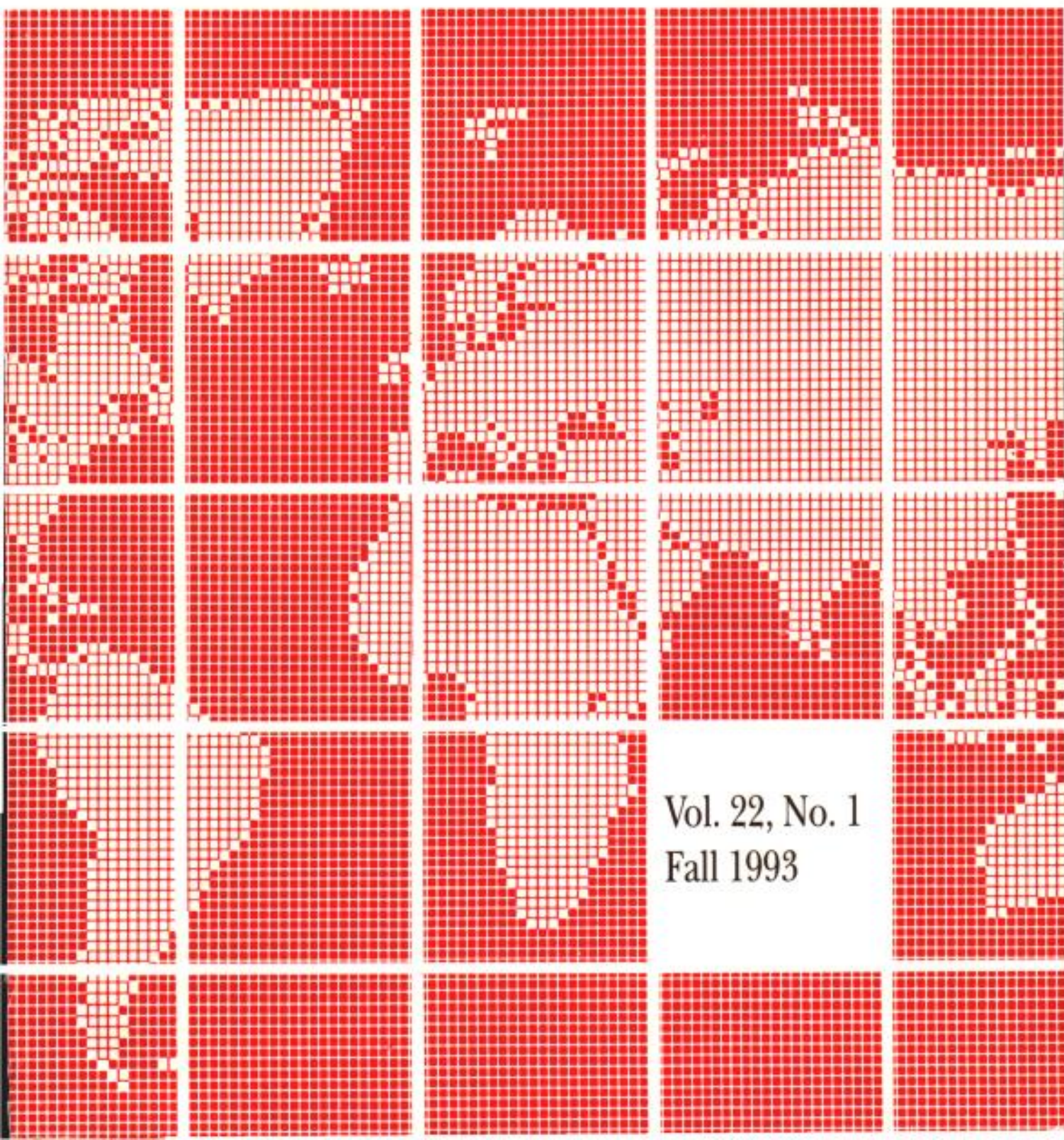


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Preface

The 39th annual meeting of the Business History Conference was held March 19-21, 1993 at the Harvard Business School in Boston, Massachusetts. President-Elect Richard H.K. Vietor selected the conference theme, "Theory and Business History," and organized the program. The dissertation session was chaired by David Hounshell. The conference ran smoothly because of the considerable organizational skills of Pat Denault and Ann Chaney, with the always professional help of Barbara Bhiladvala.

The conference benefitted considerably from the financial assistance of several organizations. We gratefully acknowledge the very generous financial support for this year's conference by the Division of Research at the Harvard Business School. We also appreciate deeply the support of the Winthrop Group and Twayne Publishers, a division of Macmillan. The Columbia Workshop of the Consortium on Competitiveness and Cooperation (supported by the Sloan Foundation) again made it possible for several graduate students to attend the conference.

Two of the organization's prizes were announced at the meeting. Victoria Saker Woeste was awarded the Herman E. Krooss Prize for the best dissertation presented at the meeting. The inaugural Newcomen Prize for the best paper delivered at the 1992 meeting was awarded to Sally Clarke for "'Innovation' in U.S. Agriculture: A Role for New Deal Regulation." The prize of \$1000 and a scroll is made possible through the generosity of the Newcomen Society of the United States. The purpose of the prize is to foster high-quality work in business history.

This is the first year that the proceedings of the conference will be produced in two volumes. A committee of referees selected four papers from those presented at the conference for expansion or further revision. One of these papers will be awarded the Newcomen Prize for 1993. The volume will appear later in the year. This procedure also will be used for the 1994 conference, and the board hopes to make this a permanent feature of future conferences.

The 1994 Business History Conference will be held in Williamsburg, Virginia, on March 11-13. Ed Perkins, President-elect and Professor of History at the University of Southern California, is the program chair. William Childs, Associate Professor of History at Ohio State University, is chairing the dissertation session. The 1995 conference will be held in Ft. Lauderdale, Florida, on March 16-19. Mark Rose will handle local arrangements.

I thank the College of William & Mary for its continuing support of the Business History Conference, especially David Lutzer, Dean of the School of Arts & Sciences, and Alfred Page, Dean of the School of Business. My sincere thanks again go to Mary Ferraro, whose skill and considerable good humor make it possible to get the papers into print. Paulette Parker helped with the editing chores and we will miss her next year as she pursues her advanced degree in Government.

Will Hausman, July 1993

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