

CHINESE BUSINESS HISTORY

Zhongguo Shangye Lishi

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From the Editors:

This double issue contains a number of reports from scholars who have been doing research on Chinese business history in China and Taiwan during the 1995. It is not a scientific survey but the result of contacts that one of the editors made during a six month stay in China

In reading the reports about China, the general message is that overall archives and libraries are easier for foreigners to access than in past years, but Generally, the more contact an archive has with foreigners, the easier it is to gain access and to work in the archive. Likewise fees tend to be more standardized and less expensive. "Closed" archives remain difficult to access even in the more user-friendly places. And the definition of "closed" remains problematic.

The reports come from Nantong, Nanjing, Shanghai, Tianjin, and Taipei. They reflect the research interests of their authors. Notes from other researchers are at the end of some of the main reports.

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Reports on Archives in China
Double Issue - Spring/Fall 1995

Nanjing

The Second Historical Archives

by Ch'i-kong Lai
University of Queensland

During my research trips in China, I was principally engaged in researching at the Second Historical Archives in Nanjing. In this report, I outline briefly the business records in the archive and share my personal experience in the archives.

The Second Historical Archives of China houses one of the largest collections on Republican history. The archives was formed in 1951 as part of the Institute of History (No. 3 Institute), Chinese Academy of Science to collect materials related to Republican history. In April 1964, the archives was renamed as the Second Historical Archives. In 1985 the archives contained round 1.4 million *juan* (files) in 756 *quanzong* (a "record group"). These archival collections occupied over 34000 shelf metres. The holdings have been expanding. Among them, there are a number of record groups (*quanzong*) on business history. A huge collection of archival sources from the four largest national banks: the Central Bank, the Bank of China, the Bank of Communications, and the Chinese Farmers' Bank, are available. Other business records available in such archives as those of the Chinese Tea Company (1937-1945), the Chinese Oil Company Ltd., the Central Ship-building Company Ltd., and the Yangzi Electricity Joint-holding Company Ltd. There are also large holdings of materials related to business affairs of government agencies, such as the Finance Ministry, the Department of Industry and Commerce, the Department of Enterprises, the Department of Economics, the Bureau of Trade-mark, the National Resource Council, the Central Credit Bureau, the Department of Communications, the Department of Railway, and regional railway bureaus. The Japanese Puppet Government Archives, Wang Jingwei Government Archives, North China Puppet Government Archives, and

Japanese Economic Archives provide researchers with materials on Wartime economic policies, economy and business activities. These archival holdings are very useful for understanding all sorts of issues on business affairs and state business relations in the Republican period. The archives also holds personal archives and papers of individuals whose activities relate to business affairs in the Republican period, such as the personal papers of H. H. Kung (Kong Xiangxi), Zhang Jingjiang and Zhu Chiqian. Drawing on these personal papers of major figures, researchers can better understand their personal networks and their roles in Chinese business development.

The archives also preserves some materials on late Qing enterprises, such as the China Merchants' Steam Navigation Company Archives and the Imperial Chinese Maritime Customs Administration Archives. The China Merchants' Company Archives preserve 7,117 volumes of enterprise records. These archives include account books, financial statements on private and government loans and assets, minute of Board of Directors meetings, private correspondence, lists of share-holders, ledgers, report on special projects, management plans, personnel records, official memorials, magazines, annual reports, warehouse management reports, maps, photographs, legal documents, and documents of other enterprises, etc. These materials enable scholars to have examine the managerial side of a Chinese business operation.

Personal connection (*guanxi*) is the crucial factor for successfully getting archival assets in China. Officially every researcher needs a formal introduction from the Academy of Social Sciences of the Jiangsu Province or Nanjing University. Recently researchers have been able the archives directly and gain admittance with a letter of introduction from their work unit in China.

To photocopy, every research must complete a request form listing the materials to be copied, and the request must be approved by the head of the archives. Thanks to the open policy of the Director, Mr. Wan Renyuan, scholars have recently been allowed to photocopy large amounts of archival materials. In January 1995, the charges for foreign scholars were 2 RMB for reading a file and 1.2 RMB for per page of xeroxing.

Personally, I found the Second Historical Archives

very efficient and cooperative. The staff were very helpful to me. I was able to see catalogues and use relevant archives. The archives are open from

Monday through Friday, except Wednesday afternoon. However, I would recommend that researchers not to go to China during December and January. There are too many holidays during this period.

A variety of accommodation is available in Nanjing. In my visits to Nanjing, I stayed in both the Foreign Guesthouse of the Nanjing University and the Hangtian University. The latter is very close to the archives, but the service is very bad. I would recommend scholars to stay at Nanjing University because scholars find it easier to meet with local scholars in the evening to discuss aspects common research interests. This academic exchange is also rewarding.

Guidebooks identify records held in each collection in the archives. Two guidebooks are particularly helpful to provide scholars some hints on what are available in the collections. A 379 page *Brief Guide to the Second Historical Archives of China* was published in 1987. The archives will also publish a very detailed guidebook on different collections in the archives. I was told that this guidebook will help researchers to identify all available archival records held in each record group (*guanrong*) before going to China. Information on each record group can also be located through catalogues available in the Archives.

Some of the compilations of materials in the Second Historical Archives facilitate research on Chinese business history. These have been selected and published by Archives press and are available at the Archives. The most recent publications related to Chinese business history are *Zhonghua minguo shangye dang'an ziliao huibian* (Selected materials on commercial archives in the Republic of China); a three volume collection of materials on the history of Bank of China; and 16 volumes of Reports on the National Resource Council. A leading journal, *Republican Archives*, is also published by the Second Historical Archives. This journal has published a variety of archival sources from the Republican period. Recently, the archives has also organized joint projects and conferences on Republican studies.

Address of the archives: 309, East Zhongshan Road, Nanjing 210016

Notes from Other Users

At the Second Archives, I looked primarily at the archives of the Bank of China and the Bank of Communications. Both are open, and there is a special catalogue for materials at the Number Two related to Tianjin, organized by subject. As a result I could zero in on these bank files related to the Tianjin branches of the two banks. The holdings of the Bank of Communications are much more complete than those of the Bank of China, especially for the 1920's. There is little available on either bank from the 1910's, and most holdings are from the 1930's and 1940's. *Brett Sheehan*

Of greatest value to me given my short time (eight days) were personnel files from the Bank of China, Bank of Communications, and Central Bank. Potentially of great value to business historians are the judicial archives containing voluminous court records. My letter of introduction came from my work unit, the Shanghai Academy of Social Sciences. I did not have problems with seeing indices for open materials, getting the materials, or copying materials. The most inconvenient aspect of using the Second Historical Archives was its closing for two and a half hours during lunch. *Andrea McElderry*

Nantong

Archives, Libraries, Museums

by Elisabeth Köll
University of Oxford

For anyone interested in Chinese business history, the archives, library and museums in Nantong, Jiangsu province, are definitely worth a visit. The town, a port on the northern bank of the Yangzi river, is situated northwest of Shanghai. Due to the lack of railway connections the boat is still the main means of transportation for passengers and goods.

From October 1994 until June this year I spent about nine months in Nantong gathering material for my dissertation on Zhang Jian (1853-1926) and his

Köll on Nantong, *continued*

business in the city and the adjacent area. Zhang started his first cotton mill in Tangjiazha, nowadays almost a suburb to Nantong, in 1895, and all his other mills, companies, educational and welfare projects were founded in the region, including the districts of Haimen and Qidong. This report introduces the institutions in Nantong relevant to research within the field of socio-economic history. I would like to stress that the information given here reflects my research objectives - therefore the focus on material from the late Imperial and early Republican period.

The Municipal Archives (Nantong Shi Dang'anguan)

The Nantong archives possess a huge collection of material and documents from Zhang Jian's enterprises as well as many original manuscripts of his essays, diaries etc. Since the cotton mills' management head office was in Shanghai, it seems logical that all the files have originally been kept in the Shanghai Municipal Archives. In the 1960's, however, due to storage problems the files were transferred to Nantong. Getting access to archival material is difficult everywhere in China, and being the first foreigner with the intent to work in Nantong over a long period of time did not make things any easier. Apart from the usual introduction letters, contacts with locally "important" people turned out to be vital for obtaining permission, and yet it took me more than two months to actually get into the archives.

There is not a complete catalogue or an introduction to the archives' holdings which means that one has to be quite specific describing material one is looking for. Since the staff likes to do a pre-selection for the reader, one has to insist on seeing the detailed catalogues which exist for certain enterprises or topics. I was told that there is a certain amount of files on Zhang Jian and his business which are "not open to the public", but it was left unclear what their contents might be. (I guess, most of it must be post-1949 material.) However, the amount of files with business reports, account books, share certificates, business correspondence etc. is enormous. The archives also hold land deeds, contracts etc. from the late Qing period, but the staff is rather reluctant to show these. Unfortunately there is no catalogue for

this type of documents, so one has to order various documents under a general topic and try one's luck. Sometimes the staff requires a few days in advance to check and then to make available ordered documents. Obviously they have to make sure that the material is suitable to be shown to foreigners.

For late Qing material sometimes a fee of 100 RMB or more per document is demanded with the intention of discouraging the reader. This is the case especially with land deeds. High fees are the Nantong archives' most unpleasant aspect: lacking more regular contacts with foreign scholars, the fees for just sitting in the archives are very expensive. A daily reception fee of 25 to 30 RMB is charged, in addition to a fee of 5 RMB for every checked file. Needless to say, photocopying is expensive too, and the rules of permission for photocopying are somewhat obscure. I often preferred to handcopy documents instead and no one ever objected. In general the reading room staff and Mr. Nie, the man in charge, were very helpful and did their best to respond to my requests.

The Nantong Library (Nantong Tushuguan)

The library's department of old books contains a lot of material on the area's general history, including interesting information on Nantong's socio-economic development. Small local newspapers from the Republican period, especially publications by Zhang Jian's publishing company, Hanmolin, as well as reports and publications by local dignitaries, writers, religious associations, welfare institutions, schools, commercial or government organizations are available. Together with genealogies, maps and old photographs one gets a good sense of the region's past. There is also a good collection of local gazetteers, most of which can also be found in other big Chinese libraries.

The whole collection is excellent, and there is a card catalogue which can be consulted. The catalogue itself is not complete, so the reader has to consult the librarians for more information. The most valuable advice and comments on the material came from Mr. Liang Zhan and Mr. Zhang Guolin who are involved in historical research themselves and know the stacks and the local history very well. Like the archives and museums, the library closes strictly for lunch

Köll on Nantong, *continued*

between 11 a.m. and 2 p.m. It is open on Sundays but closed on Mondays. There are no photocopy facilities, but photocopying can be arranged on request. On the whole the staff was very helpful, although sometimes the reading room can be rather noisy. Apart from "material fees" of 3 RMB per volume, the library also tried to charge a daily reception fee like the archives. This resulted in an unpleasant discussion at the end of my stay. The problem was partially solved through mediation by the municipal government's "cultural bureau", but this helpful intervention should not always be taken for granted.

The Nantong Museum (Nantong Bowuyuan)

The Nantong Museum, founded originally by Zhang Jian in 1905, is a rather unfriendly place with no exhibition at all and a staff which takes no interest in its work or visitors' research interests. All art objects donated by Zhang Jian and his friends are kept in storage rooms. However, in the stacks the museum holds a small collection of various interesting documents which include a lot of handwritten letters from Zhang Jian's managers, old local publications, land deeds, etc. of which some originally belonged to the library. The best method for locating material is to consult the card catalogue, but it sometimes gives only very scarce information on the material available--often only a title.

Again, the user fees are extremely high, and there is no real cooperation from the staff's side. The reading room can be very noisy and is extremely cold and dark in winter. There are no photocopy facilities, but, on request, copies can be arranged. Mr. Mu Xuan, the retired but ever present head of the museum, is an excellent source for questions on Zhang Jian and local history.

The Nantong Textile Museum (Nantong Fangzhi Bowuguan)

The Textile Museum offers a small collection on material related to Zhang Jian's cotton mills, textile industry in general and the textile school. Apart from the showrooms which document the mills' history the small stacks hold share certificates, old textbooks,

machinery drawings, maps, etc. and various objects from the cotton mills' equipment. The reader will find documents which deal with the shopfloor management, workers and shareholders. Handwritten lists substitute for a catalogue, and, on request, objects in the showcases can be taken out for closer inspection. The staff is very friendly and cooperative. Unfortunately the museum also follows a very strict fee policy similar to that of the archives. The charges for all pre-Republican material are normally 100 RMB per document. There are no photocopy facilities, but, on request, photocopying can be arranged.

Since the city of Nantong has neither a university nor a high level academic research institute, one has to affiliate with a *danwei* in another city. Having the choice between Nanjing and Shanghai, I decided to join the Shanghai Academy of Social Sciences which tried to be as helpful as possible. Despite its difficulties the stay in Nantong proved to be very fruitful as the business documents, correspondence, local newspapers etc. cannot be found in any other Chinese or Western library.

The biggest problems were the accessibility to material (which got better the longer I stayed), the extremely cold and drafty reading rooms (no solution to that), and the high fees. In discussions with the Nantong archives staff, any argument referring to lower fees and the absence of reception fees in other Chinese libraries (e.g. Shanghai or Beijing) would have no effect at all. The fact that there are - with a very few exceptions - no scholars with academic training working in the Nantong institutions presents a different kind of problem. It was often very difficult to make my specific research interests and methods understood. In the name of economic development Zhang Jian has become the target of many pseudo-academic publications and activities with the intention to strengthen Nantong's cultural and economic reputation and to attract attention even abroad. These activities do not necessarily facilitate historical research which in Nantong depends on having time, patience, and money.

Shanghai

Chinese Business History Research Center, Shanghai Academy of Social Sciences

by Kai Yiu Chan
University of Oxford

This short note is based on my research experience at the Chinese Business History Research Center in the Shanghai Academy of Social Sciences (SASS), 7/622 Huai Hai Zhong Road, Shanghai 200021. I hope the details would be useful for my colleagues in Chinese business history.

The structure of the Center is simple, a single room furnished with a big rectangular table, many wooden chairs, a big grey sofa, and with book cases. All the materials and books of the Center are held at the room. No smoking is permitted in the room. Neither air-conditioning nor heating has been installed in the building. Therefore, it is very hot in summer and freezing in winter at the Center. The room is also furnished with sockets for lap-top computers.

According to the guide of the Center, there are several sets of documents concerned with several enterprises, both Chinese and foreign. These include documents of the Rong family enterprises, Liu Hongsheng's enterprises and his Account Office (*Liu Hongji zhangfang*, the British Tobacco Company, and the Swire Group. In addition the Center has collected the economic surveys made by the Chinese Economic and Statistical Research Institute *Zhongguo jingji tongji yanjiusuo*, the records of the Zhengxin Accounting House (*Zhengxin kuaiji shiwusuo*) which was quite active in wartime Shanghai, some foreign banks and mercantile houses (such as the City Bank), as well as some materials on several industries in Shanghai. Catalogues for these different sets of documents are available at the Center. There are also some bound volumes of newspaper cuttings containing economic news from the 1930's and 1940's. Besides, the Center has collected quite a number of important pre-1949 economic journals and books.

However, no catalogue is available for the newspaper cuttings, journals, and books.

Many of the documents have been selected for publication in volumes on the enterprises, but a large portion have not yet been published. Many of the documents are originals, such as those of Liu Hongsheng's Accounting Office and of the Zhengxin Accounting House. Many other documents are handwritten copies (*shouchao ben*) or photocopies of documents held in other archives which were collected for various compilation projects in the previous decades. Users will definitely be excited while reading the originals and might feel lucky reading the copies, since they will not have to go through the bureaucratic procedures of other archives. On the other hand, the users might be dissatisfied by the fact that the handwriting of some copies are sometimes unintelligible, or the documents are selectively copied.

My research topic is the study of Liu Hongsheng's enterprises. At the Center, there are two sets of documents for this study. The first set is that from Liu Hongsheng's Account Office, all of which are originals and were moved from the Account Office in the mid-1950's. Some are in the Office's original folders; some, in new folders. In most cases, the latter have been classified but not bound. All of the Account Office files are extremely fragile and must be handled with extreme care. The second set of documents are handwritten files from Liu Hongsheng's enterprises and other archives. These documents are bound as different volumes and thus easy to handle.

The two sets of documents on Liu Hongsheng's enterprises and Account Office are extremely valuable but incomplete. It is very difficult to find the original of a document published in *Liu Hongsheng Qiyeshiliao* [Materials on Liu Hongsheng's Enterprises] (Shanghai: Shanghai: Renmin chubanshe, 1981, 3 vols.) because the documents are scattered throughout the folios and bound volumes. Moreover, there are few documents from several of Liu Hongsheng's more important enterprises, such as the East China Coal Mining Co. Ltd. and the China Match Company. These documents used to be stored in many offices of SASS. They might have been misplaced or destroyed when moving offices, or perhaps they are still hiding somewhere inside the building. Thus, in

Chan on Shanghai, *continued*

some cases, the published volumes are instrumental for the study of Liu Hongsheng's enterprises.

To order a document or a book, the user does not need to fill up any order form but simply to ask Professor Huang Hanmin. He is the person who best knows what books and files are available at the Center. During his absence, the user can consult his assistant who knows the location of documents. In some cases, the user may check out books (preferably recent publications) for a couple of days. The user can also order books from the SASS Library through the Center. However, the SASS Library would charge the user a book ordering fee and photocopies from the Library are expensive. In general, both Professor Huang and Luo Xinglong come to the Center every day. Both of them are willing to help the users. So far, I have not been denied access to any document or book which I requested.

Photocopying of original documents is prohibited at the Center because they are extremely fragile. Only books and bound handwritten copies of documents can be photocopied. Chinese law prohibits the re-xeroxing of photocopied materials from other archives, such as those of the Swire Group from the Shanghai Harbour Management Bureau (*Shanghai gangwujū*). There is no user fee if the user simply reads the documents and takes notes. Charges for photocopies vary according to the size of paper. At present, the Center charges RMB 0.4 on each A4, RMB 0.5 on B4 and RMB 0.6 on A3. If one is not affiliated with SASS, there is a 50 percent surcharge. In the case of handwritten copies, the user should also pay another 50 percent of "material preservation fee" (*ziliao baocun fei*). Receipts are available after payment. It is advisable to put in your photocopying order as early as possible in order to avoid rushing at the end of your trip. Fortunately, the Center has recently installed a new photocopying machine which runs faster and better than the old one. Although the Center does not impose any restriction on the number of photocopies to be taken, it is advisable not to take too many.

The Center's hours are Monday-Friday (except public holidays) from 9 a.m. to about 4:00-4:15 p.m. Lunchtime begins at noon until 1 p.m. With the help of the Center's staff, the user can have food at SASS.

On Tuesday and Friday mornings of each week, the staff the Institute of Economics meets in the Center. Users can ask Professor Huang in advance, if he can arrange another room to read documents which have already been requested. In summer, the Center closes for a month (usually from mid-July to mid-August) and, in winter, for two weeks during Chinese New Year. Special arrangement can be made in advance between the user and the Center. However, photocopying service is not guaranteed during vacations.

As a researcher of Chinese business history, I hope that the Chinese Business History Research Center can continue to be convenient to foreign researchers. I also hope that other researchers will find the Center useful to their studies of Chinese business history.

For a foreign scholar, the formal channel to enter China is to apply for a visa which requires the applicant to have an invitation from a *danwei* (work unit) in China. The applicant should receive an invitation from the SASS. To obtain this invitation, the applicant should contact Professor Shen Zuwei, the director of the Center, or Professor Huang Hanmin, the executive vice-director. They would then refer the application to the SASS authority. The SASS authority would then refer the application to its foreign affairs bureau which would be responsible for arranging hotel and taxi when she or he arrives at the airport. The bureau would also introduce the applicant to the specific *danwei* within the SASS, i.e., the Center. In return, the applicant has to pay to the SASS an admission fee of US\$300 (students' rate) to US\$400 (professors' rate) per month, apart from his or her own living and accommodation expenses.

Acknowledgements: I am much indebted to the kindness of and valuable comments from both Professor Huang Hanmin of the Research Center and Professor Parks M. Coble of the University of Nebraska.

Notes from another user

The Center is gradually cataloguing its holdings on computer. And computer print-outs are considerably easier to decipher than the handwritten catalogues. I mainly used the Liu Hongsheng papers. They

included (1) the China Briquette Company files which included complete board minutes from its founding in 1919 to the eve of the Japanese invasion and lists of stockholders at various times; (2) files from other companies which were not as complete but contained information about day to day business as well as board and stockholders minutes; 3) the Accounting Office files. I also used materials from the Rong family enterprises, the British American Tobacco Company, and the Xuwen Accounting and Law Office. Since SASS was my *danwei*, I only paid for photocopying. I did pay a \$300 a month affiliation fee to SASS's Foreign Affairs Bureau.

The Business History Research Center at SASS was by far the most "user friendly" and stimulating environment in which I worked. It is run by scholars not by archival custodians. The executive vice-director, Huang Hanmin, is one of the Center's greatest resources. He is very knowledgeable about the materials, both holdings and contents. Also Luo Xinglong, a researcher at the Economics Institute, was of great help to me. *Andrea McElderry*

Shanghai Municipal Archives SASS Libraries

by Andrea McElderry
University of Louisville

During the first half of 1995, I was resident in Shanghai where my work unit (*danwei*) was the Shanghai Academy of Social Sciences (SASS). I was collecting materials for a study of guarantors and other ways of reducing risk in Chinese business practice.

The Shanghai Municipal Archives (*Shanghai shi dang'an guan*) was a relatively easy place to do research. A letter of introduction from my *danwei* was sufficient to gain entry. The published catalogue, "Concise Introduction to Shanghai Municipal Archives" (*Shanghai shi dang'an guan jianming zhinan*) can be purchased or consulted at the Archive. If the materials are "open," detailed indices are available for the asking. One simply gives the call number from the catalogue. The staff is professional and efficient. Requested materials came up

quickly (rarely longer than 15 minutes). There is no readers fee or folio usage fee. Researchers can continue to read materials during the lunch break although materials cannot be ordered. Materials can be placed in lockers for future use.

The easily accessible or "open" materials are the ones which are listed in the catalogue. These include a wealth of materials related to business history, such as records of guilds and business associations, banks, insurance companies, accounting offices, factories, department stores and more. The holdings vary considerably with regard to content and time period. Judging from the materials I used, the bulk of the materials come from the 1930's through the early 1950's.

On this trip, I mainly used (1) the Sun Sun Department Store archives, especially personnel records; (2) the Yong'an Department Store records, especially contracts of all kinds; (3) the Xu Yongzu Accounting Office records. Since the Xu Accounting Office specialized in registering joint stock companies with the government, their files contained information on founders, capital, stockholders, etc. of over 100 companies. Some of these companies had registered as many as three times (under the Nanjing regime, the Wang Qingwei government, and the postwar Nationalist government). Other archives used included records from the Wang Hai'fan Accounting Office, the Shanghai Construction Guild (*Shanghai shi yingzao gongye tongye gonghui*), and the Silk Cocoon Guild (*Shanghai qu saosi gongye tongye gonghui*). The latter had records dating from around 1900 to the post-1949 period.

Photocopying was accurate if not rapid, generally taking three to four days. For standard A-4 paper, it was, I think, 1.2 RMB per page. But there was inconsistency about what I could photocopy. One day I was told that I could not copy a list of company shareholders from 1930 although I had had other such lists copied. The reason given was that it had the amount of stockholders' investments in the company. A few weeks later when I requested such a list, it was done with no problem. Another day, I was told that I could not copy contracts in the Yong'an files. So I hand copied them. No one looks over your shoulder to see what you are doing. I was grateful that I could photocopy as much as I did since in 1992, it was very difficult to photocopy at all.

McElderry on Shanghai, *continued*

Seeing materials which are not listed in the catalogue is another matter. For about four months, I tried without success to gain access to the Shanghai Commercial and Savings Bank records. They had recently been moved from the Financial Archive of the People's Bank of China. I was told that I needed letter of permission from the People's Bank to see them, but when I produced such a letter, I still could not see them. In the end, thanks to the efforts of my colleagues in the Economics Institute at the Shanghai Academy of Social Sciences, I was allowed to see a few folios after they had been reviewed by the archives staff. By this time, I only had about three weeks left in Shanghai so gave up the quest. Although I do know of one Chinese scholar (now resident in the U.S.) who has used the Financial Archives, Chinese colleagues tell me that they have difficulty gaining access too.

Shanghai Academy of Social Sciences Libraries.

SASS has several libraries. The main library, located on the Politics and Law Institute (*Zheng fa xueyuan*) campus, has the holdings of the former St. John's Law School Library. However, much of the material is about teaching law and about law in general rather than Chinese law. The staff seemed happy to have me use the library, but this did not make it easy. Like most Chinese libraries, the stacks are closed, and the catalogue is by title only. So to do a subject search, one needs to begin with a title or a logical first word, find a call number and then go through the shelf list. I was told that I could not check out books if the library "only had one copy." Photocopying was allowed, but a staff member flinched when I asked to have an entire book copied.

Books the main SASS library, can be delivered to the smaller library at the SASS complex on Huai Hai Road. This is a "browsing" library with title and subject catalogue. Most, if not all, holdings are post-1949 publications. It was a definite asset to have such materials so readily available for reference. Books could be checked out by presenting a SASS library card. One also needs the card to return a book. The History Institute and its library are located in Shanghai's southeast quadrant at least an hour by bus from the complex on Huai Hai Road. There is a title card catalogue which indicates that the

library has a number of works from the 1930's and 1940's which might be relevant to business history research. However, foreigners, even those closely associated with the History Institute, were not able to use the books.

I did not use the Shanghai Public Library but judging from its card catalogue, it has an abundance of published works on business history. It also has extensive newspaper holdings and a large collection of family genealogies. These materials are now scattered among sites all over the city, but they will eventually be brought together in an impressive building now being built on the western section of Huai Hai Road.

Tianjin

Archives and Libraries

by Brett Sheehan
University of California, Berkeley

The research locations described in this report are Nankai University, the Tianjin Municipal Archive, the Tianjin Municipal Library and the Tianjin Academy of Social Sciences (TASS) are all located in the same section of Tianjin, and are an easy bicycle ride (though not walking distance) from each other.

Tianjin Municipal Archive

The Tianjin Municipal Archive has vast holdings from the pre-1949 period. The largest holdings are records of the Tianjin Chamber of Commerce and the Tianjin customs. There are also archives of many of the foreign concessions (like the British Municipal Council), business associations (*tongye gonghui*), regional associations (*huiguan*), and companies (both foreign and Chinese). Some of the Tianjin municipal government records were destroyed during the Japanese invasion in 1937, though it is not clear which ones. I used mostly the archives of the Tianjin Bankers' Association and the Tianjin branch of the Bank of China.

The Tianjin Bankers' Association comes under the

Sheehan on Tianjin, *continued*

general category of *tongye gonghui*. There were fifty or so *tongye gonghui* in pre-Revolutionary Tianjin, ranging from the Association of Coal Shops, to the Bankers' Association. The *tongye gonghui* archives are open and accessible through a card catalogue. (Missing numbers in the catalogue indicate there are some files still not open). The catalogue is fairly reliable but less than ideal. For example, cards on the records of the Tianjin Bankers' Association were mixed in with cards on the Tianjin Native Bankers' Association. Also the topic listed on the card often refers to the first document in the file and may not be representative of the file as a whole.

Files on individual banks are not yet open. They were just taken over by the archive last year and have not yet been sorted and organized. I was able to see materials from the Tianjin Branch of the Bank of China by special arrangement with the Archive, but since it is a closed archive, I could not look at the catalogue. My TASS advisor ended up looking at the catalogue for me and pulling files based on what I told her about what I wanted to see. Based on my experience, the catalogue is very inaccurate as to both content and time period, and 70 percent of the files I saw were useless. In addition, I was allowed to look at only some of the files my TASS advisor requested.

The Chamber of Commerce archives are theoretically not open, but an ongoing project of TASS and the Archive to publish selections from the Chamber Archives makes many of the important documents in libraries throughout the world. To date, six large volumes have been published, two on the 1903-1911 period and four on the 1912-1928 period. Two more volumes will be published this fall on the 1929-1937 period. These books can be purchased through the TASS Institute of History or the Tianjin Archive. The published materials represent less than ten percent of the total, and more detail on specific topics requires use of the Chamber archives in Tianjin. Though not open, permission to see the Chamber archives is not hard to get. However the catalogue is closed, so documents have to be called up by referring to file numbers listed in the published volumes.

The Tianjin Archive has a reputation for being expensive, but from what I can tell, there is little consistency in the way fees are charged. Fees are

much more expensive for some foreign users than others, and more expensive for foreign professors than for foreign graduate students. Photocopying is allowed, and I have not been restricted in what I could copy, though turn-around has sometimes been slow. The reading room is open Monday through Friday 8:30 to 11:30 in the mornings and 1:30 to 5:00 in the afternoons, except for Tuesday afternoon when the archive is closed. During the summer, afternoon hours are reduced to 2:30 to 5:00. The reading room is air-conditioned in summer and well heated in winter.

Effective use of the Tianjin Municipal Archive requires active help from scholars in Tianjin who are familiar with the holdings and familiar with the staff. In general, people at the TASS Institute of History have better relations with the archive than historians at Nankai University. If you plan only a short stay in Tianjin, it is imperative that your paper work be completed before arrival. Seeing the archives requires permission from the Tianjin Public Security Bureau, and many visitors who come for only a week or two spend most of their time running around getting papers stamped and little time actually reading archives. Once again most of the historians at TASS are familiar with the procedure and can have your paper work completed before your arrival.

Tianjin Municipal Library

The Tianjin Library is divided into a number of sections, and I have only used the historical (*lishi wenxian*) department, which holds pre-1949 materials and rare materials. Access to the library requires only a letter of introduction from your *danwei* and not even that is needed to look at the catalogues. The staff is friendly and professional, and fees are low (only 2 or 3 Renminbi per volume pulled). Photocopying is not allowed. You can request photographs to be taken of certain documents, but the cost is prohibitive. Computers are allowed in the reading room. The catalogues are excellent with both subject and title sections, though sometimes materials in the catalogue are "lost" or "cannot be found." The reading room is not air-conditioned.

My main purpose at the Tianjin Library was to read old newspapers. Unfortunately, most of the old Chinese language newspapers have been microfilmed. However, there is no microfilm viewer in the reading

Sheehan on Tianjin, *continued*

room and viewing the originals is prohibited. This catch 22 means that much of their collection is unavailable for reading. I understand other departments at the Library do have microfilm viewers, and it should be possible to see the microfilms. As of this date, I have not yet figured out how.

The Library has a good collection of annual reports from banks in the 1920s, which I used, as well as a fairly complete run of the English language Peking and Tientsin Times. These have not been micro-filmed and thus may be read in the original.

TASS Library

The TASS Library has an excellent collection of materials on Tianjin history. People affiliated with TASS only pay for photocopying; others will be charged a usage fee as well (perhaps as much as ten renminbi every time you use the library). The catalogue is excellent, with subject, title and author sections, though not every item in the collection has been catalogued, and some items in the catalogue have been lost.

Collection of the "Old" (i.e. before 1949) Institute of Economics at Nankai University,

In the prewar period, Nankai had one of the most active and influential Economics Institutes in China. The substantial library of the old Institute as well as the works of professors and students from the period are still intact. Nankai has two main library buildings: the Old and New Libraries. The collection of the old Economics Institute can be found in room 205 of the Old Library. There is a good subject catalogue on any number of topics related to Chinese Economics. Access can be gained with a letter of introduction.

Acknowledgements: My advisors at TASS have been extremely helpful, and I could not have gotten much accomplished (especially at the Tianjin Archives) without them.

Scholars who wish to affiliate with TASS should write Wang Hui, President (*yuanzhang*) of Tass

directly. You may request to work with a particular institute or scholar, but it is important to contact President Wang first.

New Journal

Taiwan Studies: A Journal of Translation

edited by Joseph Bosco
published by M.E. Sharpe, Inc.

makes available to the English-speaking reader a select sampling of Chinese language social science research about Taiwan.

Though Taiwan has been isolate in diplomacy, more and more scholars are interested in understanding Taiwan as a successful East Asian "small Dragon" and democratizing state. Within Taiwan, democratization has led to a mushrooming in interest in local politics, society and culture. Topics long sensitive or taboo on the island are now open for discussion and research, e.g. social problems, distribution of power, ethnicity, economic policy, the environment. This research within Taiwan has grown ever more sophisticated, but it is increasingly in Chinese, as scholars seek to influence local public opinion and government policy. Higher standards of living on the island are drawing back to Taiwan most of the bright scholars who in past decades received graduate degrees and remained overseas and published in English. These younger scholars, along with a significant number of their mentors, are now working within Western theoretical frameworks. Other young researchers who are locally trained still study under Western-trained faculty and are theoretically sophisticated. Increasingly, the best social science research on Taiwan studies is done in Chinese.

The objectives of the journal are: (1) to reflect current issues and interests in social science research on Taiwan; (2) to present original research on Taiwan's history, anthropology, sociology, social work, political science, law, and economics; 3) to bring scholarly research on the 'Taiwan experience' to the attention of non-Asia specialists.

Taipei

Resources

by Andrea McElderry

My stay in Taipei during July 1995 was brief and thus this report is sketchy. For one, it does not cover the business and economic materials held in the National Government and Kuomintang archives in Taipei. Nor does it report on materials outside of Taipei.

Taiwan has a wealth of Japanese language materials related to Taiwan business and economic history during the Japanese occupation (1895-1945). The greatest bulk are from the Showa period (beginning in 1928) with a significant amount from the Taisho period (1912-1928) and a small percentage from Meiji (before 1912). Holdings can be found at the National Central Library and the Taiwan National University Law Library, both of which have detailed published catalogues of these materials. I did not visit the National Central Library, but according to the catalogue, the collection includes general reports on the economy with some local reports; general reports on production; specific reports on production (for example, tea, rice, and sugar); business and industrial associations as well as materials on public finance, taxes, and population. Under the commercial (*shangye*) classification, one can find material on foreign trade and markets in China, Manchuria, and Southeast Asia. I did use the legal materials at the Taiwan National University Law Library, specifically the collections on Taiwan customary law (which are also available outside of Taiwan). Most of the legal materials concern laws of the Japanese period with categories covering civil law, civil suits, commercial law, contracts, and loans. There are also holdings of non-legal materials related to business and economic history. Of these, the largest body of materials comes from the tea, sugar, rice and forest products industries. These include statistical reports beginning as early as 1920. There are scattered holdings on credit cooperatives, consumer cooperatives, mutual assistance organizations.

National Taiwan University's Research Library (*Yanjiu tushu guan*) has photocopies of the Dan-xin Archive of yamen court records from the late Qing period. A number of these cases concern commercial activities. There is an index and, with an appropriate introduction, the materials are available and easy to use.

The Institute of Modern History Archive at the Academia Sinica holds materials related to mainland economics before 1949. These are primarily government records from ministries concerned with agriculture, commerce, and industry. Province by province records on coal mining date back to the late Qing period. Salt Administration records by province go back to 1670. There are scattered materials on exchanges, banks, transport companies, printing companies, and power companies.

The Institute of Ethnography at the Academia Sinica has a large collection of local gazetteers on Taiwan which were reprinted in the 1950's and are available elsewhere (*Taiwan yinhang jingji yanjiu shi*, ed.). The on-site advantage is that the Institute is set up to do key word searches on computer.

These materials and others have been utilized by scholars at the Academia Sinica to produce a number of volumes and articles on Chinese economic history which are, no doubt, familiar to readers. Research by scholars from the Institute of Modern History includes Wang Shu-huai on the Shanghai power company; Su Yun-feng on Hubei economic history; Cheng Ts'e-yu on the tea and silk industries; Lin Man-houng on Ming-Qing monetary cycles and Qing monetary policy and, more recently, on the opium trade; Chang Jui-te on railway development, Chang Li on the Shaanxi oil industry; Fan I-chun on internal and foreign trade; Li Yu-p'ing on Republican and late Qing monetary policy, Li Lien-jia on Shanghai businessmen and Republican politics, Chang Ts'un-wu on the Sino-Korean tribute trade in the Ming-Qing periods. Chang Pin-ts'un of the Sun Yat-sen Institute is now working on Ming-Qing monetary history and with economist, Chen Chau-nan, developing a model "different from conventional historians." Chen Kuo-tung (Anthony) of the Economics Institute has recently published work on Chinese foreign trade in the Ming-Qing periods. Of particular interest to business historians is Hsieh Kuo-hsin's 1994 book, *Tainan bang de ge'an yanjiu: qiye fazhan yu Taiwan jingyan*

[A case history of the Tainan group: enterprise development and Taiwan's experience] (published by the Institute of Modern History, Academia Sinica). He not only provides a history of this successful group from the late Qing to the present, but he places his study in the context of debates about Confucian values and theory regarding NIC's (Newly Industrial Countries).

As Professor Lin Man-houng so well illustrated in a presentation at a recent workshop on Chinese business historiography and sources, masters theses completed at universities in Taiwan are a rich source for the study of business history. These can be found at the Central Library or at National Cheng-chih University's Social Science Material Center. Abstracts for 1960-1990 are available on CD Rom at the Central Library or at university libraries.

Directory

Charles Wheeler, Yale University

Research: expansion of Chinese commerce and trade in Southeast Asia during the Qing Dynasty. Immediate plans are to research the role of social institutions outside the state, that is lineages, guilds, etc.) in facilitating commercial and trade development.

Take Note! ***Change in volume numbering.***

In the past, the fall issue has number one in a volume number whereas the spring issue has been number two. This happened as a result of the academic year nature of the publication. However, to speak in Weberian terms, it is more rational to have volumes coincide with the calendar year. So the editors are taking advantage of this double issue for the rectification of numbers. The spring 1996 issue will be volume 6, number 1.

Contributors

Kai Yiu Chan is a Ph.D. student in modern history at Oxford University. He is working on his thesis, "The Structure of Chinese Business in Republican China: The Case of Liu Hongsheng and His Enterprises, 1920-1937." His masters' thesis was "Big Business in Modern China: a Case Study of the Flour Milling and Cotton Textile Enterprises of the Rong Brothers, 1901-1936 (Chinese University of Hong Kong, 1992).

Elisabeth Köll is a Ph.D. student at University of Oxford, Institute of Chinese Studies. Her main research interest is late imperial/early Republican Chinese business and economic history. Her thesis, in progress, is on Zhang Jian and his Da Sheng business in Nantong. If you wish to contact her for more information, her address is St. Antony's College, Oxford OX2 6JF, England.
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Ch'i-kong Lai is a member of the history faculty at the University of Queensland in Brisbane, Australia. He is completing a book manuscript on the China Merchants' Steam Navigation Company. He is very knowledgeable about business history archives both in China and elsewhere.

Andrea McElderry is professor of history at the University of Louisville and co-editor of *Chinese Business History*. During the first half of 1995, she was in Shanghai doing research for a book tentatively titled "Circles of Trust: Guarantors and Other Ways of Reducing Risk in Chinese Business, ca. 1800-1949."

Brett Sheehan is a Ph.D. candidate in history at the University of California, Berkeley. His dissertation is on money and banking in Tianjin in the pre-1949 period. He began his fifteen months research in China in August 1994 where his *danwei* was the Institute of History at the Tianjin Academy of Social Sciences (TASS).

Call for Papers

Chinese Business History Conference

Theme: The Rise of Business Corporations in China from Ming to Present

Organizer: The Centre of Asian Studies, The University of Hong Kong

Date: July 12-13, 1996

Venue: The University of Hong Kong, Pokfulam Road, Hong Kong

Papers proposals should fall into the one of the following broad categories:

Business corporation in traditional China: its form, structure and change

Modern Chinese companies in the late Qing Reform

Big business enterprises in Republican China

Business networking in China

Overseas Chinese business and its networks

Chinese business in Hong Kong

Chinese business corporations in contemporary China

Paper proposals or inquiries should be sent to Dr Pui-tak Lee at the address below. Abstracts of each paper and brief curriculum vitae of the participants should be included with the proposal. The deadline for proposals is **December 10, 1995**. The program will be announced in spring; of 1996.

The Centre of Asian Studies
The University of Hong Kong, Pokfulam Road, Hong Kong.
Phone: (852)2859-2429; fax: (852)2559-5884;
e-mail: ptlee@hkucc.hku.hk

AAS PANEL in HONOLULU

Chinese Business Enterprise in Four Coastal Cities during the Late Qing and Early Republican Period

Gary Hamilton, University of Washington, and **Wai-keung Chung**, "Families and Friends: Business Networks in Hong Kong during the 1940's and their Relevance to Post-war Industrialization"

Pui-tak Lee, University of Hong Kong, "The Making of Modern Chinese Financial Entrepreneurship: the Case of Chen Guangfu"

Brett Sheehan, University of California, Berkeley, "Strange Bedfellows: Warlords, Warlord Capital and Professional Bankers during the Rise of Modern Banking in Tianjin, 1916-1925"

Elisabeth Köll, Oxford University, "From Family to Professional Management: Zhang Jian (1853-1926) and the Development of Modern Business in Nantong."

Discussants: **Wellington Chan**, Occidental College and **Robert Gardella**, U.S. Merchant Marine Academy.

Friday, April 12, 1:00 - 3:00 p.m.

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Chinese Business History

is the bulletin of the Chinese Business History Research Group, an affiliate of the Association for Asian Studies. Executive Committee: Wellington Chan, Robert Gardella, and Andrea McElderry.

The bulletin seeks to develop a more comprehensive understanding of Chinese business history and practices. We welcome submission of research notes, "thought" pieces, information on research materials, and conference reports. Manuscripts should be no more than 1200 words. Editors: Robert Gardella and Andrea McElderry.

Deadline for announcements for next issue:

February 15, 1996

Coming in the next issue:

**Jack Downs on
*pre-1842 Canton
Trade and Business History***

**Sherman Cochran,
*an assessment of
Chinese business history -
five years after our inaugural
issue***

And More

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