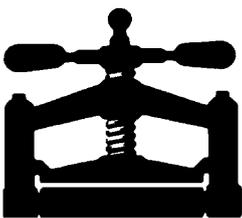


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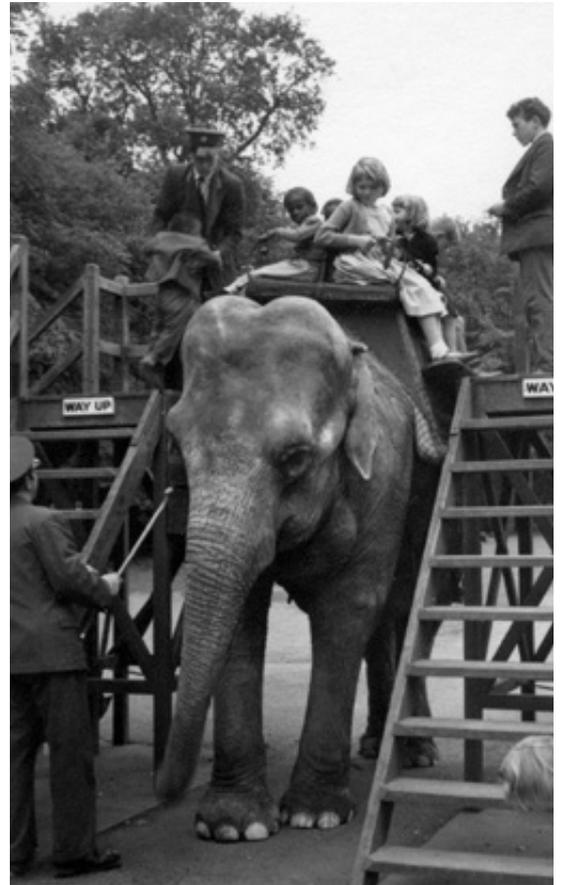
**BUSINESS
ARCHIVES
COUNCIL**

The Business Archive of Peter Bailey Ltd

Nichola Court, Searchroom Archivist, West Sussex Record Office.

The horticultural and glasshouse industry has long been of economic importance to the county of West Sussex, especially along the relatively flat and sunny coastal plain. Illustrating its importance to the economic wellbeing of the county, by the 1960s West Sussex County Council had a special policy in place for the development of the industry along the coastal plain, and a number of maps illustrating this policy and the growth of the industry can be found at West Sussex Record Office.

Reflecting its role in the county's heritage, a number of archives of local horticultural businesses can also be found at West Sussex Record Office. These include the records of the West Sussex Growers' Association, a specialist horticultural branch of the National Farmers' Union; Cheal's, a family-run nursery business, established in 1871, and which operated several sites across the county, including nurseries at Pulborough and Crawley; and an album of over a hundred photographs of Sampson's mushroom farm at Oving, near Chichester. However, West Sussex Record Office's most complete archive of a horticultural business is that of Peter Bailey Ltd, based in Climping, near the seaside town of Littlehampton.



Sussex Nurseries Ltd's staff outing to Whipsnade Zoo, 1960 – Judy, Sarah and Graham Bailey



Women harvesting mushrooms at Sampson's mushroom farm, c1960s

Established as a family business by Peter Bailey in 1960, the company specialised in growing cucumber and tomato crops in Alumabrite glasshouses. Thanks to his successful and pioneering experiments with innovative growing techniques – including the Nutrient Film Technique (NFT), a hydroponic system which exposes the bare roots of plants to a film of water containing the essential nutrients required for growth, as well as the improved use of carbon dioxide, light and specialist feeding systems – Peter Bailey's business proved to be extremely successful, resulting in yields of 300 tons per acre by 1985, and an annual turnover of £155,000. Reflecting Peter's work in developing and perfecting the hydroponic system, his business archive contains many records relating to the Nutrient Film Technique, including correspondence with numerous bodies concerning the technique, experiments and results, analysis of results, photographs and minutes of meetings of the West Sussex Tomato Working Party and Nutrient Film Technique Study Group, as well as records of his numerous other experimental growing methods.

The collection also includes a series of daily nursery diaries, kept by Peter Bailey between 1975 - 1990, which provide extensive details of the horticultural work carried out, such as sowing, planting, feeding, spraying and chemical testing, as well as recording the weather; and a separate series of 'special' daily diaries which record Peter's experiments with liquid feed, kept between June 1979 – February 1980, and experiments in the use of straw bales to provide the slow release of carbon dioxide, kept between November 1984 – October 1985.

Prior to establishing his own business in 1960, Peter Bailey was employed as General Manager for Sussex Nurseries Ltd in Rustington, West Sussex, commencing work for the company in 1951; as such, the collection also includes a number of records relating to another of West Sussex's important horticultural businesses. Furthermore, the collection includes records relating to Plaisance Ltd's proposed scheme of 1961, to establish a number of nurseries in Ballygarry, South Tipperary, Ireland, to provide employment for women and those men who were unable to work in the region's coal mines; Peter had been approached by Plaisance Ltd to be Manager of the scheme, but it was eventually abandoned in 1962.

Despite the undoubted success of the company, Peter Bailey Ltd was voluntarily wound up in 1991, after Peter's retirement in 1990. The nursery site was eventually sold for redevelopment. Peter died in 2001 and his business archive was donated to West Sussex Record Office in April 2012 by his family, on behalf of his wife, Jose Bailey. The collection had been arranged and catalogued previously by his grandson, Richard Wiltshire (Senior Archivist at the London Metropolitan Archives).

Given the continued importance of the horticultural and glasshouse industry to the county – and the success of Peter Bailey Ltd, not only in financial terms, but also in terms of



One of Peter Bailey's tomato houses, c1960s

its use of innovative and experimental growing techniques – West Sussex Record Office was extremely pleased to have been offered the collection, and to be able to accept it. It is anticipated that the collection will be of importance to both economic and agricultural historians, as well as agronomists, and that it will also be of interest to local historians and individuals who worked for the company (and their descendants). It is hoped that other growers and horticultural businesses will consider donating their own business archives to relevant repositories, not only to preserve their own history, but to help researchers study and understand the history and development of the industry and its impact on a local, national and even international scale. The National Business Archives Strategy offers general advice on managing and looking after business archives in-house (www.managingbusinessarchives.co.uk).

The Peter Bailey Ltd collection catalogue can be viewed online via West Sussex Record Office's Search Online facility www.westsussexpast.org.uk/searchonline/ and the physical collection can be accessed via the Record Office's searchroom, located in Chichester. Full details of West Sussex Record Office's location, opening hours and access arrangements can be found on our website www.westsussex.gov.uk/ro.

BAC Conference 2013: Show Me the Money!

– Securing Funding for Business Archive Projects

This year's conference will be held on Thursday 7th November 2013 at the Boots Archive, Thane Road, Nottingham, United Kingdom, NG90 4XY.

The aim of the conference is to look at funding for business archive collections in various institutions. As well as looking at case studies where archives have successfully received funding, and what has been achieved in these projects, the conference will also aim to provide practical advice and information on how to go about securing funding.

The conference will also include a panel session where delegates will have the opportunity to hear from, and put questions to, representatives from various institutions offering funding, including the Heritage Lottery Fund, The National Archives, and the Business Archives Council.

The charge will be £80 for BAC and ABH members and £100 for non-members. A second or third delegate from the same member organisation will cost £60 each. We are pleased to be able to offer a discounted rate of £20 for students and low waged delegates.

A booking form can be found on the BAC website at: www.businessarchivescouncil.org.uk/activities/objectives/conference/2013conf.

Any questions, please contact Adam Hillhouse of The British Postal Museum & Archive at adam.hillhouse@postalheritage.org.uk or Josette Reeves of Unilever Archives at Josette.Reeves@Unilever.com.

Conference Programme

From 09.30: Registration and coffee

10.00 - 10.30: Business Archives Council AGM

10.30 - 10.40: Comfort break

10.40 - 10.45: Welcome and introduction to the conference

10.45 - 11.45: Breakout session (with tea and coffee)

11.45 - 12.15: Sophie Clapp Company Archivist, Boots UK. *Putting a Value on Heritage - Building a Healthy Business Case, the Boots Experience*

12.15 - 12.45: Susan Gentles and Amy Proctor, Archivists, Standard Chartered Bank. *'Windows on the World' a Partnership Project with London Metropolitan Archives*

12.45 - 13.45: Lunch

13.45 - 14.15: Adrian Steel Director, British Postal Museum & Archive. *Opportunities (Let's Make Lots of Money)*

14.15 - 14.45: Stacy Capner, Business Archives Development Officer for Wales, Richard Burton Archives, Swansea University. *Forging Links: a Collaborative Approach to Funding for Business Archives in Wales*

14.45 - 15.15: Tea and Coffee

15.15 - 15.45: Melinda Haunton Programme Manager (Accreditation), The National Archives. *Finding Funding: The Case for Business Archives*

15.45 - 16.45: Panel Session

Chaired by Mike Anson from the Bank of England, the panel session will provide an opportunity for delegates to put questions to representatives from various institutions providing funding, including the Heritage Lottery Fund, The National Archives Cataloguing Grants Programme, and the Business Archives Council. Sophie Clapp (Company Archivist, Boots UK) will also be present at the session and there will be a chance to further discuss internal fundraising and advocacy.

BAC Journals - Access Widened

Published twice a year, in May and November, the journals carry articles on the management of modern records, the administration of business archives and source material for business history. The journals back to 1965 can now be accessed online by anyone through the following web address:

www.businessarchivescouncil.org.uk/publications/regular/.

Apart from in a paper format, the most current journal articles are only accessible to BAC members from the members' area of the BAC website. If you require access to the members' area please email clairtwinn_746@hotmail.com.

PayPal Trial

The BAC is now accepting payments via PayPal on a trial basis until the end of 2013. We hope this will offer more flexibility to members, especially those based outside the UK. To pay via PayPal please visit: www.businessarchivescouncil.org.uk/contact/pay_with_paypal.

As this is a trial, feedback is welcome.

Moira Lovegrove, Hon Treasurer.

National Volunteering Award

Congratulations go to Hull History Centre and its 80 volunteers for being named the winner of this year's National Archive Volunteering Award. The distinction, awarded by the Archives and Records Association (UK & Ireland), in partnership with three other bodies, was presented at the Centre on 11 September.

The successful project utilised a team of volunteers, under the direction of a professional archivist, to process records relating to the wartime activities of Hull City Council. The records highlight the severe bomb damage that Hull suffered during the Second World War.

The judges selected Hull from 12 entries and further details can be found on www.archives.org.uk/latest-news/hull-history-centre-wins-2013-volunteering-award.html.



Ephemera Corner

The Manchester Brewery Company Ltd

Read any history of Manchester United Football Club and it will tell of John Henry Davies who saved the club from a severe financial crisis in 1902. A few years later JHD was in action again, rallying the shareholders of the Manchester Brewery Company Ltd to discover why profits had taken a nose-dive.



A committee representing the shareholders began an in-depth investigation, covering not only the financial and general management of the firm but also the condition of its products and licensed houses. The result came as a shock. Incompetent accountancy coupled with neglected property and poor quality beer demanded resignations at the top.

One particular folly in the report concerned a piece of land at Trafford Park that the company had agreed to purchase for the location of a new brewery, even though the existing plant had sufficient production capacity with room for expansion. A further financial burden was a covenant to build this brewery at a cost of at least £40,000 by the year 1906. The company, headed by new directors, extricated itself from the building agreement but the best settlement that could be agreed upon required payment of £23,540 for the land. To make at least some use of the reluctantly acquired plot, a bottling plant was constructed that occupied just a small part of the available area.

One of the replacement directors, none other than chairman John Henry Davies, instigated moves that would result in Manchester United establishing its home adjacent to the bottling factory. Today, the site of the factory forms part of the Club's car park.

The editor of this newsletter is Alan Gall. The next issue will appear in Winter 2013. Prospective copy should be sent to Alan Gall, Tel: 0161 745 7029 (daytime) 01706 344429 (evening) Fax: 0161 745 9649 email: alagall@hotmail.com Post: c/o SDA Electronics Ltd, Unit 30, Willan Industrial Estate, Eccles New Road, Salford M50 2GR.

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