THE 1967 RESEARCH CONFERENCE
AT BOILING SPRINGS AND HARRISBURG

BY GAIL M. GIBSON

IN THE spring of 1966, a conference on “Research Needs and Opportunities in Pennsylvania History” was sponsored by the Pennsylvania Historical and Museum Commission and the Research Committee of the Pennsylvania Historical Association. So many possible fields of investigation were suggested that the sponsoring groups felt the need for a second conference to analyze in depth a few selected topics. Such a conference was held on the weekend of April 7-8, 1967, with Friday sessions at the hotel at Allenberry on the Yellow Breeches, near Boiling Springs, and Saturday sessions at the William Penn Memorial Museum and Archives Building in Harrisburg. Dr. Alfred D. Sumberg, of East Stroudsburg State College, presided. The three fields selected for concentration were: the economic history of Pennsylvania from 1790 to 1900; political development of the Commonwealth from 1840 to 1900; and the historian’s perennial problem of finding a publisher.

Professor Philip S. Klein, of the Pennsylvania State University, served as chairman of the economic history session on Friday afternoon. In his introductory remarks, he noted that Pennsylvania’s political history had received considerable attention from scholars in the past twenty years, and that perhaps it was time to shift to an emphasis upon economic history. Among the topics to be investigated would be the flow of capital over the political boundaries of New Jersey, New York, and Pennsylvania, in a sectional study such as was suggested by Roy F. Nichols in his article, “Has the History of the Middle States Been Neglected?” (Pennsylvania History, II (1935), 99-103). Among other suggestions, Elting E. Morrison’s Men, Machines and Modern Times mentions the Pennsylvania group which financed the national development of the Bessemer process. The Historical Society of Pennsylvania has among its recent acquisitions material which
Professor Joseph Walker, of Millersville State College, presented the first topic of the Friday afternoon session, on the Pennsylvania iron industry from 1790 to 1840. Although this field has been the object of extensive research, numerous aspects of it still remain to be explored, he said. Nineteenth- and early twentieth-century writers approached the iron industry either through the technological aspects of iron making and processing or through the biographical investigation of noted ironmasters' careers. Business organization, transportation, markets, and social relationships were virtually ignored. With the publication of Arthur C. Bining's *Pennsylvania Iron Manufacture in the Eighteenth Century* in 1938, a new communitarian view came to dominate iron research. Several regional works, of which Frederic K. Miller's *The Rise of an Iron Community* and Arthur D. Pierce's *Iron in the Pines* are examples, were written in this vein. Bining himself planned to continue his work through the nineteenth century, but his death prevented the completion of this project.


Yet another approach to studying the iron industry is the concentration on a specific iron village, perhaps including the restoration of such a village. Examples of such projects are the Saugus works in Massachusetts, with operating machinery; Cornwall Furnace with its great mine; Hopewell Village; and the future restoration at Hibernia Forge in Chester County. Not only restoration but the marking and preservation of furnace ruins falls into this category. Myron B. Sharp and William H. Thomas in their "Guide to the Old Stone Furnaces in Western Pennsylvania" in the 1965 *Western Pennsylvania Historical Magazine* have provided
a model for research in the many other Pennsylvania regions where the iron industry flourished.


After thus outlining the methods and subjects which previous iron scholars have pursued, Professor Walker suggested both general and specific areas for further research. A broadening of Bining’s work to include rolling mills, fabricating mills, and aspects of iron manufacture other than forges and furnaces, as well as an extension of Bining’s work to the later period, should be undertaken. Many of the individual iron communities, such as Hopewell, Cornwall, Colebrook, Caledonia, Reading, Mary Ann, and Warwick, deserve further attention. Some furnaces, with widely scattered records, have not been fully studied. An example is Cornwall Furnace, with records in Annapolis, the Pennsylvania Historical and Museum Commission, the Historical Society of Pennsylvania, and many private collections. The Pennsylvania Historical and Museum Commission has account books of many iron furnaces, and the Historical Society of Pennsylvania holds many iron records in its Gratz Collection, Berks and Montgomery County collections, Potts family papers, and others. As described in Irwin Richman’s *Guide to Historical Manuscript Depositories in Pennsylvania*, county historical societies hold many iron records. Other papers, such as those of Pine Grove Furnace and Pine Forge, are in private hands, and of course some records are still held by surviving businesses.

Most previous research has dealt with eastern Pennsylvania, but even before 1790 there was an iron industry west of the mountains. With the improvement of transportation between Pittsburgh and Philadelphia, Juniata and Allegheny iron began to compete for markets with the products of eastern Pennsylvania. There is even some evidence of connections with iron manufacture in Ohio. All this, of course, was heightened by the construction of the canals and railroads.

What was the effect of expanding technological development on
the iron industry? An inspection of patents issued in the nineteenth century shows the manufacture of nails, iron sheets, bands, rods, and plates to have received much attention from inventors. What effect did the demand of the railroad and ship industry for large orders of rail and boiler iron have on iron manufacture? James and Alan Wood's challenge to Russia's monopoly of the production of polished sheet iron must have created a stimulus for further technological advance.

Other general fields mentioned by Professor Walker were the study of the iron manuscripts of Alan Wood, the Phoenix Iron Works, the Haldeman family, the Brinton family, and the many others housed in the collections of the Eleutherian Mills Foundation. In 1834, Chester County had thirty operating iron plants; at about the same time, Berks County had forty-three. The number alone suggests a fertile research field.

More specific areas for research are: the iron communities in the central, western, and northeastern counties; forges, tilt mills, and cutlery operations; early rolling mills; the family dynasties, such as Coleman, Potts, Buckley, and Lukens, who began in iron and expanded to other industries; American steel before Bessemer and Henry, as revealed by such manuscript collections as the Lehigh Crane Records at the Bethlehem Steel Company library; the influence of turnpikes, canals, railroads, and other modes of transportation on the sources of raw materials, markets, and products; the influence of inventions on iron works, processes, and products, to tie in with William W. Walsh, *The Fusion of Technological Change*, which begins in 1850; the influence of the iron industry itself on the related industry of charcoal production; and the breaking of the English monopoly of the manufacture of fire bricks for furnace stack linings.

Professor Walker chose 1840 to conclude his presentation, because he found this date a convenient division between rural and urban ironmaking. In 1834, M. B. Buckley's decision to puddle iron with anthracite coal instead of charcoal reduced the cost of smelting by hot-blast methods and cut cold-blast furnace profits so that half of them went bankrupt between 1840 and 1850. As anthracite and coke freed the iron industry from the forest, steam power was to free it from the rural creek. This change in itself
suggests varied possibilities for further research into the history of the iron industry.

The second speaker on Friday afternoon was Professor Samuel Wilhelm, of Clarion State College. His suggestions for further study of Pennsylvania's economic history were divided into three categories: industries, biographies, and area studies.

Although some of Pennsylvania's manufacturing concerns, especially steel, have received much attention, certain gaps remain in the industrial field as a whole. Very little writing has been done on the glass industry, and most of it deals with the colonial period. A few monographs have been written about the Pittsburgh Plate Glass Company, but a complete study remains to be done. Glass-container companies, such as Owens-Illinois, the Hazel Atlas Company in Washington, Pennsylvania, and the Thatcher Company, have been virtually ignored. Although excellent national studies of the glass industry, such as Pearce Davis, *The Development of the American Glass Industry*, exist, it would be good to have a presentation of sectional development.

The first quantity production of aluminum was in Pittsburgh, and the story of the Pittsburgh Reduction Company deserves to be told. Charles Carr's *Alcoa: The American Enterprise* deals admirably with its subject but makes little mention of Pennsylvania. The tanning industry, in the tier of northern states, had much to do with the development of towns in this section; the United States Leather Company had more than seventy tanneries across northern Pennsylvania. In this same region, lumbering greatly influenced the lives of the inhabitants; although some regional studies, as R. Dudley Tonkin's *My Partner, the River*, have been written, many more remain to be investigated. The Pennsylvania lumberman moved west to influence the development of lumbering in Michigan, Wisconsin, Oregon, and Washington as these areas became prominent in lumber production. T. D. Collins, from Forest County, who founded the Collins Lumber Company in the northwest United States, was such a man. Similarly, Pennsylvanians in the railroad industry moved to other states as American transportation developed.

As interest in conservation of our natural resources is increasing so rapidly today, the investigation of the economic aspects of conservation should provide a most rewarding subject.
Among subjects who deserve biographical attention, Professor Wilhelm named the following: John Arbuckle of the coffee and sugar industry; James Bell and his connection with milling in Minneapolis; David Saylor and Portland Cement; James H. Perkins, a lumberman from Williamsport; Thomas Scott of the Pennsylvania Railroad; William Palmer of the Pennsylvania Railroad, and later of the Denver and Rio Grande Railroad; and William Roberts, of the Pennsylvania Canal and the Northern Pacific Railroad.

Area studies of the region surrounding such centers of expansion as Pittsburgh and Philadelphia present fruitful possibilities for investigation. The influences of the upper Allegheny River Valley on Pittsburgh, as it shipped iron, petroleum, lumber, and food southward, must have been considerable. The same principle could be applied to Philadelphia, Williamsport, and even to areas outside Pennsylvania, as Pennsylvania lumber went to build Cincinnati, St. Louis, and New Orleans.

Professor Wilhelm also introduced the possibility of a study of Pennsylvania's displays, and what they reflected, at the 1876 and 1893 World's Fairs. Other intriguing questions are the economic effects of Prohibition and of sports. In short, economic history, as a relatively untouched field in the study of Pennsylvania, offers a field to interest almost any scholar.

Dr. Murray H. Nelligan, of the National Park Service, commented on the suggestions offered by the two previous speakers. He suggested that there was not only a need for accurate historical research but for the sound application of such research. The National Park Service, through its commitment to the preservation and restoration of historic sites, finds knowledge of historical detail essential in its daily operation. Although a flood of material is being written, it is important to realize the value of actually visiting a historic spot. Sometimes, in fact, questions raised by studying source material can be answered by such a visit.

Economic history today offers a broad spectrum of topics, including ethical, esthetic, and industrial problems. For example, the development of all facets of Philadelphia's history revolves around the fact that it was originally founded as a river city, and its center shifted as the means of transportation shifted, from railroad to highways to air transportation. Anyone planning a historic
preservation project in Philadelphia must be aware of this history, and be able as well to project present trends five to ten years into the future.

After the three speakers had completed their presentations, additional suggestions and comments were made by members of the audience. Norman B. Wilkinson, of the Eleutherian Mills Historical Library, remarked that he and his associates would very much like to have a group of studies similar to their study of the Brandywine Valley from the mid-seventeenth century to the Civil War so that they could more accurately evaluate their evidence. Were there other centers of flour, paper milling, explosives, tanning, textiles, and iron and steel, or was the Brandywine the center of early manufacturing? This same lack is evident in the history of technology—were there, for example, many men like Oliver Evans, or was he unique?

Other suggestions for research topics included the migration of talented tradesmen, such as the railroad or lumber men, from the Northeast through Pennsylvania to the West. The Historical Society of Pennsylvania's Bingham Collection, kept by the Philadelphia lawyers and regional representatives of the estate of William Bingham, land speculator of the 1790's, would provide rich source material on land values, lumber development, and absentee land distribution. Regional studies should be done with an interdisciplinary approach, involving perhaps history, geography, sociology, and a study of recreational impact.

Quantification methods could profitably be applied to materials such as the Civil War assessment lists for Pennsylvania, soon to be available on microfilm. Even more industries—textiles, printing and publishing—and the fields outside industry—finance, transportation, and labor—deserve careful attention by economic historians.

Following the conclusion of this session, a social hour and a dinner were held. The after-dinner speaker was Dr. Whitfield J. Bell, Jr., librarian of the American Philosophical Society, who spoke on “The Microfilm Program of the American Philosophical Society.” After describing the manuscript collections of the society, Dr. Bell explained that the microfilm program has changed radically since its inception thirty years ago. What was once a haphazard method of collection has become more aggressive and systematic, especially in regard to old Philadelphia organizations which have
valuable historic material but no method of microfilming it. By this method the society has microfilmed the records of the Pennsylvania Hospital, the Carpenters Company, the National Park Service, and the Stephen Girard Papers. Another goal of the microfilming project has been to make accessible manuscripts and books which would not be readily available to American scholars. Films in this area include papers of American interest in the Royal Society of London’s collection and papers of Sir Joseph Banks which are housed outside Great Britain.

Dr. Bell also explained the terms under which owner institutions allow the American Philosophical Society to film their collections, and the problems which the society has encountered in loaning and storing microfilm. A general discussion of the deterioration of microfilm and the research being done to prevent it followed these last remarks. A suggestion was also made from the floor that a future research conference investigate the dilemma of the scholar and the copyright law in the age of technological advancement in the copying field. The session was then adjourned, to reconvene at the William Penn Memorial Museum on Saturday morning.

Under the chairmanship of Professor Samuel P. Hays, of the University of Pittsburgh, the Saturday morning session on “Political Development, 1840-1900” began with Professor John F. Coleman, of St. Francis College, discussing the political arena from 1840 to 1860. His suggestions for further research were divided into the national, state, and local levels of political action.

In the twenty years before the Civil War, Pennsylvania contributed numerous figures to national politics. One President, one Vice-President, and eight cabinet members claimed Pennsylvania as their home state. Although James Buchanan, Edwin Stanton, and Jeremiah Black have received biographical attention, George Mifflin Dallas and the cabinet members Walter Forward, William Wilkins, William M. Meredith, James Campbell, and James Porter have been slighted. All these figures can be studied three-dimensionally, as state political leaders, as Presidential advisers, and as representatives of their specific departments.

Although Pennsylvania did not produce a Speaker of the House until the end of this period, her influence was felt in Congress through the committee chairmen she provided. These men also served in the dual capacity of state and national leaders, and in-
clude Simon Cameron, Thaddeus Stevens, David Wilmot, Galusha Grow, and James Buchanan, who have received biographical attention, and Daniel Stur-geon, Richard Brodhead, James Cooper, William Bigler, J. Glancy Jones, and Hendrick Wright, who have not. We need collective appraisals of the Pennsylvania Congressional delegations as delegations, and of their response to national leadership and national platforms in relation to their responses to local and state economic and social changes. Personalities of the judicial branch, such as Henry Baldwin and Robert C. Grier, as well as the relation between political sympathies and judicial decisions, remain to be studied. Pennsylvania’s role in national conventions and national elections, such as in the 1848 election in which Pennsylvania’s vote was a decisive one, also deserves attention.

On the state level, political instability was a characteristic of the pre-Civil War era. After 1850, electioneering was almost constant, due to the annual election of the lower house and portions of the state Senate, and the different schedule of elections for President, Governor, and judicial officials. The Democrats, with one exception, were unable to hold the Governorship for two consecutive terms. The Whig party disappeared during this period. The American party, although not in existence at either the beginning or end of the period, flourished briefly in the middle. And at the end, the Republican party became dominant.

Professor Coleman suggested several studies of the state political process be undertaken: the development of the executive branch, through broad biographies of the Governors; a similar approach to the judicial branch, through the biographies of men like John Bannister Gibson; a biography of George W. Woodward, who was almost elected Governor, and almost nominated for the United States Supreme Court; the development of the Canal Commission, and its individual members; and a study such as Lee Benson did of the economic and ethnic background of New York’s state leadership in *The Concept of Jacksonian Democracy: New York as a Test Case*.

In addition to biographical attention, the political process itself remains to be investigated. How was political power acquired, mobilized, and exercised? Was the convention system of selecting a candidate more democratic than the caucus system it replaced?
What were the sources and uses of campaign funds, and what were the motives of political donors?

The mechanical aspects of voting—simply the number of times certain men voted—would provide an intriguing study. To what extent was machine politics developing in the pre-Civil War era, and was there a continuity with post-Civil War political machines? What was the effectiveness and the cost, in money and efficiency, of the patronage system? The political press also played a part in the political process, and an analysis of the migration of editors from paper to paper, such as Professor Klein suggested in 1966, would no doubt be significant.

Does Pennsylvania support generalizations made of the deciding issues in national elections? For example, were the antislavery and tariff questions of prime importance to the Pennsylvania voter, or did more local issues influence his decisions? Local leaders deserve biographical attention in this area. There are letters of such men as Reah Frazer, David Lynch, and George Plitt scattered throughout the correspondence of state and national leaders of the period, as well as individual collections of their manuscripts.

Pennsylvania's legislative system presents a fertile field to the scholar. The decisions, and lack of decisions, by the legislature created an atmosphere conducive to industrial growth. One example is the lack of legislation providing safety codes for the mining industry; on the few occasions when legislation on the subject was enacted, so many restrictions were attached that the code was rendered ineffective. The tax structure for corporations and the issue of industrial responsibility for accidents are two other examples of legislative maneuvering which come quickly to mind.

There are numerous broader issues which span the twenty-year period described by Professor Coleman. Interventions from outside the state, both in money and in personalities, influenced the outcome of Pennsylvania's elections. E. D. Morgan of New York saw that more than $30,000 went to Pennsylvania Republicans during Fremont's campaign in 1856. Howell Cobb from Georgia stumped the state for Buchanan in 1852. Does this indicate that national parties at this time were more cohesive than has been thought?

The political instability of the period poses yet another problem. What were the effects of long periods of party victory? Did it
ultimately lead to party defeat by causing intra-party strife? The papers of William D. Lewis at the Historical Society of Pennsylvania should reflect such intra-party feuds among the Whigs in the account they preserve of Lewis's battle against Senator James Cooper to obtain the position of port collector at Philadelphia. The Dallas-Buchanan dispute in the Democratic party is yet another example, as is the struggle between nativist and immigrant elements as reflected in the Buchanan papers. Professor Coleman believes that his suggestions, especially those concerning the issues which spanned several decades, could also be applied to the post-Civil War era.

The next speaker, Dr. Frank Evans, of the National Archives, agreed with this point as he presented ideas for further political research in the period 1860 to 1900. Among subjects which Dr. Evans believes need further research are: nominating conventions; political journalism; the legislature as a whole, rather than strictly by party divisions; and the administration of the functions of state government. In the field of biography, the study of such men as William A. Wallace, John Forney, Henry Hoyt, Benjamin Brewster, and Wayne MacVeagh was suggested. In the papers of Samuel J. Randall, at the University of Pennsylvania, there is a large amount of tariff material he collected, which preserves a contemporary Democratic view of the tariff issue. The study of immigration as a political issue and of urbanization as more than a Pittsburgh-Philadelphia phenomenon was suggested by Dr. Evans.

There was a continuity of issues in the 1860-1900 period, as Pennsylvanians struggled to avoid new problems and to solve ones already in existence. The “bloody shirt” was raised in a long series of campaigns. Why was Pennsylvania the one state north of the Mason-Dixon line and east of the Mississippi with a Senator who voted for free silver in 1896? What were the attitudes toward the money question and inflation? The tariff issue straddled party lines, with politicos in all parties espousing both protectionist and free trade views. What was the relation of prohibition to state politics? How did nativist emotions fit into the public school question in the 1870's and 1880's? The lobbies and their influence on the legislature suggest several intriguing studies: the economic and political implications of the 1877 railroad strike
in succeeding legislatures, and the oil lobby’s strength in the free-
pipe-line bill of the 1880’s. Dr. Evans suggested that the Pitts-
burgh Congressman James Hopkins deserves study as the orig-
inator of many proposals eventually incorporated into the Inter-
state Commerce Act.

Dr. Evans concluded by stressing the importance of assessing
major themes and evaluating their total meaning. In 1882, for
example, the independent Republicans in Philadelphia attempted
to establish rules for politics. In the same year, however, the re-
habilitation of Pennsylvania’s Democratic party with the election
of Governor Robert E. Pattison foreshadowed a national Demo-
ocratic resurgence and the election of Grover Cleveland. What does
this tell, in terms of Pennsylvania, the nation, and the interaction
of their political struggles? In short, Dr. Evans stated what must
be obvious—that Pennsylvania political history from 1860 to
1900 has not been adequately explored.

Professor Hays as chairman commented that the vertical-
 hierarchical dimension of Pennsylvania politics must not be ignored.
One cannot generalize from a study of the top, or national, level
alone, or from an isolated study of either the state or the local
level. Values of political leadership differ greatly at different
levels. Thus, after isolating each level, one must observe the inter-
action of levels.

This approach has been followed in numerous recent studies,
among them a study of a group of German voters in Nebraska,
1860-1920; the Pennsylvania political revolution in the 1850’s;
the Federalists and anti-Federalists in the Pennsylvania of the
1780’s; and voting in Michigan, Wisconsin, and Ohio, 1860-1900.
In such studies, religion and ethnicity have been shown to have
more correlation with nineteenth-century voting habits than any
other issues; this is true in every social and economic category.
In the 1850’s in Pennsylvania, the prohibition issue had a higher
 correlation with party politics than either nativism or antislavery.
Prohibition perhaps was of more daily concern to the voter, as
antislavery or the tariff may have seemed highly remote issues. The
problem thus becomes one of connecting this local level with na-
tional-level politics—was the tariff, for example, a device to avoid
the highly explosive issues of religion and ethnic background?

Another example of the different levels of politics is found in
William A. Benton's article, "Pennsylvania Revolutionary Officers and the Federal Constitution" (Pennsylvania History, XXXI (1964), 419-435). Benton classified Pennsylvania military officers into groups consisting of Continental Army officers, officers of militia serving outside the state, and militia officers serving only within the state. A strong correlation was found between types of military service and later views of the United States Constitution. Herbert Gutman has found similar variations in levels reflected in the history of strikes. Local communities, being sympathetic to strikers, produced friendly juries who would not support the conspiracy law to prevent strikers from interfering with strike-breakers. Thus, employers appealed to judges for injunctions, which if broken could lead to arrest without jury trial. Similarly, the National Guard and its strategically placed armories developed in response to the employers' desire for a police force more reliable than local police. In all these examples, a view of the entire political structure has led to a new set of research questions.

In the general discussion following the Saturday morning speakers, several other subjects were suggested for study using the vertical-hierarchical approach. At the bottom, or local, level, a good history of the appeal of abolition forces and the appeal of socialism was suggested. Reading, for example, on several occasions had a Socialist mayor. Perhaps if William Sullivan's The Industrial Worker in Pennsylvania were carried past 1840, the connection between industrialism and socialism in Pennsylvania could be uncovered. What effect did the Civil War have on the three different levels? Some evidence suggests that there was not a great disruption of issues in local politics. It seems that economic development, as well as the nativist movement, progressed evenly through the Civil War; perhaps there was a similar situation in politics, especially in voting patterns. Such a proposition could easily be tested, as could voting patterns in the state legislature, patterns of ideas, and patterns of leadership. At the local level, certain issues are remarkable for their longevity—creating and developing the county of Montour was a campaign issue from 1813 to 1889, and the Fishing Creek "confederacy" in Columbia County provoked lively political debate for at least forty years. On the state level, reform must have been a viable issue for a long period of years; Governor Pattison's messages in the 1880's anticipated
many Progressive measures, although he was unable to carry out his program as he faced a hostile legislature.

The relation between Pennsylvania and national politics may profitably be studied. Why has Pennsylvania produced so few Presidents? Was Pennsylvania considered an uncooperative state or a "safe" state which did not need to be bargained for? Perhaps Pennsylvania businessmen were less willing to provide campaign funds than were their Ohio neighbors.

Some of these studies may be approached using quantitative methods, but those methods should be employed only in cases where they are relevant to an important issue. Cooperation between economists, employing quantitative methods, and historians, using qualitative methods for more elusive subjects, can be of mutual benefit.

A luncheon was held following the conclusion of the morning session, and the afternoon meeting began with tours of the William Penn Memorial Museum and Archives Building. Howard Rohlin, director of the museum, and William Work, state archivist, acted as guides in their respective divisions.

Harold L. Myers, chief of publications for the Pennsylvania Historical and Museum Commission, served as chairman of the final session of the conference, "Finding a Publisher." In his introduction to the subject, Mr. Myers noted that the number of members of the American Association of University Presses has doubled since 1950 and the sale of books from these presses has quadrupled. No longer are university presses on the periphery of the publishing world; especially in publishing state and regional material, they overshadow such traditional publishing centers as New York and Boston.

Frederick A. Hetzel, director of the University of Pittsburgh Press, spoke first, both on the history of his organization and on his suggestions for finding a publisher. The press was founded in 1936 to publish twelve books, which remain today as the cornerstone of western Pennsylvania history. In about 1956, the concentration on history alone ended, although history still remains the strongest area of the Pittsburgh publishing program. Mr. Hetzel stressed that the press is always interested in Pennsylvania history, in any period, and in any field. University presses reflect the strengths and weaknesses of contemporary research; manu-
scripts are not selected or rejected on the basis of methodology or approach used.

The two primary goals of a university press are to maintain the quality of its publications and to retain its ability to surprise the purchaser. Its price list, in other words, should not contain books of only one subject. It is the publisher’s responsibility, by exercising his judgment over manuscripts submitted, to uphold the quality of his establishment. Most university presses, although sometimes the recipients of grants for a specific publication, do not show financial surpluses and do not expect to do so.

Mr. Hetzel presented a list of recommendations to the writer with a publishable manuscript who is in search of a publisher. First, study numerous publishers’ catalogues to determine which presses are interested in the type of study you have completed. Back lists, current publications, and forthcoming works provide a good indication of publishers’ interests. A university press will usually retain a good book, even though a slow seller, on its price list longer than a commercial house will. The traditional regional orientation of university presses suggests that the writer may be more successful by seeking a press within his state if his material is state-oriented.

Secondly, evaluate the promotional ability of various publishers. Space advertising in newspapers and magazines should not be equated with promotion, as direct mail methods may be better for certain works. The methods used to promote a potential best seller are usually not those best suited for scholarly books. Also, the editorial capabilities of a press should be evaluated. The author of a first book should be certain that an editor will work closely with him but not change his own intent and style. The more experienced author, however, may not desire close editorial supervision.

Another consideration is the finished appearance of the book. Not all books need magnificence, but all volumes should be neatly bound and strongly backed. Royalties for scholarly books in history do not usually amount to large sums, so that the basis or time of payment is not an essential matter. Textbooks will provide a good source of income; specialized books will not. Lastly, consider the prestige of the publishing house. Since this is such an individual appraisal, it is not so important as other considerations,
but the firm should be a reputable one, preferably one listed either in the Literary Market Place or the Directory of American Publishers.

The recent multiplication of scholarly presses has been to the great advantage of the scholar. Today there are simply not enough manuscripts to go around, and a good work should not suffer from non-publication.

Mr. Gordon Hubel recently became director of the University of Pennsylvania Press, and the press has been reorganized as a department of the university. Mr. Hubel suggested that one reason for analyzing a publisher's books is to determine who might bring the greatest experience to editing a particular topic. If possible, it is a good idea to select a publisher near in distance to the author, as personal contact between author and editor, typographer, designer, and promotion manager is most desirable. At least one should be near enough so that telephone conversations are not prohibitive in cost.

The physical process of finding a publisher begins by sending a typewritten letter to the managing editor or editor-in-chief of a firm, explaining the title, length, and nature of the book. If any authorities have read all or parts of the book, mention their names and why they think it important. Ask if the editor would be interested in seeing the manuscript, whether a table of contents and selected chapters or the entire work. Needless to say, the letter should be carefully worded and neatly typed, and the manuscript should be ready to send should the editor request it.

A manuscript should be submitted to only one publisher at a time. Since it will require several readings, the author should not expect a quick decision. Like the original letter, the manuscript should be accurately typed and in good style. Numerous style models are easily available—the University of Chicago's A Manual for Style, the Princeton University Press stylebook, and the style guide in Webster's dictionary.

Being human, publishers sometimes err by rejecting a good manuscript. Do not be discouraged should this happen to you, but send it to a second publisher, or a third or fourth if need be. Mr. Hubel expressed the opinion that no really good manuscript remains unpublished.
Mr. Myers then presented a summary of publishing activity at the Pennsylvania Historical and Museum Commission. The Commission publishes research aids and monographs, averaging about two a year, Frank Evans's *Pennsylvania Politics, 1872-1877* being the most recent, as well as popular booklets and leaflets. As the Commission microfilm program is being completed, guides to each collection are also being published.

A question was raised from the floor about the possibility of publishing out-of-print books in paperback. The publishers replied that, in the scholarly book field, the only difference in cost to the publisher is the difference between cloth and paper cover. With the reduction in price which accompanies a paperback edition, the firm thus loses money unless a large number of paperback copies can be sold. Since the field itself has mushroomed recently, the publisher must also be able to supply a substantial number of paperback editions merely to gain shelf room in the midst of some 38,000 paperback titles in print. Even with these difficulties in mind, however, university presses are entering the paperback field, and will print from 2,000 to 5,000 copies of a book, while commercial houses will not usually undertake a printing of less than 10,000. Another possibility for out-of-print books is of course the reprint houses, who will reprint in hard-cover editions.

Again the question of copyright laws was raised, and it was pointed out that the responsibility for adherence to copyright laws rests with the author, as publishers usually have a contract clause to this effect. Graduate students, however, do need to be educated in the “fair use” doctrine, as their ideas vary greatly and are not always accurate. Mr. Hubel mentioned that the University of Pennsylvania was hoping to sponsor a series of lectures on this problem next fall. Tentative subjects to be included will be the development of the copyright doctrine, the protection of a creative person's work in society, and what the eventual effects of increasing numbers of students and rapid technological development will be. Two works dealing with this delicate subject are Margaret Nicholson's *A Manual of Copyright Practice* and R. R. Bowker's paperback, *Questions and Answers on Copyright*.

With the conclusion of the Saturday afternoon session, the 1967 Research Conference was adjourned. Building upon the general framework of the 1966 meeting, the speakers' presentations and
much fruitful discussion among members of the audience re-emphasized the high potential for further historical research in the Commonwealth. No student of Pennsylvania’s history need be without a research topic suited both to his own talents and to the wide interests of Pennsylvania’s community of scholars.