



Smithsonian
National Museum of American History
Kenneth E. Behring Center

Guide to J & B Manufacturing Company Records

NMAH.AC.0563

NMAH Staff

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Collection Overview

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|--------------------|--|
| Repository: | Archives Center, National Museum of American History |
| Title: | J&B Manufacturing Company Records |
| Identifier: | NMAH.AC.0563 |
| Date: | 1903-1924. |
| Extent: | 4 Cubic feet |
| Creator: | J&B Manufacturing Company. Huldah's Brook, Inc. |
| Language: | English |

Administrative Information

Immediate Source of Acquisition

Collection donated by Benjamin W. Guy III., Huldah's Brook, Inc.

Ownership and Custodial History

Huldah's Brook, Inc. is a Massachusetts corporation which owns the former Southard property including the carriage house in which the records were housed. In 1996 they offered the papers to the Archives Center after first offering them to the nearest Southard heir, who declined them.

Processing Information

Collection processed by Archives Center Staff, undated.

Preferred Citation

J&B Manufacturing Company Records, 1916-1924, Archives Center, National Museum of American History.

Restrictions on Access

Collection is open for research and access on site by appointment.

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Biographical Note

Pittsfield, Massachusetts company which made automobile ignition coils. The company was founded in 1895 by the Southard family and incorporated in 1912.

Scope and Contents

Papers documenting J&B's manufacture and marketing of automobile parts to car dealers, jobbers and small retailers; correspondence, information on the supply of auto parts to Latin America, reports from jobbers, and information on parts developed and patented by J&B; information on the company itself, including documentation on factory floor operations, labor relations, financial information, and the company's relationship with Ford Motor Company.

Arrangement

The collection is divided into ten series.

Names and Subject Terms

This collection is indexed in the online catalog of the Smithsonian Institution under the following terms:

Subjects:

- Automobile industry and trade
- Automobile supplies industry
- Industrial relations

Types of Materials:

- Advertising
- Correspondence -- 1900-1950
- Invoices
- Receipts -- 20th century

Names:

- Ford Motor Company.

Geographic Names:

- Latin America -- Business

Container Listing

Series 1: General, 1903-1922

| | |
|------------------|--|
| Box 1, Folder 1 | Patents, 1903 -1921 |
| Box 1, Folder 2 | U.S. Government, Correspondence with, 1917 |
| Box 1, Folder 3 | Machinery Proposals, 1917 -1922 |
| Box 1, Folder 4 | Factory Safety, 1918 |
| Box 1, Folder 5 | Minutes of Directors' and Stockholders' Meetings, 1918 -1921 |
| Box 1, Folder 6 | Jacobson Edward B. Royalties Stock and Sales Information, 1918- 1921 |
| Box 1, Folder 7 | Correspondence Miscellaneous, 1918 -1922 |
| Box 1, Folder 8 | Employee Wages, 1919 |
| Box 1, Folder 9 | Income Tax, 1919 |
| Box 1, Folder 10 | Shop Bulletins, 1919 |
| Box 1, Folder 11 | Employee Group Insurance Plan, circa 1919 -1920 |
| Box 1, Folder 12 | Southard George H. Personal, 1919 |
| Box 1, Folder 13 | Clam Bake, 1920 |
| Box 1, Folder 14 | Bankruptcy Sale, 1924 |

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Series 2: Financial Records, 1916-1924

| | |
|------------------|--|
| Box 1, Folder 15 | Audit Report, 1916 |
| Box 1, Folder 16 | Balance Sheets, 1917 |
| Box 1, Folder 17 | Statements of Assets and Liabilities, 1919 -1924 |
| Box 1, Folder 18 | Monthly Report of Cost of Goods, 1920 -1924 |

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Series 3: Advertising Records, 1918-1922

| | |
|------------------|--|
| Box 2, Folder 1 | Miscellaneous, 1918 |
| Box 2, Folder 2 | Walter B. Snow & Staff, January- February 1918 |
| Box 2, Folder 3 | Tearsheets, 1920 |
| Box 2, Folder 4 | Sales Literature, 1920 |
| Box 2, Folder 5 | Kitson & Neumann, 1921 |
| Box 2, Folder 6 | Correspondence, January -May 1921 |
| Box 2, Folder 7 | Correspondence, June -August 1921 |
| Box 2, Folder 8 | Correspondence, September -December 1921 |
| Box 2, Folder 9 | Sales Literature, 1922 |
| Box 2, Folder 10 | Miscellaneous, 1922 |
| Map-folder 1 | Direct By Mail Advertisements, 1922 |

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Series 4: Sales Records

| | |
|-----------------|----------------------|
| Box 3, Folder 1 | Sales Report Figures |
| Box 3, Folder 2 | Sales Report Figures |
| Box 3, Folder 3 | Sales Informatio |
| Box 3, Folder 4 | Sales Report |

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Series 5: Sales Manager's Correspondence, 1921-1922

| | |
|------------------|---|
| Box 3, Folder 5 | General File, August -October 1921 |
| Box 3, Folder 6 | General File, November -December 1921 |
| Box 3, Folder 7 | Miscellaneous, 1921 |
| Box 3, Folder 8 | Inter Departmental Correspondence with George H. Southard, 1921 -1922 |
| Box 3, Folder 9 | Circular Letters to Distributors, 1921- 1922 |
| Box 3, Folder 10 | Form Letters, 1921 -1922 |
| Box 3, Folder 11 | "Report on Conditions in Automotive Industry in Cleveland and Detroit as it relates to the Demand for Magnetos", 1922 |

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Series 6: Salesmen's Correspondence with Sales Manager, 1917-1924

| | |
|----------------------|--|
| Box 4, Folder 1 | Gilbert C. A. Territory to be Covered, 1921 |
| Box 4, Folder 2 -6 | Knight Floyd A. Correspondence, March 1917 - December 1918 |
| Box 4, Folder 7 | Itinerary, 1921 |
| Box 4, Folder 8 | Weekly expense Reports, July- December 1921 |
| Box 4, Folder 9 | Monthly Sales Statistics, September- December 1921 |
| Box 4, Folder 10 -12 | Correspondence, January - May 1921 |
| Box 5, Folder 1-5 | Correspondence, April -December 1921 |
| Box 5, Folder 6 | Ianham W. P. Salesman's Reports, 1924 |
| Box 5, Folder 7 | Merryman Fred H. Weekly Expense Reports, October -December 1921 |
| Box 5, Folder 8 | Merryman Fred H. Monthly Sales Statistics, October 1921 - September 1922 |
| Box 5, Folder 9 | Merryman Fred H. Correspondence, September October 1921 |
| Box 6, Folder 1 -5 | Merryman Fred H. Correspondence, November 1921 - February 1922 |
| Box 6, Folder 6 | Merryman Fred H. Wage Dispute, 1921- 1922 |
| Box 6, Folder 7 | Wilson Charles S. Weekly Expense Reports, August- December 1921 |
| Box 6, Folder 8 | Wilson Charles S. Monthly Sales Statistics, September -December 1921 |
| Box 7, Folder 9 | Wilson Charles S. Correspondence, August -September 1921 |
| Box 7, Folder 1 -7 | Wilson Charles S. Correspondence, October 1921 - December 1922 |
| Box 7, Folder 8 | Young Milton Correspondence, 1920 |

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Series 7: Correspondence with Customers, 1916-1922

| | |
|--------------------|--|
| Box 8, Folder 1 | APCO Manufacturing Company, 1918 |
| Box 8, Folder 2 | Benton Bailey Company, 1918 & 1922 |
| Box 8, Folder 3 | Cuno Engineering Corporation, 1920 |
| Box 8, Folder 4 -9 | Henry Ford & Sons / Ford Motor Company, January 1918 - December 1919 |
| Box 9, Folder 1- 4 | Henry Ford & Sons / Ford Motor Company, January 1920-December 1921 |
| Box 9, Folder 5 | F. S. Hardy & Company, 1922 |
| Box 9, Folder 6 | I-Ersig Hart Company / I Ersig Auto Supply, 1918 -1924 |
| Box 9, Folder 7 | Motor Accessory & Tire, 1922 |
| Box 9, Folder 8 | Motor Appurtances Corporation, 1916 |
| Box 10, Folder 1-2 | Post & Lester Company, 1917 - 1918 |
| Box 10, Folder 3 | Post & Lester Company, 1920 |
| Box 10, Folder 4 | Post & Lester Company, 1922 |
| Box 10, Folder 5 | Schultz Auto Supply Company, 1917 -1922 |
| Box 10, Folder 6 | Van Camp Hardware & Iron Company, 1921 |

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Series 8: Automobile Trade Groups and Shows, 1916-1923

| | |
|----------------------|---|
| Box 10, Folder 7 | Automotive Equipment Association: Miscellaneous, 1916-1922 |
| Box 10, Folder 8 -10 | Automotive Equipment Association:Bulletins, 1920-1922 |
| Box 10, Folder 11 | Newsletter, 1921 |
| Box 11, Folder 1 | Automotive Equipment Association, correspondence, 1919 |
| Box 11, Folder 2 | Automotive Equipment Association, correspondence, 1920 |
| Box 11, Folder 3 | Automotive Equipment Association, correspondence, 1921-01-1921-06 |
| Box 11, Folder 4 | Automotive Equipment Association, correspondence, 1919 - 1921 |
| Box 11, Folder 5 | Automotive Equipment Association: Correspondence re: Catalog, 2 |
| Box 11, Folder 6 | Automotive Equipment Association: Correspondence, 1922 |
| Box 11, Folder 7 | Automotive Equipment Association: Boston Automobile Show, 1923 |
| Box 11, Folder 8 | Automotive Equipment Association: Chamber of Commerce of the United States, circa 1919 and 1921 |
| Box 11, Folder 9 | Automotive Equipment Association: Chicago Automobile Accessory Manufacturers, 1918 |
| Box 11, Folder 10 | Automotive Equipment Association: Motor and Accesory Manufacturers Association, 1918 |
| Box 11, Folder 11-12 | National Association of Automobile Accessory Jobbers: Bulletins, 1918 |
| Box 12, Folder 1 | National Association of Automobile Accessory Jobbers:Correspondence, 1918 |
| Box 12, Folder 2 | National Association of Automobile Accessory Jobbers: Form 4, 1918 |
| Box 12, Folder 3 | National Automobile Shows of, 1918 |
| Box 12, Folder 4 | National Hardware Association, 1918 |
| Box 12, Folder 5 | Ohio Automotive Trade Association Auto Show, 1921 |

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Series 9: Miscellaneous

Box 12, Folder 6 American Defense Society, Inc., 1920-1921

Box 12, Folder 7 El Automovil Americano, 1921

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Series 10: Berkshire Magneto Company, 1922

Box 12, Folder 8-9

Correspondence with Hawthorne Brothers, 1922

Griswold Direction Indicator [Company], Syracuse, New York, Photographs

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