

Burroughs Wellcome & Co, Private Letter Book 4
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Summary	<p>** The original item is too fragile to be produced. Please order the microfiche version quoting the reference AMS/MF/178 and AMS/MF/179. **</p> <p>Letterbook consisting of copies of internal and external letters sent by the head office of Burroughs Wellcome & Co, Snow Hill, January 1900 - August 1900.</p> <p>Topics covered in this letterbook include the day-to-day running of the business, with detailed correspondence with the Burroughs Wellcome productions site in Dartford and also the branch in Sydney. Internal correspondence covers such administrative details as terms of employment and recruitment.</p> <p>There is also correspondence with Burroughs Wellcome's Travelling Salesmen and pharmaceutical companies which BW&Co acted as agents for; such letters include discussion on such topics as sales techniques, the opening of new markets, the threat from rival companies and BW&Co products over which complaints have arisen.</p> <p>This letterbook also includes a good deal of correspondence concerning supplies of Burroughs Wellcome medicines to the British Army during the Boer War - each Medical Officer in the Imperial Yeomanry, being supplied with, a 'Tabloid' medicine case and a 'Soloid' Antiseptic case. It also contains correspondence between Henry Wellcome and the Home Office, relating to the Wellcome Physiological Research Laboratories being registered under the 1876 Cruelty to Animals Act.</p> <p>The letterbook also illustrates the close scrutiny - and immediate action - Henry Wellcome and Burroughs Wellcome & Co gave to any perceived breach of their trade marks, in particular of their 'Tabloid' products. Such correspondence encompasses lawyers, travelling salesmen and the companies concerned.</p> <p>The letterbook also shows the links between Burroughs Wellcome & Co and the newly established Wellcome Physiological Research Laboratories and the Wellcome Chemical Research Laboratories.</p> <p>The letters to Henry Wellcome himself - written to him whilst he was on holiday - are detailed and offer a good summary of the range of issues in the rest of the volume.</p> <p>1000 pages used. Index as follows:</p> <p>AMATEUR PHOTOGRAPHY (The Editor) 118 Mrs ANDERSON-MORSKEAD 137 ARMY MEDICAL DEPARTMENT (Director General) 211 W A J ARCHIBALD, Cambridge Appointments Association 639, 674, 702 J A ATKINSON, Cairo 889 Arthur BAINTON (Provincial Store Chemists Ltd) 64, 175, 352 W Fletcher BARRETT 399 T G BAYNES 35 R & J BECK Limited 31 G P BLANCHFLOWER, Traveller 254, 399, 401, 508 BOLTON & Co. 236, 237 BROMPTON HOSPITAL, Res: Med: Off: 552 J F BURNETT, Traveller, 86, 98, 163, 243, 509, 533, 600, 698, 762, 772 Thomas BURNS 474 BURROUGHS WELLCOME & Co, Dartford 11, 5, 7, 13, 14, 15, 19, 26, 28, 35, 47, 49, 51, 57, 60, 65, 70, 75, 81, 82, 95, 99, 101, 103, 108, 113, 114, 115, 120, 122, 124, 126, 130, 131, 135, 136, 139, 140, 146, 150, 155, 156, 157, 160, 162, 163, 164, 171, 173, 181, 186, 196, 197, 202, 204, 205, 206, 209, 212, 218, 219, 222, 223, 225, 231, 238, 239, 240, 245, 249, 251, 255, 256, 257, 263, 264, 265, 266, 267, 271, 283, 292, 296, 302, 303, 304, 305, 306, 307, 312, 313, 314, 315, 316, 318, 319, 321, 322, 325, 329, 339, 341, 344, 345, 349, 353, 355, 357, 360, 367, 368, 369, 371, 372, 377, 380, 387, 388, 389, 390, 398, 400, 402, 406, 411, 413, 421, 422, 431, 432, 437, 443, 449, 452, 453, 454, 455, 456, 457, 460, 461, 463, 464, 465, 482, 489, 492, 498, 500, 502, 504, 506, 507, 509, 511, 513, 514, 523, 524, 526, 527, 529, 530, 532, 533, 534, 535, 536, 551, 556, 557, 562, 565, 567, 570, 571, 587, 593, 594, 595, 597, 599, 604, 608, 618, 619, 633, 634, 635, 638, 640, 642, 652, 654, 655, 656, 657, 658, 666, 669, 677, 686, 689, 690, 691, 693, 694, 695, 701, 704, 707, 708, 710, 711, 712, 716, 719, 721, 723, 724, 727, 729, 730, 731, 732, 738, 739, 740, 761, 765, 767, 769, 770, 774, 778, 781, 786, 788, 790, 794, 795, 802, 803, 804, 806, 808, 810, 814, 823, 824, 826, 827, 828, 838, 839, 844, 853, 860, 862, 863, 864, 868, 871, 876, 879, 888, 891, 899, 902, 904, 907, 908, 914, 915, 925, 926, 938, 941, 966, 976, 977, 981, 983, 990, 992, 995, 996 BURROUGHS WELLCOME & Co., Sydney 8, 10, 11, 43, 44, 45, 46, 107, 109, 125, 154, 180, 182, 214, 250, 253, 289, 291, 327, 499, 541, 550, 683, 713, 714, 743, 747, 787, 812, 857, 858, 911, 953, 954, 955, 956, 958, 962, 985 BUTLER'S MIDLAND DRUG STORES 104 CAMBRIDGE APPOINTMENTS ASS: (W A J ARCHIBOLD) 639, 674, 702 Frank CAPON 503, 585, 622, 632 Miss E CARPENTER 768 CHAVE AND JACKSON 486 Mrs CHILD 449 CITY OF GLASGOW LIFE ASSURANCE CO. (SEC) 493 W Inglis CLARK 643 Mr CLARK 768, 768</p>

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