British Business in the Formative Years of European Integration, 1945–1973

This book questions conventional accounts of the history of European integration and British business. Integration accounts conventionally focus on the nation-state, while Neil Rollings focuses on business and its role in the development of European integration, which business historians have overlooked to this point. Business provided a key link between economic integration, political integration, and the process of Europeanization. British businessmen perceived early on that European integration meant much more than the removal of tariffs and access to new markets. Indeed, British entry into the European community would alter the whole landscape of the European working environment. Consideration of European integration was revealed as a complex, relative, and dynamic issue, covering many issues such as competition policy, taxation, and company law. Based on extensive archival research, this book uses the case of business to emphasize the need to blend national histories with the history of European integration.

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British Business in the Formative Years of European Integration,
1945–1973

NEIL ROLLINGS
University of Glasgow
To Sue, Emma, and Beth
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FIGURE
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The story of business history within European integration has just begun to be written amidst a shift in the literature identifying the importance of business and economic interests rather than political ones in the process. There has been until now no reliable historical study of the policies of British business towards European integration. Given the importance of British business in the global economy and the new European system, we welcome this addition to the literature and to our series, Cambridge Studies in the Emergence of Global Enterprise.

Here you will find an account based on rich research in the extensive British government records held in that country’s National Archives and the records of the key peak association, the FBI. Professor Rollings uses these and other archives to develop the first serious account of how, exactly, British business adapted to the challenges of integration. The book presents much information that is new and integrates the archival evidence with the relevant secondary literature in English and several other languages in history, political science, management, and economics. The coverage is indeed comprehensive. This is an authoritative economic and business history that helps us understand the twists and turns of political economy in an era when a new European system was emerging.

Geoffrey Jones
Harvard Business School

Louis Galambos
The Johns Hopkins University
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### Abbreviations

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<tr>
<th>Abbreviation</th>
<th>Description</th>
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<tbody>
<tr>
<td>ABCC</td>
<td>Association of British Chambers of Commerce</td>
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<tr>
<td>AFBEE</td>
<td>Association for Franco-British Economic Expansion</td>
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<tr>
<td>BDI</td>
<td>Bundersverband der Deutschen Industrie</td>
</tr>
<tr>
<td>BEC</td>
<td>British Employers’ Confederation</td>
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<td>BISF</td>
<td>British Iron and Steel Federation</td>
</tr>
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<td>BPBMA</td>
<td>British Paper and Board Makers’ Association</td>
</tr>
<tr>
<td>CAP</td>
<td>Common Agricultural Policy</td>
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<tr>
<td>CBI</td>
<td>Confederation of British Industry</td>
</tr>
<tr>
<td>CCI</td>
<td>Consultative Committee for Industry</td>
</tr>
<tr>
<td>CDEIF</td>
<td>Council of Directors of European Industrial Federations</td>
</tr>
<tr>
<td>CEIF/CIFE</td>
<td>Council of European Industrial Federations</td>
</tr>
<tr>
<td>CIA</td>
<td>Commonwealth Industries Association</td>
</tr>
<tr>
<td>CIFEFTA</td>
<td>Council of the Industrial Federations of the Outer Seven</td>
</tr>
<tr>
<td>CNPF</td>
<td>Conseil National du Patronat Français</td>
</tr>
<tr>
<td>CPA</td>
<td>Conservative Party Archives</td>
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<tr>
<td>DTI</td>
<td>Department of Trade and Industry</td>
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<tr>
<td>EC</td>
<td>European Community</td>
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<td>ECE</td>
<td>Export Council for Europe</td>
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<tr>
<td>ECOSOC</td>
<td>UN’s Economic and Social Committee</td>
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<tr>
<td>ECSC</td>
<td>European Coal and Steel Community</td>
</tr>
<tr>
<td>EEC</td>
<td>European Economic Community</td>
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<tr>
<td>EFTA</td>
<td>European Free Trade Association</td>
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<tr>
<td>EIU</td>
<td>Economist Intelligence Unit</td>
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<tr>
<td>ELEC</td>
<td>European League for Economic Co-operation</td>
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<tr>
<td>ERP</td>
<td>European Recovery Program</td>
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<tr>
<td>EU</td>
<td>European Union</td>
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<tr>
<td>FBI</td>
<td>Federation of British Industries</td>
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<tr>
<td>FCO</td>
<td>Foreign and Commonwealth Office</td>
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<td>FDI</td>
<td>Foreign Direct Investment</td>
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<td>FTA</td>
<td>Free Trade Area</td>
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<td>GATT</td>
<td>General Agreement on Trade and Tariffs</td>
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<tr>
<td>GLA</td>
<td>Guildhall Library Archive</td>
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<tr>
<td>GUABRC</td>
<td>Glasgow University Archives Business Records Centre</td>
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<tr>
<td>HMG</td>
<td>His/Her Majesty’s Government</td>
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Abbreviations

ICC  International Chamber of Commerce
ICI  Imperial Chemical Industries
ISB  Iron and Steel Board
MRC  Modern Record Centre, University of Warwick
NABM  National Association of British Manufacturers
NCB  National Coal Board
NEDC  National Economic Development Council
NEDO  National Economic Development Office
NFU  National Farmers’ Union
NUM  National Union of Manufacturers
OECE  Organisation for European Economic Co-operation
OTP  Overseas Trade Policy
PEP  Political and Economic Planning
SE  Societas Europaea
SMMT  Society of Motor Manufacturers and Traders
TNA  The National Archives, London
TUC  Trade Unions Congress
UN  United Nations
UNICE  Union des Industries de la Communauté Européenne