

SERIES 3: DENNISON MANUFACTURING COMPANY HISTORY AND THE DENNISON HISTORY ROOM

This Series is testimony to Henry S. Dennison's pioneering efforts to apply scientific engineering analytical principals to business. He believed strongly in the value of studying history (to learn from not only prior successes but more importantly the mistakes of the past), institutionalizing this history and systematizing corporate records in the form of a useful company archive.

This Series includes a very complete collection of the materials relating to the creation of the History Room (Box 1), its reference materials including indices and timelines (Box 2), the many publications (Boxes 3 and 4), histories written by the Dennison Historians, especially Thomas P. Martin and Charlotte Heath: summaries (Box 6); comprehensive and extensive time period studies from 1844-1939 (Boxes 8-10); biennial histories and annual histories (Boxes 11-20); certain ten-year histories regarding separate business functions, manufacturing (Box 23), merchandising (Box 24), and sales and research (Box 25). The bulk of these records were produced from 1920 to 1940. Additionally there are business school case studies (Box 5), small publications, articles and news clippings highlighting Dennison's company history in general (Box 7).

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BOX 1: DENNISON HISTORY ROOM ORIGINS AND HISTORIANS, 1920-1928, including Subject File Folders and contents from the Dennison History Room

- **Folder 1: Dennison History Room Origins, 1922-1931**, including photographs and blueprints for the Dennison History Room, including article “A History Room that Pays its Way – Dennison Keeps a Record of the Past as a Key to the Future” from Advertising & Selling, 1930
- **Folder 2: Dennison History Committee Papers on Dennison History, created 1921-1922**
- **Folder 3: Dennison Historian, Dr. Thomas P. Martin Papers, 1920-1923**
- **Folder 4: Correspondence Regarding Creating Dennison History, 1923- 1928** , including Subject File F. E. Ewing re Form of Dennison History
- **Folder 5: Dennison History Subject File re Importance in General, 1920s-1930s**
- **Folder 6: Correspondence re Dennison Business 1870-1880 from E. L. Staples to J. S. Keir, 1930**, re similarity between these times and 1870-1880
- **Folder 7: Protection Against Fire & Hazards Report, 1942**

BOX 2: DENNISON HISTORY ROOM REFERENCE MATERIALS – INDICES, TIMELINES, ETC., 1844-1991

- **Folder 1: Index to Materials Filed in History Room: 1844-1927**
- **Folder 2: Reference Materials, 1844-1932:** loose notes, timeline, summaries, Henry S. Dennison C.V., etc.
- **Folder 3: “Merchandise Lists, 1844-1897” History Room Subject Folder, and 1927 reflection memo of Henry S. Dennison**
- **Folder 4: “New Goods” timeline lists, History Room Subject Folder 1898-1931**
- **Folder 5: “Manufacturing” timeline lists, 1882-1923**
- **Folder 6: “Product Essentialities” Reports, 1951:** regarding the “essential” need during war time for Dennison’s crepe, marking tags, labels, gummed papers
- **Folder 7: Outstanding Young Men and Women in the Dennison Organization, 1929**, detailed report citing individual names and backgrounds
- **Folder 8: Trends of Growth: Physical and Dollar 1940-1950:** report by E.P Hayes, 1951, detailing physical growth by product line

BOX 3: PUBLISHED BOOKS REGARDING DENNISON HISTORY, 1897-1919

- **Folder 1: Fifty Years, 1844-1894**, c 1897 – 61 pp. (one leather bound, one softback)
 - *The Year 1894 completes a half century in the history of the house of Dennison Mfg. Co. and it seems appropriate that on this occasion we should show the evolution of our very peculiar business, give a brief sketch of those who have been important factors in its development, and extended a greeting to our many friends.*
- **Folder 2: E.W. Dennison: A Memorial, 1909 – 103 pp.** (one leather bound, one hardback)
- **Folder 3: Dennison Manufacturing Co. 1844-1911**, 1911 – 7 pp. (one small illustrated leaflet)
- **Folder 4: Round Robin: In Memoriam Charles D. Dennison**, 1912 – 30 pp. (one softback)
- **Folder 5: Seventy- Five Years: 1844-1919**, 1919 – 71 pp. (3 hardback, 1 of which is boxed, fully illustrated)

BOX 4: PUBLISHED BOOKS REGARDING DENNISON HISTORY, CONT’D: 1921-1960, 2015

- **Folder 1: The Employee Industrial Partnership Book, 1921 – 42 pp.**, including chapters regarding developing the product, growth of the business, company policies, from private to employee ownership, and Industrial Partnership Plan Statement (one hardback)
- **Folder 2: Two Men: Horace Lockwood and Charles Edwin Devonshire, 1925 – 8 pp.** (two softback memorial booklets)
- **Folder 3: Dennison Beginnings, 1840-1878**, prepared from material in the History Room of the DMC by Charlotte Heath, 1927 – 116 pp. (two hardback)

- **Folder 4: History of the Dennison Manufacturing Company**, by E.P. Hayes, Formerly Historian of the DMC, and Charlotte Heath, Historian of the DMC, published for The Business Historical Society and the Harvard Graduate School of Business Administration by the Harvard University Press, Cambridge, MA, reprinted from the Journal of Economic and Business History, Vol I, August 1929, and Vol II, November 1929, 78 pp. (two hardback)
- **Folder 5: The Dennison Story for Everyone Who Sells Dennison Merchandise, Book 1**, 1948 – 24 pp.
- **Folder 6: Henry S. Dennison, a memorial**, c1952 – 24 pp. (two softback memorial booklets)
- **Folder 7: Henry S. Dennison (1877-1952), New England Industrialist who Served America**, by James T. Dennison, Member of the Newcomen Society and Director DMC, published by The Newcomen Society in North America, 1955 – 32 pp.
- **Folder 8: John S. Keir, April 15, 1892 – September 21, 1959, In Memoriam**, 1960 – 87 pp.
- **Folder 9: Inside Dennison National, 1987**, a history of National Blank Book Company, 1843-1987; including **1967 merger of National Blank Book and Dennison Mfg.**
- **Folder 10: Tag Town – Dennison’s Legacy**, by Dana Dauterman Ricciardi, Framingham Historical Society & Museum, 2002, 19 pp., to accompany exhibit at Framingham History Center
- **Folder 11: Dennison Through the Decades – A Timeline of the Dennison Mfg. Company, 1844-1990**, by Dana Dauterman Ricciardi and Nancy Prince, 2014, Co-Curators of exhibit at Framingham History Center
- **Folder 12: Welcome to Dennison Manufacturing Company, Its History, Products, People and Programs**, by Patricia Lavin and Laura Stagliola of the Framingham History Center, 2015, 122 pp

BOX 5: BUSINESS CASE STUDIES & THESIS REPORTS REGARDING DENNISON, 1924-1982 – including Harvard Business School Studies (N.B. Folders 4 and 9)

- **Folder 1: Patronage & Discount Policies Regarding High Volume Customers, 1924-1926** - Harvard Business School
- **Folder 2: History of Dennison Manufacturing, 1930-1933** – Harvard Business School; R. W. Ells, 1934
- **Folder 3: Dennison Mfg. Co., 1844-1938 From Casebook in American Business History, 1939:** sources, History of the Dennison Mfg Co. by EP Hayes, History of the Dennison Mfg Co, II by Charlotte Heath
- **Folder 4: A Case Study of the Dennison Mfg. Co. Thesis, 1956:** Judith Elaine Mandell , BA Honors in Economics (121 pp)
- **Folder 5: Descriptive Report of the Dennison Mfg. Co., 1958** – Harvard Business School by manufacturing group 11
- **Folder 6: Students Recommendations Regarding New Product Policy & Development, 1958** – Harvard Business School
- **Folder 7: Marketing Division Reorganization, 1958** – Harvard Business School
- **Folder 8: Communication Throughout Company, 1958** – Harvard Business School case study (note Donald Prince)
- **Folder 9: Dennison Case Study from the Casebook in Business History & Economic Concepts for use in Secondary Schools, 1962-1974** – related materials included; case study 1967 by Paul Cawein updated 1974
- **Folder 10: “Dennison Case Study 1848-1938” Updated 1963**, Northeastern MBA program, with personnel philosophy and organization chart, note R. Allen
- **Folder 11: Secur-A-Tach and Transfer Pricing, 1968**, Harvard Business School case study

- **Folder 12: Organization Structure & Bonus System, 1971**, Harvard Business School
- **Folder 13: Dennison Case Study – Background, 1977, update**, Harvard Business School;
 - *Dennison was one of the oldest converters of paper products in the United States. Founded in 1844 to manufacture quality paper boxes for the jewelry trade, it had expanded its product line to include a wide variety of paper products (4,000 made for stock, plus made-to-order items), numerous gummed and coated paper, and several machines to facilitate efficient use of paper products.*
- **Folder 14: History and New Technologies, 1982**, Kathy E. Coffey
- **Folder 15: Fastener Division, 1983-1984**, Harvard Business School case study

BOX 6: HISTORY SUMMARIES MOSTLY BY COMPANY HISTORIANS, 1844-1949, 1878-1894, 1957-1968

- **Folder 1: Company Summaries, 1844-1949**
- **Folder 2: History Reference Materials – Partial History Manuscripts**
- **Folder 3: Summary of Dennison History: 1878-1897, published 1928** by Dennison Historian Charlotte Heath
- **Folder 4: Summary of Dennison History: 1878-1894, published 1928** by Dennison Historian Charlotte Heath
- **Folder 5: Special Reports- High Profit Years Following Panics, 1930**, by Dennison Historian Charlotte Heath
- **Folder 6: Dennison Business, 1870-1880, published 1930**, by E. L. Staples, History Room
- **Folder 7: Summary of Dennison History, 1957-1968**, by F.E. Swisher

BOX 7: DENNISON HISTORY – SMALL BOOKLETS, ARTICLES AND KEY NEWS CLIPPINGS, 1898-2014

- **Folder 1: Speech “A short resume on the Company as a whole...” by H. K. Dwyer, 1898**
- **Folder 2: A Cobbler’s Bench, small booklet, 1906, and A Cobbler’s Knife, some Boxboard – and a Vision, 1930**, from Massachusetts Bay Tercentenary Official Tribute Book
- **Folder 3: Dennison History articles, 1900-1930**
- **Folder 4: Dennison Manufacturing Co., 1844-1911**, small photo booklet
- **Folder 5: A Promising Venture in Industrial Partnership, 1912**, by Robert F. Foster, Harvard University, article reprinted from American Academy of Political and Social Science
- **Folder 6: The Outstanding Features of Dennison Management, 1922**, by H. Feldman, Assistant Professor, Industrial Relations, Amos Tuck School, Dartmouth College; Part 1 - Analyzing and Anticipating Cyclical Movements; Part 2 – Sales Engineering and Operation; Part 3 – Production Technique and Personnel Administration, reprinted from Industrial Management, August, September and October, 1922
- **Folder 7: Dennison Mfg Co, 1925**, small booklet, 16 pp, regarding Developing the Product, Growth of the Business, From Private Ownership to Industrial Partnership
- **Folder 8: For Visiting Salesmen, 1928, and Welcome to Dennison, c1948**, small booklets
- **Folder 9: Dennison Centennial Year articles, 1944**
- **Folder 10: Dennison History Articles, 1945-1949**, including: “From Cracker Barrel to Supermarket... the Significance of Packaging in the American Economy” from Modern Packaging, 1946; “Dennison Mfg. Co. Completes Fifty Years in Framingham,” 1947, Framingham News; “Multiplying a Name by a Multitude of Products,” 1947, reprinted from Magazine Advertising Bureau; Great and Growing Business Under Dennison Family Name, 1947, Framingham News (note Henry S. Dennison); new Dennison catalog, 1948

- **Folder 11: Dennison History Articles, 1950-1959**, including: “The Dennison Story,” 1951, Packaging Systems; Henry S. Dennison obituary, 1952 March 1, Framingham News; “Where Tags and Labels Add Up to Big Business, 1954, Traffic World; new gummed paper sales manual, 1956.
- **Folder 12: Dennison and Christmas History Articles, 1956, 2006, 2015**: “A Christmas Custom,” 1956, Shell News; “Dennison Manufacturing – When Your Heart Is in the Gift,” 2006, Christmas in New England by Amy Whorf McGuiggan.
- **Folder 13: Dennison History Articles, 1960-1969**, including: “Where Ingenuity Is a Product – Dennison Scores Often,” 1961 Edison News; “Aaron and Eliphalet Made History in Watch and Paper Industries,” 1961 The Brunswick Record.
- **Folder 14: Dennison History Articles, 1970-1979**, including: “An Ex-Cobbler Named Dennison – 125 Years of Ideas,” 1970, Boston Globe; “Stationery: The Sleeping Giant,” 1972, Chain Store Age.
- **Folder 15: Dennison History Articles, 1980-1989**, including: “Crepe Paper Craft” (history of), 1982, and “Dennison Craft & Paper Collectibles”, 1983, by Francine Kirsch for Spinning Wheel Journal.
- **Folder 16: News Articles – Timeline Moments, 1890-1920**, including
 - announcement of **Employee Stock Ownership Plan**... Dennison to Turn Over Common Stock with Full Power to Direct Affairs – Present Owners to Hold the Preferred Stock, The Boston Post, 1915 April 9.
 - numerous articles regarding Dennison’s publications, catalogs and crafts booklets, 1900s
 - *The Dennison booklets are each and all excellent examples of good advertising. They are marked by judicious treatment of the subject, attractive pictorial displays and clever arrangement...*
- **Folder 17: Timeline Moments, 1920s and specially 1929** July 7 re Dennison box salesman Steve Higgins “tries out the modern covered wagon trip” article, photograph of his train and **Transcontinental Air Transport plane** traveling companions including **Amelia Earhart** and the pilot **Charles Lindbergh**, beautiful leather-bound Coast to Coast by Plane and Train Illustrated Map, and Long Island Railroad Information Bulletin, and postcards 1929 July 7; “Zeppelin carries Dennison Palette Knife Plaque” article, 1929 Oct;
- **Folder 18: Timeline Moment re H.S. Dennison in Berlin, news article and illustration from Berliner Tageblatt, 1929, Feb 9**
 - *Arrived in Berlin – H.S. Dennison, President of Dennison Manufacturing Co., Framingham. The European among American industrial men. Head of one of the greatest paper-converting factories in America. The stock, formerly in the hands of the family, is now for the most part held by the employees and executives. A practically carried-out industrial democracy is in effect. In addition, this concern is one of the best organized in the U.S., being in fact a model firm.*
 - *Estimating in advance the use of statistics, and systematizing, are here carried almost to excess..... Henry S. Dennison is an exceptional mathematician, an enthusiastic chamber musician and passionate admirer of Bach. He is as familiar with the great philosophers as with the monthly sales figures of his sales districts.*
 - *He is one of the spokesmen for the “cooperation” idea, and father of the M.R.A., an alliance of firms in various branches of industry united for the common study of organization questions. He sits for America on the managing board of the International Institute of Geneva to promote cooperation among the nations of Europe in the realm of rationalization.*

- *He is now in Berlin for the purpose of preparing with the German authorities the German-American Conference on Rationalization, and for conferring with the Reichskuratorium.*
- **Folder 19: Timeline Moments, 1930s, including:**
 - correspondence with Dennison retailers after the devastating **New England Flood of 1936**;
 - Dennison Advertisement “Prepare for The Visit of Their Majesties” promoting Dennison’s Patriotic Line upon the visit of **King George VI** and Queen Elizabeth to Canada in 1939, the first visit ever by a reigning monarch to Canada.
 - Dennison Christmas Greetings ... “A Merry Christmas to You and Yours and a New Year of Peace and Prosperity”, news advertisement, 1939
- **Folder 20: Timeline Moments 1940s, including:**
 - Dennison Plant at Royal Park, a suburb of London, bombed on Sept 15, 1940, article and photographs;
 - Boston Sales Managers Club Trip to Dennison Plant in South Framingham, 1941, Boston Transcript
 - “Annual Dennison Report Tells of Expansion Plans - Blueprint for the Future,” 1944;
 - “On and Off the Avenue – Christmas Gifts for Overseas, from the New Yorker,” 1945 ... Dennison at 411 Fifth Avenue (37th)
 - “Science Governs Quality Papers,” 1946;
 - “Sales Forecasts Are a 4-Way Management Tool at Dennison,” 1947, interview with Howard C. Weeks
- **Folder 21: Timeline Moments re British Industries Fairs, 1949-1953**, including correspondence, articles and photographs ... with **Queen Elizabeth** admiring Dennison gift wrapping at the Dennison Manufacturing, Co. Ltd. trade booth. Also photographs of London plant. News clipping and photographs of 1953 trade booth including crepe paper banners which Dennison made for the **coronation of Queen Elizabeth**.
- **Folder 22: Timeline Moments, 1950s, including:**
 - **Business Week honor Henry S. Dennison, 1950**, article from Stationer and Office Equipment Buyer
 - “100,000 Witness Great Parade,” 1950, celebrating **Framingham’s 250th Anniversary**
 - **“Dennison Story Told on Radio – Improvement Noted,” DuPont’s Cavalcade of America radio show, 1951 Nov 7**, role of Eliphalet Dennison played by Cornel Wilde reenacting the invention of the Dennison first box and tag patch,...
 - “Shoppers’ World and Dennison Mfg. Co Also in Top Three,” 1952, regarding highest taxpayers in Massachusetts
 - **“Dennison Elects New Officers,” 1952, John S. Keir elected President**, John A. Garvey named Vice President in charge of Production, ...
 - “Retiring Executives at Dennison Co. Average Service of Over 46 Years,” 1952 re Ralph Maish, Nathaniel Dowse, Schuyler Van Ness ...
 - “Meeting the Challenge of Today’s Selling Conditions,” 1953, Ralph A. Maish remarks regarding increased competitiveness
 - “Company Medical Aid Pays Off for Dennison Manufacturing,” 1954
 - “Five Major Stationery Manufacturers (National Blank Book, Dennison, Carter’s Ink, Eaton Paper, Sned) Introduce Quick-Service Program for Dealers,” 1954, ... *including proper balance of self-service and self-selection*
 - **“Mrs. (Clare Booth) Luce** Once with Dennison Co.,” 1956

- “Dynamic Economy of N.E. - Research, Management at Dennison Co. Cited,” 1957
- **“Dennison ‘Paperama’ Shows Products and Historical Highlights,”** 1957, ... *the exhibit ‘s theme “Paper Plus Ideas” will show Dennison’s employees, relatives and friends how the two together have built Dennison into one of the nation’s leading paper-converting companies...*
 - *Dennison’s industry firsts detailed include: among the first jewelry boxes made in America (1844); invention of the “tag patch” (1863); introduction of the first quality crepe paper in the U.S. (1890); first Christmas gift wrappings (decorated tags and labels) in the U.S. (1901); invention of frankfurter banding machine (1944); introduction of Therimage label transfer process (1956).*
 - *Other interesting factual footnotes: Dennison handles an average of 1,000 orders per week for custom-made products; Dennison uses as raw material more than 250 different types or stocks of paper, produced by 75 different paper mills; in 1958 sales rose to an all-time record of \$42,809,964 and earnings totaled a record \$2,816,533; since 1921, Dennison estimates, it has produced enough Christmas gift-wrapping paper to circle the earth at its equator 60 times; Dennison in a single year makes enough decorative tags, labels and seals to supply every family in the U.S. with an assortment of 20.*
- **“Electronic Data Processing Is Coming to Dennison RAMAC, an IBM Computer Is Due in April”, 1958,** ... *In line with the Dennison tradition of continually improving clerical operations, a study of available Electronic Data Processing Equipment was initiated early in 1956.... With our extensive preparations – technically called programming – nearing completion... RAMAC is a medium sized computer that is more remarkable for its capacity to remember things than for its ability to solve complex mathematical computations.*
- **“Dennison Turns to Atom in Converting Tags, Seals”, 1959,** article from Modern Converter journal
- **Folder 23: Timeline Moments, 1960s,** including:
 - Framingham Industry Day, 1960
 - **“Sale of One Dennison Division Skyrockets to Over Million in Year,”** 1961, regarding **Therimage sales** increase from \$250,000 to \$1 million in one year and another 100% increase expected in 1961
- **Folder 24: Timeline Moments, 1970s and 1980s,** including: Dennison headquarters moved to Waltham (1976) and planned to return to Framingham (1988); Dennison ESOP (Employee Stock Ownership Plan, 1979); merger of Dennison National of Holyoke and Dennison Carter’s of Waltham under the name Dennison Stationery Products Co. with Lou D’Amaro named president (1989)
- **Folder 25: Timeline Moments regarding the Avery Dennison Merger, 1989-1992, and Avery Dennison’s Dennison Division 1993-1997 Strategic Plan, 1992 July** (Folder 25A); news articles saved and donated by former Dennison employees Donald and Elaine Prince
- **Folder 26: Timeline Moments, 1990s:** including correspondence re Dennison Historic Artifacts between former Dennison CEO Nelson Gifford and Ralph Maish regarding the **Framingham History Center’s** interest in the Dennison Archives, 1990-1991; “Dennison, A Special Place – Community Forum” co-sponsored by Callahan Senior Center and South Middlesex Opportunity Council, 1994; “A Short History of Avery Dennison Manufacturing Company” by Frank McCarthy, 1995 (special note re **history of the Fastener Division**); invitation for a Dennison Oral History Project, 1995, news articles re former employee reminiscences, plans re original Dennison

buildings; newsletter re plans for The Dennison Museum (did not materialize); saved and donated by former Dennison employees Donald and Elaine Prince

- **Folder 27: Timeline Moments, 2000 and beyond:** including Dennison Reunion – Label them Sentimental – Ex-workers reminisce about days at paper products giant, 2014, MetroWest Daily News (event hosted by the **Framingham History Center**); Dennison Exhibit at **Framingham History Center**, 2014; death of former Dennison President and Chairman, 2017 Dec 20, Boston Globe
- **Folder 28: Dennison Articles written by Gloria Vollmers, Professor of Accounting, University of Maine, 1993-1999**
 - **Accounting for Distribution Costs** in the Dennison Manufacturing Company during the 1920s and 1930s, by Gloria Vollmers, published in Accounting Historians Journal, Vol. 20, No. 2, 1993
 - **Industrial Home Work** of the Dennison Manufacturing Company of Framingham, Massachusetts, 1912-1935, by Gloria Vollmers, published in Business History Review, 1997 Sept
 - **The Dennison Manufacturing Company: An Introduction to the Company, Its Most Influential President and Its Archive**, by Gloria Vollmers, published in The Accounting Historians Notebook, 1998 April
 - **Using Distribution Costs in Decision Making** at the Dennison Manufacturing Company, 1909-1949, published in Accounting Historian Record, Vol. 26, No. 1, 1999 June
- **Folder 29: Early Labor Economics: Its Debt to the Management Practice of Henry S. Dennison**, by Kyle Bruce, Aston Business School, Birmingham, UK, published in *History of Political Economy*, 2007

BOX 8: COMPREHENSIVE COMPANY HISTORIES, BOOKS 1-3, 1844-1897

- **Folder 1: History by T. Martin – Book 1, 1844-1874 – 155 pp.**
- **Folder 2: History by T. Martin – Book 2, 1875-1886 – 240 pp.**
- **Folder 3: History by T. Martin – Book 3, 1882-1897 – 239 pp.**

BOX 9: COMPREHENSIVE COMPANY HISTORIES, BOOKS 4-5, 1898-1901

- **Folder 1: History by T. Martin – Book 4, 1898-1901 –Part I pp. 1-184**
- **Folder 2: History by T. Martin – Book 5, 1898-1901 – Part II pp. 185-359**

Box 10: COMPREHENSIVE COMPANY HISTORIES, DRAFTS, 1874-1939

- **Folder 1: Samples, 1874-1907**, Draft w/ notes
- **Folder 2: Samples, 1906-1939**

BOX 11: BIENNIAL COMPANY HISTORIES WRITTEN BY COMPANY HISTORIANS ET AL, 1902-1905, including a review of sales, operations, financial, product and merchandising activities

- **Folder 1: Biennial, 1902-1903 – 274pp.** Hardcover book
- **Folder 2: Biennial, 1904-1905 – Vol. I pp. 1-129.** Hardcover book.
- **Folder 3: Biennial, 1904-1905 – Vol. II pp. 130-221.** Hardcover book.

BOX 12: ANNUAL COMPANY HISTORIES, 1906-1908

- **Folder 1: Annual, 1906 – 181 pp.** From Leigh Stein's collection; frail pages bound together
- **Folder 2: Annual, 1907 – 208 pp.** Hardcover book.
- **Folder 3: Annual, 1908 – 211 pp.** Hardcover book.

BOX 13: ANNUAL COMPANY HISTORIES, 1909-1911

- Folder 1: Annual, 1909 – 206 pp.
- Folder 2: Annual 1910 – 185 pp.
- Folder 3: Annual 1911 – 217 pp.

BOX 14: ANNUAL COMPANY HISTORIES, 1912-1914

- Folder 1: Annual, 1912 – 194 pp. (N.B. Selfridge, p. 159+)
- Folder 2: Annual, 1913 – 280 pp.
- Folder 3: Annual 1914 – 226 pp.

BOX 15: ANNUAL COMPANY HISTORIES, 1915-1917

- Folder 1: Annual, 1915 – 193 pp.
- Folder 2: Annual, 1916 – 247 pp.
- Folder 3: Annual, 1917 – 244 pp.

BOX 16: ANNUAL COMPANY HISTORIES, 1918-1919

- Folder 1: Annual, 1918 – 201 pp.
- Folder 2: Annual, 1919 – Vol. I, 137 pp.
- Folder 3: Annual, 1919 – Vol. II, pp. 138- 322

BOX 17: ANNUAL COMPANY HISTORIES, 1920-1921(VOL.1)

- Folder 1: Annual, 1920 – Vol. I, pp. 1-200
- Folder 2: Annual, 1920 – Vol. II, pp. 201-400
- Folder 3: Annual, 1921 – Vol. I, pp. 1-215

BOX 18: ANNUAL COMPANY HISTORIES, 1921(VOL. 2)-1922

- Folder 1: Annual, 1921 – Vol. II, pp. 215-435
- Folder 2: Annual, 1922 – Vol. I, pp. 1-162
- Folder 3: Annual, 1922 – Vol. II, pp. 163-355

BOX 19: ANNUAL COMPANY HISTORY, 1923

- Folder 1: Annual, 1923 – Vol. I, pp. 1-220
- Folder 2: Annual, 1923 – Vol. II, pp. 221-371

BOX 20: ANNUAL COMPANY HISTORY, 1929 – includes two reports written in 1930 regarding same economic conditions

- Folder 1: Annual, 1929 – Vol. I pp. 1-237
- Folder 2: Annual, 1929 – Vol. II pp. 237-477
- Folder 3: Special Reports – High Profit Years following Panics, 1930

BOX 21: DISTRICT MANAGERS' SALES CONFERENCE REPORTS, 1923-1924, including a detailed subject index, list of participants, and Henry S. Dennison opening address

- Folder 1: District Managers' Conference Report 9, 1923 – 302 pp. large paperback
- Folder 2: District Managers' Conference Report, 1924 – 381 pp. large paperback

BOX 22: DISTRICT MANAGERS' SALES CONFERENCE REPORTS, 1926-1928

- Folder 1: District Managers' Conference Report, 1926 – 369 pp. hardcover booklet
- Folder 2: District Manager's Conference Report, 1928 – 308 pp.

BOX 23: MANUFACTURING DIVISION TEN-YEAR HISTORIES, 1920s-1930s, including plant, management, employees, production

- Folder 1: Manufacturing Division 1920s – Part I pp. 1-159
- Folder 2: Manufacturing Division, 1920s – Part II pp. 160-243
- Folder 3: Manufacturing Division, 1930s – Part I pp. 1-166
- Folder 4: Manufacturing Division, 1930s – Part II pp. 167-356

BOX 24: MERCHANDISING TEN-YEAR HISTORIES, 1920s-1930s

- Folder 1: Marketing Summary, 1920-1929
- Folder 2: Merchandising, 1920s
- Folder 3: Merchandising, 1930s: part 1
- Folder 4: Merchandising, 1930s: part 2

BOX 25: SALES (DOMESTIC AND FOREIGN, including Advertising and Market Research) TEN-YEAR HISTORIES, 1920s-1930s, and RESEARCH (including Chemical, Methods and Mechanical) TEN-YEAR HISTORIES, 1910-1930s

- Folder 1: Sales Division, 1920s
- Folder 2: Sales Division, 1930s: By EP Hayes 1951
- Folder 3: Dennison in Foreign Markets 1920-1929: Written By E.P. Hayes in 1948
- Folder 4: Decades- Research Division, 1910-1936
- Folder 5: Decades-Research Division, 1930's- second report

BOX 26: DENNISON SPECIAL REPORTS: WORLD WAR II, 1939-1942

- Folder 1: World War II Years 1939-1941: E.P. Hayes c 1944 (including a duplicate)
- Folder 2: World War II Years, 1942: E.P. Hayes
- Folder 3: World War II Years, 1942: E.P. Hayes (duplicate of folder 2)

BOX 27: DENNISON SCRAPBOOK PAGES – FINANCIAL & STOCK STATEMENTS AND PERSONALITIES, including publicity news clippings primarily regarding financial performance and dividends and senior level executive promotions, but also news regarding tradeshow and convention, employee 50 year anniversaries, retirements, civic responsibility, awards, wages and bonuses; some clippings are still attached to original scrapbook pages which are very brittle and others are loose.

- Folder 1: 1945
- Folder 2: 1946
- Folder 3: 1947
- Folder 4: 1948
- Folder 5: 1950
- Folder 6: 1951
- Folder 7: 1952
- Folder 8: 1953
- Folder 9: 1954
- Folder 10: 1955

- **Folder 11: 1956**
- **Folder 12: 1957**
- **Folder 13: 1958**
- **Folder 14: 1959**
- **Folder 15: 1960**
- **Folder 16: 1961**, including purchase of Eastman Tag and Label Co, with production facilities in California and an expected \$3.5 million sales increase