



Richard Coopey,  
Sean O'Connell,  
and Dilwyn Porter

# MAIL ORDER RETAILING IN BRITAIN

*A Business and Social History*

OXFORD

# Mail Order Retailing In Britain A Business And Social History

**Richard Coopey**



### **Mail Order Retailing In Britain A Business And Social History:**

**Mail Order Retailing in Britain** Richard Coopey, Sean O'Connell, Dilwyn Porter, 2005-01-27 Since its inception in the late 19th century Britain's mail order industry both exploited and generated social networks in building its businesses. The common foundation of the sector was the agency system. Sales were made through catalogues held by agents ordinary people in families neighbourhoods pubs clubs and workplaces. Through this agency system mail order firms in Britain were able to tap social networks both to build a customer base but also to obtain vital information on creditworthiness. In this the first comprehensive history of the British mail order industry the authors combine business and social history to fully explain the features and workings of this industry. They show how British general mail order industry firms such as Kay and Co Empire Stores Littlewoods and Grattan grew from a range of businesses as diverse as watch sales or football pools. A range of business innovations and strategies were developed throughout the twentieth century including technological development and labour process rationalisation. Indeed the sector was in the vanguard of many aspects of change from supply chain logistics to computerization. The social and gender profile of the home shopper also changed markedly as the industry developed. These changes are charted from the male dominated origins of the industry to the growing influence of women both within the firm and more importantly as the centre of the mail order market. The book also draws parallels and contrasts with the much more widely studied mail order industry of the United States. The final section of the book examines the rise of internet shopping and the new challenges and opportunities it provided for the mail order industry. Here the story is one of continuity and fracture as the established mail order companies struggle to adjust to a business environment which they had partly created but which also rested on a new range of core competencies and technological and demographic change.

**Mail Order Retailing in Britain** Richard Coopey, 2007      **Transformations of Retailing in Europe after 1945** Lydia Langer, 2016-02-17 After World War II structures practices and the culture of retailing in most West European countries went through a period of rapid change. The post war economic boom the emergence of a mass consumer society and the adaptation of innovations which already had been implemented in the USA during the interwar period revolutionized the world of getting and spending. But the implementation of self service and the supermarket the spread of the department store and the mail order business were not only elements of a transatlantic catch up process of Americanization of retailing. National patterns of the retail trade and specific cultures of consumption remained crucial and long term processes of change starting in the 1920s or 1930s also had an impact on the transformation of retailing in post war Europe. This volume presents a series of case studies looking at transformations of retailing in several European countries offering new insights into the structural preconditions of the emerging mass consumer societies and also into the consequences consumerism had on the practices of retailing.      **Routledge Companion to Sports History** S. W. Pope, John Nauright, 2009-12-17 The field of sports history is no longer a fledgling area of study. There is a great vitality in the field and it has matured dramatically.

over the past decade Reflecting changes to traditional approaches sport historians need now to engage with contemporary debates about history to be encouraged to position themselves and their methodologies in relation to current epistemological issues and to promote the importance of reflecting on the literary or poetic dimensions of producing history These contemporary developments along with a wealth of international research from a range of theoretical perspectives provide the backdrop to the new Routledge Companion to Sports History This book provides a comprehensive guide to the international field of sports history as it has developed as an academic area of study Readers are guided through the development of the field across a range of thematic and geographical contexts and are introduced to the latest cutting edge approaches within the field Including contributions from many of the world s leading sports historians the Routledge Companion to Sports History is the most important single volume for researchers and students in and entering the sports history field It is an essential guide to contemporary research themes to new ways of doing sports history and to the theoretical and methodological foundations of this most fascinating of subjects

*Clothing the Poor in Nineteenth-Century England* Vivienne Richmond,2013-09-19 A pioneering study of the importance of dress to the collective and individual identities of the nineteenth century English poor

[The Development of Consumer Credit in Global Perspective](#) J. Logemann,2012-07-16 This volume brings together historians economists political scientists and anthropologists to present a global perspective on the new forms of lending and borrowing that have become a key feature of twentieth century mass consumer societies emphasizing comparative and transnational historical perspectives

**A Contemporary History of Women's Sport, Part One** Jean Williams,2014-04-24 This book is an historical survey of women s sport from 1850 1960 It looks at some of the more recent methodological approaches to writing sports history and raises questions about how the history of women s sport has so far been shaped by academic writers Questions explored in this text include What are the fresh perspectives and newly available sources for the historian of women s sport How do these take forward established debates on women s place in sporting culture and what novel approaches do they suggest How can our appreciation of fashion travel food and medical history be advanced by looking at women s involvement in sport How can we use some of the current ideas and methodologies in the recent literature on the history and sociology of sport in order to look afresh at women s participation Jean Williams s original research on these topics and more will be a useful resource for scholars in the fields of sports women s studies history and sociology

**Intrusive Interventions** Graham Mooney,2015 Intrusive Interventions is a history and critical study of public health in the Victorian and Edwardian period Drawing on an array of archival sources from across provincial England and London it investigates the emergence and consolidation of a set of government policies that came to be known as infectious disease surveillance including compulsory infectious disease notification domestic quarantine mandatory removal to a hospital contact tracing and the disinfection of homes and belongings Although these were a set of spatialized practices implemented in diverse settings such as hospitals schools and

disinfecting stations their effect was to retrain the gaze of public health onto domestic space and in the process both disrupt and reinforce the centrality of the family and domesticity in Victorian and Edwardian culture Examining political ideologies of freedom and individuality as well as social policy medical theory laboratory research material culture and public health practice author Graham Mooney argues that infectious disease surveillance reconfigured late nineteenth century hygienic norms and forms of citizenship Public health practice had to be continually reshaped in order to negate the political fallout of a tendency toward coercion and unwanted interference debates that as the author of this important study points out continue to resonate today Graham Mooney is Assistant Professor at the Institute of the History of Medicine Johns Hopkins University

Back to the Shops Rachel Bowlby, 2022-02-24 What will become of the shops More than ever the high street appears to be under mortal threat its shops boarded up as the sad bricks and mortar survivals of a pre online retail world But behind the bleak appearance there is more to see Back to the Shops offers a set of short and surprising chapters each one a window into a different shop type or mode of selling Old shopping streets are seen from new angles fast fashion shows up in eighteenth century edits Here are pedlars and pop ups mail order catalogues and mobile greengrocers shops Here too are food markets open till late on a Saturday night and tiny subscription libraries tucked away at the back of the sweet shop Over time shops have occupied radically different places in cultural arguments and in our everyday lives They are essential sources of daily provisions but they are also the visible evidence of consuming excess They are local community hubs and they are dreamlands of distraction Shops are inherently spaces of imagination as well as of practicality They belong with their own surrounding streets and town they bring back the times and places of our lives They linger in stories of all kinds whether far fetched or round the corner From butcher to baker and from markets to motor vans after reading this book you will want to go back to the shops

**Making, Selling and Wearing Boys' Clothes in Late-Victorian England** Clare Rose, 2016-12-05 There has been a great deal of recent interest in masculine clothing examining both its production and consumption and the ways in which it was used to create individual identities and to build businesses from 1850 onwards Drawing upon a wide range of sources this book studies the interaction between producers and consumers at a key period in the development of the ready made clothing industry It also shows that many innovations in advertising clothing usually considered to have been developed in America had earlier British precedents To counter the lack of documentary evidence that has hitherto hampered research into the dress practices of non elite groups this book utilises thousands of unpublished visual documents These include hundreds of manufacturers designs which underline an unexpected degree of investment by manufacturers in boys clothing and which was matched by heavy investment in advertising with thousands of images of boys clothing for shop catalogues in the Stationers Hall copyright archive Another key source is the archives of Dr Barnardo s Homes This extraordinary collection contains over 15 000 documented photographs of boys entering between 1875 and 1900 allowing us to look beyond official polarization of raggedness and respectability used by charities and social reformers of all stripes and

to establish the clothing that was actually worn by a large sample of boys A close analysis of 1 800 images reveals that even when families were impoverished they strove to present their boys in ways that reflected their position in the family group and in society By drawing on these visual sources and linking the design and retailing of boys clothing with social cultural and economic issues this book shows that an understanding of the production and consumption of the boys clothing is central to debates on the growth of the consumer society the development of mass market fashion and concepts of childhood and masculinity

**Myths and Milestones in the History of Sport** S. Wagg, 2011-11-29 The conventional history of sport as conveyed by television and the sports press has thrown up a great many apparent turning points but knowledge of these apparently defining moments is often slight This book offers readable in depth studies of a series of these watersheds in sport history and of the circumstances in which they came about

World Clothing and Fashion Mary Ellen Snodgrass, 2015-03-17 Taking a global multicultural social and economic perspective this work explores the diverse and colourful history of human attire From prehistoric times to the age of globalization articles cover the evolution of clothing utility style production and commerce including accessories shoes hats gloves handbags and jewellery for men women and children Dress for different climates occupations recreational activities religious observances rites of passages and other human needs and purposes from hunting and warfare to sports and space exploration are examined in depth and detail Fashion and design trends in diverse historical periods regions and countries and social and ethnic groups constitute a major area of coverage as does the evolution of materials from animal fur to textiles to synthetic fabrics and production methods from sewing and weaving to industrial manufacturing and computer aided design Dress as a reflection of social status intellectual and artistic trends economic conditions cultural exchange and modern media marketing are recurring themes Influential figures and institutions in fashion design industry and manufacturing retail sales production technologies and related fields are also covered

*The Market Makers* Peter Scott, 2017-09-15 During the twentieth century affluence both at the level of the individual household and that of society as a whole became intimately linked with access to a range of prestige consumer durables The Market Makers charts the inter war origins of a process that would eventually transform these features of modern life from being luxuries to necessities for most British families Peter Scott examines how producers and retailers succeeded in creating mass though not universal market for new suites of furniture radios modern housing and some electrical and gas appliances while also exploring why some other goods such as refrigerators telephones and automobiles failed to reach the mass market in Britain before the 1950s Creating mass markets presented a formidable challenge for manufacturers and retailers Consumer durables required large markets Most involved significant research and development costs Some such as the telephone radio and car were dependent on complementary investments in infrastructure All required intensive marketing usually including expensive advertising in national newspapers and magazines while some also needed mass production methods and output volumes to make them affordable to a mass market

This study charts the pioneering efforts of entrepreneurs many of whom though once household names are now largely forgotten to provide consumer durables at a price affordable to a mass market and to persuade a sometimes reluctant public to embrace the new products and the consumer credit that their purchase required In doing so Scott shows that contrary to much received wisdom there was a consumer durables revolution in inter war Britain at least for certain highly prioritised goods Nineteenth-Century Communications: A Documentary History, 1780-1918 Kathleen McIlvenna, Karin Koehler, Eleanor Hopkins, Nicola Kirkby, Ellen Smith, Harriet M. Thompson, 2025-09-30 This volume illuminates some of the manifold ways in which Britain's communication infrastructure affected everyday life in nineteenth century Britain Accordingly it highlights socio economic cultural and material repercussions of selected aspects of mediated communication It covers The rise and role of the communication worker and the Post Office's status as Britain's largest employer as well as pioneering employer of women The campaigns surrounding Sunday labour The connections between new leisure opportunities and activities and new media of communication such as the postcard Concerns about morally suspect uses of new media and technologies of communication e.g. the use of the telegraph for gambling The presence of changing communication practices in material culture e.g. the increasing popularity of greeting cards and new types of stationery

*The Eclipse of 'Elegant Economy'* Martin Cohen, 2016-03-23 Elizabeth Gaskell might have been amused to learn that the Victorian elegant economy she mocked so poignantly in *Cranford* reached a new apogee in the mid twentieth century and endured the invasion of its precise antithesis conspicuous consumption For Britons of all classes the years of austerity during and after the Second World War were years of disorientation and fears of resurgence of the worst of the interwar decades They had never had more money in their pockets or less material things on which to spend it Many took refuge in the elegant economy its creator dubbed a sort of sour grapeism which made us very peaceful and satisfied Constrained by rationing manufacturing and import controls personal finance could only be disbursed on non material things sometimes wisely sometimes pragmatically and sometimes by throwing all caution to the wind Here for the first time is the history of these diverse reactions explored through Britain's metamorphosis from austerity to affluence with consumerism seen through fresh eyes Today political commentators constantly warn of the encroachment of austerity This book is a timely reminder of the years of real austerity in Britain when regardless of financial status everyone suffered its tribulations when a sub prime mortgage was unimaginable when abuse of expense claims by public figures was unthinkable and when no one dared utter a word critical of their bank or its manager **Men and Menswear** Laura Ugolini, 2017-03-02 Despite increasing academic interest in both the study of masculinity and the history of consumption there are still few published studies that bring together both concerns By investigating the changing nature of the retailing of menswear this book illuminates wider aspects of masculine identity as well as patterns of male consumption between the years 1880 and 1939 While previous historical studies of masculinity have focused overwhelmingly on the moral spiritual and physical characteristics associated with

notions of manliness this book considers the relationship between men and activities which were widely considered to be at least potentially unmanly selling as well as buying clothes thus shedding new light on men's lives and identities in this period

*The Business of Waste* Raymond G. Stokes, Roman Köster, Stephen C. Sambrook, 2013-09-02 The advent of consumer societies in the United Kingdom and West Germany after 1945 led to the mass production of garbage This book compares the social cultural and economic fallout of the growing volume and changing composition of waste in the two countries from 1945 to the present through sustained attention to changes in the business of handling household waste Though the UK and Germany are similar in population density degrees of urbanisation and standardisation the two countries took profoundly different paths from low waste to throwaway societies and more recently towards the goal of zero waste The authors explore evolving balances between public and private provision in waste services the transformation of public cleansing into waste management the role of government legislation and regulation emerging conceptualisations of recycling and resource recovery and the gradual shift of the industry's regulatory and business context from local to national and then to international

**Christmas and the British: A Modern History** Martin Johnes, 2016-10-06 The modern Christmas was made by the Victorians and rooted in their belief in commerce family and religion Their rituals and traditions persist to the present day but the festival has also been changed by growing affluence shifting family structures greater expectations of happiness and material comfort technological developments and falling religious belief Christmas became a battleground for arguments over consumerism holiday entitlements social obligations communal behaviour and the influence of church state and media Even in private it encouraged reflection on social change and the march of time Amongst those unhappy at the state of the world or their own lives Christmas could induce much cynicism and even loathing but for a quieter majority it was a happy time a moment of a joy in a sometimes difficult world that made the festival more than just an integral feature of the calendar Christmas was one of British culture's emotional high points Moreover it was also a testimony to the enduring importance of family shared values and a common culture in the UK Martin Johnes shows how Christmas and its traditions have been lived adapted and thought about in Britain since 1914 Christmas and the British is about the festival's social cultural and economic functions and its often forgotten status as both the most unusual and important day of the year

*Cultures of Selling* Laura Ugolini, 2018-12-07 The study of consumption and its relationship to cultural and social values has become a vibrant and important field in recent years Hitherto however relatively few detailed and full length works on this topic have been published In what will become a seminal volume this book examines retail selling in various historical contexts and locations as both an activity at once mundane and almost universal The book introduces the reader to the existing literature relevant to the subject and explores the widespread perceptions of moral ambiguity surrounding the practice of selling consumer goods ranging from concerns about the adulteration of goods to fears about sharp practice on the part of retailers and places such concerns in the context of wider societal values and ideas The ambivalence towards



retail selling and sellers is also a central focus of the collection focussing on the attempts by retailers to develop selling techniques and successful practices of salesmanship and at the same time establish widely shared understandings of good retailing. The book also delves into the more dubious practices of retail selling including practices on the margin of legality, the issue of credit and changing attitudes towards debt. Uniquely, the book examines how sales techniques relate to the wider context of a whole shopping experience or shopping environment. Taken as a whole, this volume will provide a first port of call for students, researchers and others interested in exploring consumer cultures and the cultural norms and practices involved in the sale of consumer goods in various historical periods and geographical contexts. Champagne in Britain, 1800-1914

Graham Harding, 2021-10-07 Winner of the 2022 OIV AWARD 2022 in the History category. From its introduction to British society in the mid 17th century, champagne has been a wine of elite celebration and hedonism. Champagne in Britain 1800-1914 is the first book for over a century to study this iconic drink in Britain. Following the British wine market from 1800 to 1914, Harding shows how champagne was consumed, branded for and marketed to British society. Not only did the champagne market form the foundations of the luxury market we know today, this book shows how it was integral to a number of 19th-century social concerns such as the temperate turn, anxieties over adulteration and the increasingly prosperous British middle class. Using archival sources from major French producers such as Moët Chandon, Veuve Clicquot and Pommery, Greno alongside records from British distributors, newspapers, magazines and wine literature, Champagne in Britain shows how champagne became embedded in the habits of Victorian society. Illustrating the social and marketing dynamics that centered on champagne's luxury status, it reveals the importance of fashion as a driver of choice, the power of the label and the illusion of scarcity. It shows how, through the reach of imperial Britain, the British taste for Champagne spread across the globe and became a marker for status and celebration.

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it struggles to use its energy for the benefit of the native during this period the dasha interrupts the native s career

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