

Accession 2175
IVAN F. BAKER
Papers

Finding aid for Ivan F. Baker papers (1923-1971)

Hagley Museum and Library
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Wilmington, Delaware 19807
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HISTORY:

Ivan Franklin Baker was born in 1887 in Cedar Rapids, Neb. He joined the Westinghouse Electric & Manufacturing Company as an apprentice engineer in 1909 after graduating from the University of Nebraska. In 1919 he was sent to Japan as Far Eastern Manager, where he survived the Kanto (Tokyo) Earthquake of 1923. During this time he assisted in the organization of the Mitsubishi Electric Company. Baker returned to the U.S. briefly in 1927 and was then appointed European Sales Manager, where he served until 1938. He played a leading role in Westinghouse's program of overseas postwar recovery, finally retiring as Vice President and Treasurer of the Westinghouse Electric International Company in 1952. Baker took a strong interest in foreign affairs and in 1950 urged the equivalent of the Marshall Plan for the Far East. He continued to work as a consultant and official of trade missions through the 1950s. He died at Westfield, N.J., on June 29, 1976.

SCOPE AND CONTENT NOTE:

The Ivan F. Baker Papers (accession 473) describe his overseas work with Westinghouse and his postwar activities promoting economic development and international trade. There are numerous engineering reports, memoranda, handbooks for trade fairs, conference proceedings, tear sheets, Westinghouse corporate publications, and Baker's speeches and writings. The materials are arranged chronologically. Some items are in Japanese, Indonesian, and Spanish.

Among the few items on pre-war Japan are booklets and letters describing the Kanto (Tokyo) Earthquake of 1923, articles on the Japanese electrical industry, and the text of a 1940 speech by M. Wakabayashi of the Mitsubishi Electric Company to the Tokyo English Speaking Society describing his impressions of the U.S.

The bulk of the papers deal with postwar reconstruction and the economic aspects of the Cold War. Notable items include a diary of A. L. Nadai describing a tour of Moscow and Leningrad when attending the 220th anniversary of the Academy of Sciences of the

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USSR in 1945; a Westinghouse plan for Brazil (1945); the proceedings of the first international meeting of the Westinghouse Treasury Dept. (1946); a report on Baker's trip to India (1948); a history of Westinghouse International's war activities; a transcript of a written message of Emperor Hirohito with translator's notes by the journalist Compton

Pakenham, a pre-war friend of the Emperor's, urging a modification of occupation policies (1950); and a Westinghouse International sales manual (1952).

Files and reports on trade fairs and conferences include the India-America Conference (1949); the Colgate University Conferences on American Foreign Policy; the Tokyo International Trade Fair (1955); and the Indonesian International Fair (1955). Other organizations represented are the National Association of Manufacturers, the American Council on Japan, and the Council on Foreign Relations.

Other items of note include an illustrated brochure of the Imperial Hotel at Tokyo (Teikoku Hoteru); a large promotional book by Ercole Marelli & C., an electrical manufacturing company of Milan, for which Baker was U.S. representative; an anti-American article by Yoshio Tsujimoto from the *Bungei Shunju* (1955); and the proceedings of a 1955 arbitration between Saudi Arabia and the Arabian American Oil Company over a rival oil tanker concession granted to Aristotle Onassis.

INVENTORY/FOLDER LIST

- B-12 1923 Tokyo Earthquake, 5 items.
The Story of Japan's Great 1923 Earthquake by K. Takahashi, 5th ed., 1923, 16 p., illus., text in Japanese.
Copies of letters from the Bakers from immediately after the earthquake describing events and their circumstances.
"The Holocaust that Inaugurated Mass Production at the Sharon Works," by I. F. Baker, 1963.
Electricity the Servant of Mankind, 1926.
Address by I. F. Baker before the Pan-Pacific Club, Imperial Hotel, Tokyo, 1926.
Westinghouse International, a Magazine Devoted to the Advancement of the Electrical Industry throughout the World, Vol. VII, No. 3-4; 1926; contains article, "Tokio - A Million Kilowatt City," by I. F. Baker.
"New Development in Japan's Electrical Progress," by I. F. Baker, tear sheets from *Westinghouse International*, 1926.

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TLS from M. Wakabayashi of Mitsubishi Electric Company, attaching copy of address of November 30, 1940, to the Tokyo English Speaking Society giving a Japanese visitor's impressions of the U.S. Also photo of M. Wakabayashi and others at a dinner given by Mitsubishi Denki Kaisha, Ltd. To Westinghouse Electric International Co. at the University Club in New York, August 8, 1940.

The Westinghouse Semi-Portable 1000 KW Power Plant, Trade catalog and manual, 1944.

"American Technicians Help Latin America Industrialize", by I. F. Baker, 1944.

"Unit Type Cement Plant Designed for the Republic of China," report prepared by William Hunt & Co. in association with Westinghouse Electric International Co. and Parsons, Brinckerhoff, Hogan & Macdonald, May 20, 1944.

Nadai, A. L., "Diary of a Trip to Moscow and Leningrad to Attend Celebrations of 220th Anniversary of the Academy of Sciences of the U.S.S.R., June 15 to July 1, 1945", typescript.

"Westinghouse Plan for Brazil," report, June 1945.

"Latin America's Need for American Engineering and American Products," address by I. F. Baker, 1945.

"The World-Wide Need for Electric Power," proposed article by I. F. Baker for *El Ingeniero Westinghouse*, March 1945.

B-12 "There's a Peace On," article by I. F. Baker in *Passport*, a Westinghouse publication, September 1945.

Carbon copy of transcript of letter describing post-war reestablishment of International Harvester offices in war-scarred Manila, 1945.

"Responsibilities of Treasury Representatives," address by I. F. Baker at Treasury Field Representatives' Meeting, N.Y., April 8 to April 30, 1946.

Treasury Representatives Meeting, April 30, 1946.

"Report on Japan," by R. D. McManigal, December 1947.

"The Three C's Abroad," address by I. F. Baker before New England Export Club, February 19, 1948.

Press reports and correspondence on international trade, 1948.

International Trade and the Domestic Economy, 1948.

"Credit by the Clock," address by I. F. Baker before Buffalo World Trade Association, April 20, 1948; also chart, "How U.S. Exports Have Been Financed, 1919-1947" by Dun & Bradstreet, and correspondence.

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- Report on Trip to India, 1948.
- “A New Look at India,” address by I. F. Baker before the New York Board of Trade, April 28, 1949, with clippings and correspondence with Indian and U.S. officials.
- “The Importance of India,” address by I. F. Baker before the Export Managers’ Club, February 15, 1949, with clippings.
- India-America Conference, December 12-22, 1949. Includes address by I. F. Baker, information for delegates, lists of delegates, official releases. *The Indian & Pakistan Year Book & Who’s Who*, Vol. 35, 1949.
- “Westinghouse Electric International Company in World War II,” ca. 1950, typescript.
- “Plan for Electrical Manufacturing Industry” prepared for the government of Mysore, January 1950.
- “Tomorrow is the East,” address by I. F. Baker before the Foreign Commerce Club of New York, May 17, 1950. Includes press clippings, correspondence, menus, photos.
- TLS from *Newsweek* editor Harry F. Kern enclosing transcript of a written message from Emperor Hirohito with translator’s notes made by Compton Pakenham concerning a modification of U.S. occupation policies, 1950.
- “A Report on America” by Durga Das, editor, *The Hindustan Times*, 1950.
- “Mechanization in the East,” address by I. F. Baker, June 15, 1950.
- B-12 “Westinghouse Abroad,” reprint of article from *Fortune*, February 1950. Includes photos of Westinghouse Electric International officials.
- Constructora Nacional de Maquinaria Electrica, Spanish licensee of Westinghouse, with address by I. F. Baker on opening of plant, January 1951.
- Transcript of Symposium on Burma, Ceylon, India and Pakistan held at the Wall Street Club, March 14, 1951. Includes remarks of I. F. Baker, Chairman.
- B-13 *Sales Manual: Westinghouse Electric International Company, No. 119*, 1952.
- “Application for Exporter’s Credit, Karita Power Station,” Kyushu Electric Power Company, 1952.
- “Application for Exporter’s Credit, Tanagawa Power Station,” Kansai Electric Power Company, Osaka, November 1952. Includes information on state of Japanese economy and electric power industry.

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- “International Sales through Investment,” address by I. F. Baker before Export Managers’ Club, March 4, 1952. Includes clippings and correspondence.
- “Deltec, Investment Bankers,” Deltec, S.A., Brazil, 1952.
- American Council on Japan, minutes and reports on post-war Japan, 1952.
- Colgate University Conferences on American Foreign Policy, 1952-1953. Includes “Who’s Who in the Conference” •, agendas and summaries.
- “66,000 KW Unit Power Plant Preliminary Equipment Specification for Japan,” April 1952.
- Ercole Marelli & C., S.A., Trade Catalog of Electrical Equipment, ca. 1950, 400 p.
- “The Free World’s First Line of Defense,” address by Gwilym A. Price, May 1, 1953.
- Philippine Chamber of Industry, 1953. Includes address by I. F. Baker.
- “Blue-Eyed Executives in Japanese Companies,” transcript of anti-American article by reporter Yoshio Tsujimoto in *Bungei Shunju*, March 20, 1955.
- Directory of holders of over 7,000 shares of Mitsubishi Co. as of Oct. 1, 1960. In Japanese.
- Tokyo International Trade Fair, May 19-June 1, 1955. Includes publications, brochures on Imperial Hotel, Japanese newspaper accounts, report on fair and U.S. exhibit by I. F. Baker.
- B-13 Indonesian International Fair (Pekan Raja Internasional), August 18-September 26, 1955. U.S. exhibit introduced television to Indonesia. Includes reports, brochures, press releases, guidebooks, phrase-books, photos.
- “Arbitration between Saudi Arabia and the Arabian American Oil Company” concluded February 23, 1955. Concerns conflicting tanker concessions granted to ARAMCO and Aristotle Onassis.
- “Financial and Legal Considerations in Foreign Marketing,” by I. F. Baker before the International Management Association, March 1957. Includes seminar proceedings, biographies, schedules.
- National Association of Manufacturers, 1959-1963. Includes NAM publications, minutes on international trade.
- Council on Foreign Relations, 1959. Includes second press conference of Pres. De Gaulle and paper on “The Promotion of International Investment.”
- Westinghouse Publications and News Releases, 1953-1971.

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Passport, Vol. 1, No. 1, Sept. 1953.

Westinghouse International News, July-Aug. 1970 issue.

News releases, 1963.

Westinghouse News, Vol. 26, Nos. 3 & 4, February 1971.