

Fred E. Brown

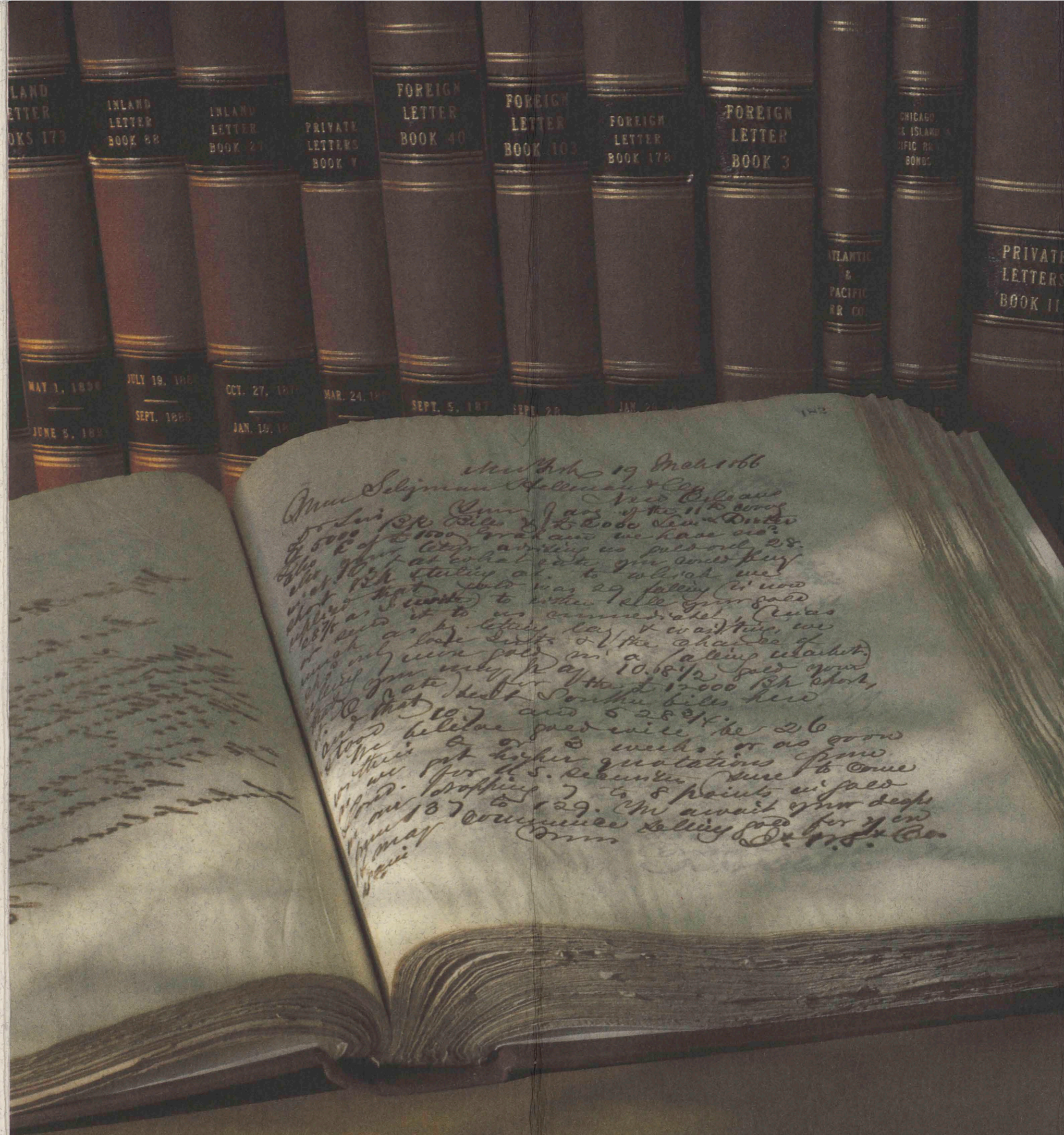
A native of Muskogee, Oklahoma, Fred E. Brown is chairman of the board of directors and chief executive officer of J. & W. Seligman & Company, a leading New York money management and investment advisory firm. Mr. Brown was born in Muskogee on July 20, 1913, the son of the late Fred E. Brown and Alice Washington Brown. His first wife, Margaret Gilham Brown, is deceased, and he is married to the former Enid Sillcox Darlington. He has one son, Frederick E., one stepson and three stepdaughters.

Mr. Brown attended the public schools in Muskogee, from which he was graduated with academic and leadership honors. After one year in Muskogee Junior College, he entered the College of Business Administration at the University of Oklahoma, from which he was graduated in 1934. In 1936, he received an M.B.A. from Harvard University.

That same year, Mr. Brown moved to New York City to take a job with an organization managed by the Seligman firm, which he heads today, as a securities analyst. Mr. Brown's business career was interrupted in January 1942, when he reported for active Army duty as a second lieutenant, field artillery. He attained the rank of lieutenant colonel and was awarded the Legion of Merit.

After Army service, Mr. Brown resumed his business career with the Seligman organization and in 1948 was elected a vice-president of one of the investment companies in the Seligman Group. By 1951, he was a vice-president of all of the investment companies, and in 1955 he became the youngest partner of the Seligman firm. In 1959, he was elected president of the investment companies.

Mr. and Mrs. Brown are frequent visitors to Oklahoma, and Mr. Brown and his firm have advised the University of Oklahoma Foundation on its investments for many years. It was announced recently that he has endowed the Fred E. Brown Chair in Finance in the College of Business Administration at the University of Oklahoma.



Remarks from Daniel A. Wren, Professor and Curator, Harry W. Bass Business History Collection

The Harry W. Bass Business History Collection was founded in 1955 to acquire and preserve materials for the use of scholars and others who are interested in the history of business and economics. The J. & W. Seligman & Company Archives will enrich the Bass Collection by providing a record of a pioneer investment banking firm and its role in American and international economic development.

J. & W. Seligman & Company was among the first organizations in the United States to provide banking, brokerage and investment underwriting services of a national and international scope, from the developing gold fields of California to the ancient capitals of Europe. The company's history parallels the emergence and development of America's coast-to-coast network of railroads, urban transit systems, public utilities, and industrial and commercial enterprises of all sorts.

J. & W. Seligman & Company was also a pioneer in international finance, beginning as early as the American Civil War, by selling government bonds in Europe in order to finance the Union's efforts. Through the investment syndicate records, letter books and other memorabilia, the J. & W. Seligman & Company Archives provide a rare opportunity to study American enterprise at work. The Bass Collection and the University of Oklahoma are indeed fortunate to be the recipients of these valuable records.

Presentation Ceremonies

Welcome	Sul H. Lee, Dean University Libraries
Presentation of Seligman Archives	Fred E. Brown Chairman J. & W. Seligman & Company
Acceptance of Seligman Archives	Frank E. Horton President The University of Oklahoma
Remarks on the Seligman Archives	Daniel A. Wren Curator Bass Business History Collection
Closing Comments	Sul H. Lee, Dean University Libraries



Time for Greatness

An exhibit of materials from the Seligman Archives will be on display in the Bass Business History Collection. A reception will follow the presentation ceremonies in the Conoco Auditorium.

J. & W. Seligman

& Company Archives

presented to

The University of Oklahoma

Libraries

Bass Business History Collection

on October 23, 1987



J. Seligman

**Remarks from Fred E. Brown,
Chairman of the Board
of J. & W. Seligman & Company**



History, with rare exception, is not made consciously. Ordinary men and women do their work each day as well as they know how. When work papers, letters and files of a business have served their purposes, they generally are discarded. Occasionally, some, though not all, for one reason or another are placed in boxes and stored, then forgotten.

This happened at J. & W. Seligman & Company, a firm founded in New York City in 1864 and now one of the oldest members of the New York Stock Exchange. It is fortunate to have, though not a complete, a very representative "sampling" of its growth and metamorphosis from an international banking and investment firm to its present form as a corporation specializing in investment management, advisory and trust company services. The material that ordinarily would have been discarded has fortunately survived the passage of time—the crises and panics along with depressions and wars intermixed with periods of peace and prosperity.

The Seligman Archives provide more than an outline of the economic development of the United States during the last half of the 19th and the 20th centuries. By means of private and business letter books, documents, account and profit and

loss statements, stock certificates, unpublished manuscript material—more than 50,000 pages—along with photographs and oral interviews, the archives offer the scholar and those interested in research an opportunity to examine an individual company and certain of those persons who ran it. They provide views on business, public, private and political matters.

The archives tell the role the firm played in raising funds for the Union during the Civil War and how it helped rebuild the South after that conflict. They provide insight into government fiscal policy. They present little-known material on financing the westward path of railroads, construction of the Panama Canal, launching urban transit systems, development of public utilities, large-scale mining and land ventures, and the development of the automobile industry, particularly General Motors.

The archives offer insight on economic crises and bank failures, on the Boer, Spanish-American and Russo-Japanese wars; they present an analysis of World War I and its effects on the firm's commitments in various countries. They record comments on legal matters and the Federal Reserve System, along with the economic development of emerging nations by American banks. They often are personal in scope and contain items on Seligman family and other senior partners' affairs and relationships, including a friendship with President Grant and compassion for Mrs. Abraham Lincoln.

The Seligman Archives contain much other material and show the versatility of a single firm, which is not likely to recur in the complexity of modern business.

The board of directors of J. & W. Seligman & Company believes the archives will be of interest to serious scholars and researchers of business and history. In order to make them more accessible to the public as well as provide for their preservation, they have been donated to the Harry W. Bass Collection in Business History at the University of Oklahoma.