



A Complete Family & Company History

**Mike Jackson: October 2010**

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## **Henry Bath & Son Ltd. 1794**

Henry Bath was born into a small Cornish family in January 1776. He was one of four children to his parents, Henry Bath and Ruth Cragoe. He was the only son of the family, sharing his childhood with his sisters, Ann, Catherine and Jane.

It has long been assumed that Henry Bath founded his commercial copper smelting and ore trading business in 1794, with the establishment of a metals yard in Falmouth.

This assertion however, in the understanding of interested historians, has never relied on more than assumption, with most available evidence leading to the conclusion that it is unlikely. Not in this investigation or that of others over the years has the exact origin of this assumption been discovered.

Henry Bath, born 1776 is correctly credited with the foundation of what was to become a thriving copper business. In 1794 however, he was only seventeen years of age.

The often lucrative and popular nature of the copper smelting industry would encourage widespread efforts to master the trade. However, solid professional relations, namely with proven merchants, were integral to accomplishment. Even more crucial was the control of substantial capital for investment into the non-ferrous smelting of copper. A small yard alone would cost a considerable sum of money, and almost triple this initial investment would be needed to sustain the productivity of the establishment. The ore would need to be purchased, smelted and dispatched. This process was costly, and a return on such investment was never guaranteed. It would often take up to three months to be paid, if at all, allowing time for the shipping of produce and the physical payment after the return voyage. It would no doubt call for an enormous financial commitment. Furthermore, the smelting procedure of copper specifically, was a much more complicated process, and a much more expensive one, than that of other metals.

At this young stage in his life Henry lacked the credentials so crucial to success. Henry would surely not have been capable of such intricate business management at the age of seventeen, lesser still trusted with the responsibility.

For a long time, it seemed sensible to conclude that it was simply not possible for Henry to have established a company of any description at this time. That is, until now.

However, several recently discovered documents in Swansea have encouraged fresh debate on this episode. It is now believed that the previously refuted assertion, regarding the foundation of the company in 1794, is in fact true.

Amongst the discoveries was a large placard celebrating the centenary of Henry Bath & Son, the achievement of reaching the milestone of one hundred years in business. It was commissioned by the Bath family and business partners in 1897. In the centre of the placard shows a business article which is said to be the oldest recorded document related to Henry Bath & Son. It is an account balance listing money owed to them for the years between 1794 and 1797.

The placard is pictured below.



### Henry Bath, founder of the company



The account clearly indicates that the monies owed is for work rendered and not commissions. Unfortunately, the **surname of the debtor appears to have been** deliberately effaced otherwise much more could be understood, however this is the sole source for the claims that Henry bath & Son was founded in 1794, and it seems fairly conclusive.

Yet these documents do not mention anything to do with Henry or his family being involved in metals.

Henry and his family were Quakers. He, like his father before him, became a member of the Society of Friends. The Friends were a respected, non-conformist movement, which still exists today. This was the very first movement to publicly oppose the slave trade. The Quakers enjoyed a period where their influence was widespread. They began to be listened to on social matters, particularly regarding

their condemnation of the slave trade. Mr Bath and his family obviously recognised parallels between the ideologies the movement promoted and their own philanthropic intent.

As such, Henry was listed in the Quaker Registers of the eighteenth and nineteenth Century, but not as a metal merchant and not as a copper baron, as he would later be recognised. In both 1797 and 1801 registers, Henry was listed as being a ‘joiner’; a carpenter and house builder by today’s definitions. In a letter to a relative Henry is described as a “Wise master builder.” This does not coincide with his suggested profession of being a merchant. In 1803 he was listed as an ‘accountant’, and it was not until 1816 that he was registered as a ‘merchant’. His oldest son, born August 1797 and also called Henry was recruited into the business in 1818. Henry junior was also registered as a ‘joiner’ before accompanying his father in Swansea.

Quakerism attracted liberal thinkers and many industrialists and entrepreneurs, such as Henry, would join.

Yet discoveries made only in recent weeks reveal a greater motivation for associating himself with this movement; business.

A successful business network was borne out of this movement and the profile of clients that registered. It provided opportunities and contacts as well as carrying a reputation for reliability. They were respected and renowned for their hard work. Henry was no exception to this rule. Mr Bath, well educated and reputable, would develop solid professional relations with clientele of this calibre, and would later be employed, in a range of duties, by prominent members of the ‘Friends Society.’

Given that Henry was a ‘joiner’, there is only one conclusion that can be drawn from the document on the 1897 placard. It is now the belief that it was an account for carpentry work, for a firm set up and managed by Henry’s father, also called Henry.

This does not disprove Henry’s involvement in the metals trade of the late eighteenth century; neither does it attempt to undermine the importance of the early career of Henry Bath.

Less than thirty years after leaving home to pursue a career, this young man would arrive in Swansea readily respected as a copper merchant and reputable man of business. The following process explains how this was possible. His career, and indeed the company he founded, came to exist because of the efforts he made in the late eighteenth century.

For the first time we are in a position to understand the transition Henry made from ‘joiner’ to ‘metal merchant.’ The answer appears to have a lot to do with the Fox family.

The Fox family were descendants of the people who founded the entire Quaker movement. Their principle business was international shipping, but they developed keen interests in many trades, especially the copper trade. The Fox family controlled the Portreath harbour port, and it seems likely they were the chief financiers of its development. It was the Fox family, amongst others, who built and operated the famous Portreath Tramway. In 1800 they also had a ‘Counting House’, a bank, near

the harbour. They needed smart young men to act as their ‘accountants’ and handle their financial affairs.

In 1798, as discussed, Henry applies to become a member of the ‘Society of Friends’, the meetings in Falmouth being run by the principle members of the prominent Fox family.

Perhaps it is significant to mention here in brief that shortly after Henry’s relocation to Portreath in 1800; he is listed as an ‘accountant’.

The conclusions drawn here is that Henry, a young and well educated man, presumably managing the accounts for his father’s business, is working as a joiner. As a house builder, carpenter and a property developer, Henry’s clients are likely to have included the gentry and the wealthy local tradesmen and merchants of the Falmouth area.

He soon develops much greater aspirations. He joined the Quaker movement to align his beliefs with a greater cause of good, but to also, and more significantly, to associate himself with the giant business dynasty of the Fox family and other industrialists.

His own business ability, and growing ties with leading industrialists through Quakerism, put Henry in a very good position. He earned the trust and respect from his peers, which would serve him well as he ventured out of Falmouth into Portreath and later Swansea.

His hard work was duly rewarded with considerable profits and the trust of his clients. Henry and his clients had money to invest, and shipping would provide a very popular investment option. Most of the investments were made in the coastal traders involved in the Cornish copper trade. It was at this point Henry’s business ability was recognised. He was trusted with the accounts of many of his wealthy clients. As his investments grew, so did his return. Managing these investments would soon prove a more profitable endeavour than house developing. Accordingly, he moved his family to Portreath in 1800.

It is at this point that the Fox family engage Henry to run, or participate in the running, of their affairs in Portreath, working in their ‘counting house’ as an accountant. In this position he became acquainted with all aspects of the Swansea and Cornwall copper trade, including the ticketing process, a method of metal sale will be discussed later in the report.

He appears in the Quaker Register as an ‘accountant’ by 1803, in accordance with his new responsibilities for the Fox family in their bank.

Portreath was a major shipping port for the Cornwall to Swansea coal and copper ore trade. In this period Henry developed an interest in shipping investment. His investments were in the coastal ships, responsible for the transportation of copper ores from the mining areas of inland Portreath, to Swansea. The return shipping of coal would feed the mine’s engines, to sustain productivity of the trade. These shipping interests, however, between 1811 and 1813, appear to be a side-line project.

He greatly develops these interests later in his career, but was, at this point focusing on his accounting duties.

It appears that Henry recognised the position of non-Cornish mine owners and using his knowledge, growing reputation, experience and contacts; offered them his services as a ‘mine agent’, something he has accustomed himself to back in Falmouth . By 1815 he was most probably organising the Swansea ‘ticketing’ for non-Cornish mines.

Mr Bath realised that he had more to gain by pursuing these business ventures for himself. He cut out the middleman and set about establishing a wharf and storage yard of his own. He arrived in Swansea 1816 to do just that.

Henry’s own reputation was already well established on arrival to Swansea. He set about constructing ‘Bath’s Copper Ore Yard’ on Bath Lane, in 1816. The name of the road was respectfully dedicated to Henry himself, owing to his reputation and growing credibility. As the copper and metals market grew so did his business. It was soon realised that there was too much work for one man to do on his own and he called on his oldest son Henry to join him in the business.

The son of Henry Bath, also called Henry, was born in 1797, and arrived in Swansea in his early twenties. Henry junior arrived from Birmingham, where he had practised professionally as a carpenter. It is believed Henry senior had always envisaged his son joining him in the family firm, but wanted him to learn a useful trade before doing so.

Henry moved from Portreath to Swansea in 1816, and quickly established himself with some of Swansea’s leading industrial elite. In 1818, Henry became an agent to none other than Sir John Morris, a highly respected coal magnate and 1st Baronet of Clasemont. The Morris’s were one of Swansea’s leading industrial families, and had been for almost a century. The Morris’s predicated Henry’s arrival in Swansea by almost one hundred years, playing a significant role in the advancement of the 18<sup>th</sup> century copper trade, both in the technological understanding of the smelting process and in the ability to satisfy the increasing demand for metals. They were pioneers and entrepreneurs. John Morris, friend and associate to Henry Bath, was instrumental in the industrial development of Swansea through his participation in the building of canals and tramways.

During the course of the eighteenth century the Swansea region of South Wales became the internationally preeminent centre of copper smelting. By the time Henry moved to South Wales in 1816, Swansea was already well developed as an industrial centre, with ever improving transportation infrastructure, excellent harbours, canals and a growing tramway system, as well as being home to ideal coalfields for fuel.

The industrial revolution had itself transformed the country’s economy from that of a self sufficient, and for the most part agricultural entity, into a major importer of raw materials for conversion into finished product for export and national UK demand. It became known as the ‘workshop of the world.’

The growth of non-ferrous smelting in the south Wales region was largely owing to three reasons. Primarily, the major source of copper ore in Britain was Cornwall and

as nearly three times as much coal as ore was needed for smelting, it was more cost effective to smelt the ore on the nearest suitable coal field rather than in Cornwall itself.

Secondly, because of poor land transport systems, smelting had to take place in a coastal coalfield. In south Wales, the nearest coalfield to Cornwall, this happens to be that of Swansea.

Thirdly it was necessary to have suitable coals, able to generate the highest heat, with as little smoke as possible. This too occurred in South Wales. Accordingly, Neath, where Henry Bath was agent for John Morris, and Swansea, where he established his own yard, developed as the centre of copper and non-ferrous smelting.

This growth in the region had led to the existence of an urban population skilled in the manufacture process of metals. These early industrialists would act as the catalyst for the wider industrial development of the area.

By 1750 Swansea was producing enough copper to satisfy the demands of half the UK copper demand. The Morris family played a large role in catering to this demand. At the turn of the nineteenth century, when Henry was relocating to Swansea, the town was smelting ninety percent of the *world's* copper.

In 1818, towards the end of Sir John Morris's life, Henry Bath as well as a few select others, shared almost complete control over the operation of these works, and was accordingly trusted with a proud heritage and historic firm. Henry was an astute man of business; he understood the importance of partnerships like these.

From such humble beginnings he was soon mine sole Swansea agent for the Berehaven mine, the most expansive mine in Ireland. The owner was 'Copper' John Puxley, another of the leading names in a rapidly expanding copper market. Mr Puxley was unhappy with his own agent and on the death of this agent, was quick to appoint Henry as head of the works, which had been his intention for some time. Henry Bath, unlike his predecessor, was dynamic and well connected. Henry was already managing the copper and the assets of many companies. Mr Puxley invited Henry to become the sole mine director; the only Swansea agent for the company.

Such was Henry's great influence over the Swansea metals trade, that he would later write a letter to a Lord Audley's agents, stating that;

"All the ores from England, Ireland, Scotland and Wales, which are brought to Swansea for sale, are under my care."

In light of new discoveries, it appears that greater significance can be attributed to this statement than previously believed. The importance of Henry Bath has never been doubted, but this rather bold claim has been partly interpreted as exaggeration and self promotion. Yet now it seems that it was a valid claim after all. This is all due to a rather clever and entirely unique niche in the market that, on first appearance, Henry alone was able to exploit.

It is now the opinion of interested historians that Henry Bath could have been one of the most significant ore merchants in Swansea for an extended period of time. It is believed that Henry Bath began in the ore trade by representing Irish mines, as mine agent. Ireland, after Cornwall and Devon, was the most important source of copper ore. As Irish output grew the opportunity arose for Henry to offer this ore to smelters, and receiving a considerable commission for doing so. It is believed that Henry Bath is the pioneer of this niche activity.

In stating he was representing the UK's copper supply, he was not including Cornwall in this claim. Cornwall had their own ticketing and sale process when it came to the trade of copper and ore, which did not include smelters from outside Cornwall. This was a great disadvantage, as smelters would have to trade ore and copper individually, instead of the auction type method known as ticketing. It is believed that Henry would represent and act as agent for *all* of the non-Cornish mines, opening up an enormous market. Henry would arrange sales and ticketing meetings where the copper and ore was sold. This activity began in Swansea in 1815 and continued until the 1880's in Liverpool. In short Henry Bath created fierce competition for the otherwise dominant Cornish trade. He offered a service to the mine owners and provided a source of copper to the refiners that was not controlled by the overwhelming Cornish mining industry. Furthermore, this was achieved long before he gained the Bereshaven contract; where he represented the richest mine in Ireland in 1822. The refiners of the metal were happy as they received competitive prices for their goods and the non-Cornish miners had a backdoor to the refiners. It seems Henry was, at least at first, the only merchant to exploit this quite incredible niche.

Henry was well established and from the outset of these importations played a prominent role in their marketing. Having gained significant ore-trading experience in this market, Henry Bath was rewarded with the trust of many clients, which could be the reason he didn't find it difficult to associate himself in a professional capacity with some of Swansea's industrial elite.

Henry's son; Henry Jr. appears to have taken this idea to greater levels when he became acquainted with Charles Joseph Lambert; a major component of the family and company history of Henry Bath, who will be discussed later in the report. Henry Jr. gained commissions on the non-Cornish ores but also derived a profit from the ships carrying ores and coals from the non-Cornish mines. It is for this reason that the Baths developed further, and are famous for, a fleet of barques of their own; vessels more capable of carrying larger cargoes to and from Chile. His son and grandchildren continued this to a great extent, and they were very successful.

The Cornish copper industry failed in the 1860's due to the depletion of ore, as well as other factors, but the Bath's would continue to prosper because their ore didn't come from Cornwall.

Of course, further investigation into this particular episode is necessary. More study would reveal more clues about the origin of the company and the significance of his pioneering activity.

The Bath family have a long history in metals, predating the supposed metals yard in Falmouth by hundreds of years. Henry was no different than his ancestors before him,

in taking an interest in the trade of metals. In the Cornish parish of Stithians, his antecedents had keen interests in the tin and copper trade, in the positions of miners, investors and middlemen. Yet it was Henry who made the most notable business advances. He acted alone in developing these minor investments and interests into the beginning of something of much greater significance. His distinction was defined by hard work and intelligent business skill. Soon he would be agent, owner and manager of his own firm and that of his associates, arguably a greater achievement than ever achieved before in the family. With that said, the company at this stage was nothing compared to what the son and grandchildren turned it into.

Henry Bath, like his associates, was an entrepreneur and a pioneer. He actively sought to associate himself with those who had succeeded before him, in order to secure his own success and the longevity of his own company. Yet he was himself responsible for some of the greatest advancements in trade activity, which must be duly recognised.

In the first half of the nineteenth century no fewer than twenty firms entered the industry in the pursuit of success in the metals markets of South Wales. For the most part these small ventures proved highly unsuccessful endeavours. Only a few firms would survive longer than a decade, plagued by unpredictable trade depressions, economic and political complaints and the large investments needed. The trade was attractive for the prospect of high profits, but it would take a man of a particular cast to succeed.

Henry Bath earned his success. In the true sense of entrepreneurship, he built his business from the ground up, undertaking every aspect of the tasks personally, and doing the hard work himself. His success is no coincidence.

It is important to understand the series of events which would define the young career of Henry Bath. His status was confirmed when successfully representing the reputable merchants of South Wales. His success was built on careful business management and the opportunities he was presented with and more importantly earned. What Henry Bath achieved in the infancy of his career, can be thought of as the foundation of what would soon be a globally renowned company, and continued by the family of merchants for generations to come.

This was an era of profound social change. Industrial progress, and the rapid development of the copper trade, was in all cases driven by individual entrepreneurs. Men like Henry Bath and his sons.

## **Tragedy**

In November 1823 tragedy struck. It was Henry who would suffer the consequences of the first of many tragedies to plague the Bath family. Henry's sister-in-law and her young daughter Susan were guests on a newly commissioned vessel, The Providence, travelling from Cornwall, when the barque and all its crew were lost to large gales. The lives of his niece and sister-in-law were lost and the bodies never recovered.

Henry was no stranger to the risks and hazards of sailing. He witnessed first-hand the merciless power of the elements, as was documented in the local Cambrian newspaper and the London Times.

Mr G Reynolds of Portreath is wholly responsible for one of the most significant moments in the history of Henry Bath.

Mr Reynolds had no position in the management of the commercial business, nor did he have any personal association with the Bath family or Henry himself. It is however no exaggeration to say that Henry Bath & Son exists today due to the brave, selfless and heroic actions of this stranger.

On one evening in November 1810, Mr Bath, accompanied by three associates, strolled the length of a Portreath pier. They had come to observe two vessels, as they attempted to depart from the port amidst a heavy storm. As was usual, an accompanying boat was guiding them out to a certain distance. Complications soon arose from the storm and the sudden tide swell. The rising sea and strong winds made it difficult for the vessel to negotiate its safe return to the dock. On witnessing the events, Mr Bath and his associates made their way further to towards the head of the pier, to get a better view. The small group of men had not stood there long before a large wave rose behind them. A strong gust and a heavy wave forced them all into the water. Their strength could not match that of the wind as they battled to stay afloat. Mr Reynolds witnessed the incident and acted quickly to avert tragedy. He tied a rope around his waist to ensure his own safe return, before diving into the water. His efforts for the most part were futile. Mr Bath's associates, lost to the storm, all drowned, leaving large families to mourn their deaths. Mr Reynolds reached Mr Bath just as he was sinking and hauled him to the safety of the shore. He had succeeded in saving only one life. Only Henry Bath was rescued.

### **Early 19<sup>th</sup> Century Swansea.**

Henry Bath of Rosehill established Bath's Copper Ore Yard, in 1816. The lease to his property was for sixty years, with an annual rent of £41. His yard consisted of wharfs, warehouses and smelting facilities. Henry Bath began to store metals on his own yard, and from here continued his investment and interest in shipping. His yard is also where the refiners could collect their shipments. Henry can be credited with particularly diverse business management, especially in regard to the niche activity of representing non-Cornish mines.

Swansea was successful in developing itself as a leading provider for medical care to the poor. The pace of this development meant that it was the first town in Wales to establish an infirmary. The reasons for this were numerous. The demand was partly created by the increase in a labouring population in the first two decades of the nineteenth century. Also, significant and perhaps more relevant, was the emergence of a committed core of people who were willing to play an active part in developing these medical services in the town. Quite apart from the medical board and the doctors themselves, there was a great philanthropic spirit among the commercial classes in the town in this period. A greater awareness of the needs of the poor was

evident among this new breed of Quaker industrial employer. It was not uncommon to find a large number of leading coal and copper works managers listed among the members for the infirmary's early committees. For these local industrialists, like Henry Bath, there was an obvious incentive to support a venture that was likely to result in a healthier and more productive workforce. In 1818 Henry Bath was amongst the early committee members to this infirmary.

The support of members of commercial and industrial elite, often inspired by the Quaker sentiment, was one important factor in the success of these early nineteenth century medical initiatives.

A combination of corporation good will and private initiative resulted in improvements on many different fronts. That which can be said of the infirmary was an attitude applied to schools, theatres and churches as well as other benevolent establishments.

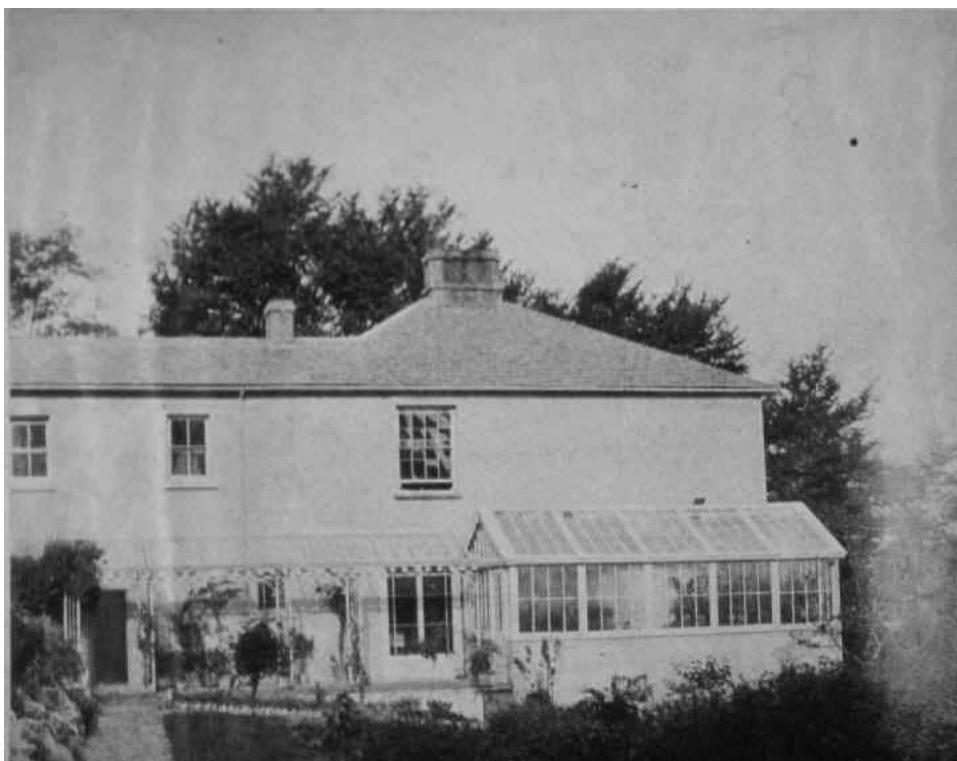
Whilst Henry's business endeavours can be considered significant, his contribution and dedication to such benevolent deeds is also considerable.

Henry Bath participated in Swansea's development into a pre-eminent 19<sup>th</sup> century copper boom town, but the greatest developments into the firm's success and prominence were to come with his son and grandchildren. Henry Bath however, was the man who made this business venture possible for generations of his family to come. Furthermore, his children and grandchildren inherited his attitude toward good causes and charity.

Henry Bath has been described as one of the most enlightened employers of the day. It is perhaps safe to assume the comment applies to at least the first few generations of Bath management.

Henry married Elizabeth Paddy in November 1796. After settling in Swansea he built Rosehill House, for him and his family to live in. The large home was built three miles from his wharf in Swansea. Henry described his home as a 'pleasant situation.' "We have a good house and garden", he continues, "with 18 acres of land."

Rosehill House is the reason Henry Bath, founder of the company, is remembered by the title; 'Henry of Rosehill'. Rosehill House existed until very recently as part of St Anne's Hotel in Mumbles. Recent development work means that very little is left. Less than a year ago, part of the house that was built on the hard-earned Bath profits could still be seen.



**Last remaining section of Rosehill House**

### **Ticketing**

Before the days of the London Metal Exchange, the sale of copper was conducted using a practise known as ‘ticketing’, mentioned briefly previously in this report. Ticketing had begun in Cornwall in the early 18<sup>th</sup> century and by 1815 had become a regular feature of town life throughout Swansea. Such events were often followed by a magnificent dinner evening, where representatives from the mining and smelting companies would attend. Henry Bath would often visit these meetings to negotiate the sale of copper, either as the face of his own company, or the representative of another.

Notice was given as to what parcels of ores were for sale at any given ‘ticketing.’ An agent to the smelting companies, such as Henry Bath, would attend the mine in advance to sample the different metals. The ore was divided into parcels, and each buyer was required to place his bid in the form of a ‘ticket’ on each parcel. The metal was sold for whatever sum was agreed; reserve prices were not allowed. The bids were opened, with the president of the procedure reading out the offers as they came in. The winning bids and prices were published in the newspapers across the country.

This process would set the national price of copper and would later set the global rate for metals.

It was far from the frantic, inaudible and seemingly chaotic display that we see today in the London Metal Exchange. One reporter who attended a ‘Ticketing’ was surprised to observe how orderly and organised it was, even noting that it was absent

of the any excitement that would normally be associated with such large scale buying and selling. The clerks would sit quietly at long tables with bottles of ink, pens and blotting paper, writing out tickets, which would then be folded and handed to the chairman.

Henry Bath himself held regular ticketing meetings on his own yard. We now know that this was for the purpose of representing the lucrative and unique market of non- Cornish mines. He was responsible for all aspects of the trade, including the sampling of the ore upon arrival, weighing and measuring it, settling the fee with the suppliers and finally arranging its sale.

The ticketing process was the core business to the firm.

### **Henry Bath and RJ Nevill**

In 1826 the copper dividend was low, following a decline in ore production. Bath, now an accomplished copper merchant, described this as a ‘awful crisis in the commercial world’. The copper standard had fallen alarmingly. This could well be the reason behind forming a professional partnership with RJ Nevill, one of the most innovative copper barons in Swansea.

RJ Nevill was responsible for the construction of a railway and tramway from Portreath to rich copper fields nearby. He did the same thing in Swansea, whereby they were effectively able to transport coal from Wales and return with copper ores. It is assumed that this method of transportation was a lesson learned on a greater scale, when Bath, as well as others, decided to transport coal to Chile and return with high- grade ores.

In 1825 Henry Bath acquired the Landore Copper Works in partnership with R. J. Nevill, who would later open the important London residential market to Welsh coal.

As previously mentioned, substantial capital was needed to enter the non-ferrous smelting industry. More substantial reserves would be needed to survive the periodic trade depressions. By all accounts this is what was happening in the mid-twenties. It appears to be a good example of Bath’s business management that Henry should associate himself with the Nevill’s as this time. Mergers and acquisitions were very much the order of the day.

The 1830s was an especially difficult decade in the copper trade. RJ Nevill, while in partnership with Henry Bath, struck an accord with the leading merchants of the area to keep the cost of copper low. This was a great achievement as copper smelters were usually far from co-operative with each other. This was a significant partnership for Henry Bath. The firm survived this trade depression, and it can be assumed that this joint venture would be more stable than an individual effort.

The ‘Landore Smelting’ operation remained in their hands until 1837, when it was sold to another company, and Henry Bath and RJ Nevill went their separate ways. It is about this point Henry made his bold claim in writing a letter to Lord Audley, stating that “All the ores from England, Ireland, Scotland and Wales which are brought to Swansea for sale are under my care.”

Henry Bath got out of the partnership at the right time. The partnership was dissolved when the Nevills fell into financial insecurity. With the collapse of an important 'Loan-Bank' and the financial carelessness of another of his Partners, Nevill was forced to sell off many of his assets. This episode indicates how important finance was for companies, as well as the necessity for the careful selection of business partners.

The 1840s saw a great improvement in the price of copper, which had languished since the 1830s

### **Henry of Longlands.**

Henry of Longlands followed his father into the family firm in 1818 as the company was expanding and began to succeed. He arrived in Swansea to his fathers 'Ore Yard' from Birmingham, when his father's work became too much for one man alone. On his father's death, in the summer of 1844, Henry would continue in business the company his father set up, under the name; Henry Bath & Son.

Henry Bath junior is referred to throughout as Henry of Longlands. He is the son of the company's founder, Henry of Rosehill. This title, like that of his father, refers to where he resided. In 1854, his large family home, known as 'Longlands House' was completed, and Henry assumed this title. Incidentally, the site on which his home was built is now the site for Swansea's YMCA. For the majority of his life and career he was not known by this title, but it seems sensible to refer to him as such throughout, given that there are so many 'Henry's.' It can, on occasion, be confusing.



**Longlands House, built By Henry Bath Jr. in 1854**

Like many Victorian homes to merchant class families, Longlands House would also have been home to the family's servants. The home would have been staffed with a housekeeper and maids. The horses and coaches would be attended to by a coachman or stable hands.

Depending on the wants and needs of the family, there was perhaps a butler, a cook, a governess for the children, a scullery maid, a footman and more.

Life for a domestic servant was difficult. They would be fed and housed but otherwise received little reward for their hard efforts. They were expected to cater for the needs of the family twenty-four hours a day. They worked long shifts and holidays were rare. It was likely that they would not see their families for many months, sometimes even years at a time.

This however was easy going compared to the working conditions of the refinery employees.

### **Working Conditions**

Working conditions in the mines were horrific. The 'copper men' as they were known, required great physical strength and endurance. They were constantly exposed to immense heat from the furnaces and suffered temperatures that are estimated to have reached three hundred degrees. Their situation was not helped by the fact that the front of their bodies which faced the furnace were subjected to great heat, while their backs were many degrees cooler. This meant that they sweated profusely. The workers found it necessary to consume large quantities of water. It was estimated that an average worker could sweat up to six hundred gallons of sweat in one year and would drink up to one thousand gallons of water to replace it.

The atmosphere in which they worked was heavily polluted. They would find that the only way they could alleviate themselves from these dangers was to cover their faces with a damp cloth. When conditions became unbearable, they would have to rush to the door to gulp at fresh air. Sulphur fumes would affect their lungs and frequently they would spit blood.

All the work was done manually. The ores were loaded on to flat trucks, which were pushed into the yards. Here, they were weighed into boxes. The men carried the weights on their shoulders, and emptied them into the furnaces by hand.

The work would continue twenty-four hours a day and with the invention of the gas light, night work was expected to be as productive as in the day. It is for these reasons a copper worker could expect to earn more than miners of other metals, but it is easy to imagine that this improved pay was little compensation for such horrid working conditions.

It is important to recognise that the leading Swansea employers, like the Baths, were remembered as the most enlightened and progressive of their period. These working conditions are brutal by today's standards, but in the nineteenth century it was a common feature of Swansea life. The Bath's are also remembered for investing their profits back into the community and committing themselves to good deeds for less fortunate people than themselves.

Furthermore, in the 1850s many of these mines were seven hundred feet deep. This meant many of them were underwater and required permanent pumping. By the end of the 1860s many of the mines were at the end of their economic operation. It has been suggested that Chilean ore under British control, something very important to the successes of Henry Bath, was the main reason Swansea smelting and metal converting was saved from an early economic extinction. This emphasises the importance of the Lambert family, who are a significant component of this history. They will be discussed later in this report.

**Henry of Longlands continued...**



### **Henry Bath of Longlands House.**

There is no personally written material on Henry of Longlands, but he is the most highly regarded of the Bath family, meaning there is a lot of information on him to discuss.

Henry of Longlands enjoyed poetry and American novels. He is also believed to be a keen photographer, with one of his photos identified for this report.



**Photo by Henry Bath 19<sup>th</sup> century.**

He respected the work of a certain John Harris, a Cornish miner and poet. John Harris worked in the mines for twenty years and had taught himself at a young age to read and write. He began writing poetry as a child, inspired by nature. One of his poems would eventually be published in a magazine, where it caught the eye of Henry Bath. Harris was encouraged to produce a collection, which was published in 1853. His most famous work was in the 'Carn Brea' collection, in which his philanthropic attitude and opinions towards the emancipation of slavery in the 1830s struck a chord with Henry, who became the second largest subscriber to the collected works.

An extract of his poem, '**The Mine**' can be seen below.

*Hast ever seen a mine? Hast ever been Down in  
its fabled grottoes, wall' with gems, And  
canopied with torrid mineral-belts, That blaze  
within the fiery orifice?  
Hast ever, by the glimmer of a lamp,  
Or the fast waning taper, going down, down Towards  
the Earth's dread centre, where wise men Have told us  
that the earthquake is conceived,  
And great Vesuvias hath his lava-house, Which  
burns and burns forever, shooting forth As from a  
fountain of eternal fire?  
Hast ever heard, within this prison-house, The  
startling hoof of fear? The eternal flow  
Of some dread meaning whispering to thy soul?*

#### **John Harris**

Henry's favourite book was 'The Last of the Mohicans' by James Fennimore Cooper. When he later extended his family's interests in shipping, he would name many of the barques in his fleet after characters from the novel.

Henry married twice in his life. His first marriage was to Susan Madge; from a family of prominent ship owners and sailors, with whom he had twelve Children. The Madge family originated from Devon, where many of the Bath ships were later built. It is very probable that his two marriages, and those of his sons after him, were arranged. This would not have been for the benefit of the family, rather for the good of the company. In the period that we now refer to as the 'Industrial Age', with an enormous economic expansion through trade, the common attitude was that a business survived and prospered based on a close network of contacts, often united by marriage. Men such as those in the Bath family were encouraged to marry 'where it would do most good'.

After the death of Susan, he married again. His second wife was Marian Osler, with whom he had another son. In all he was father to four boys and nine girls.

Henry's first wife Susan died in 1861. Henry married again at the age of sixty-four, to Marian Osler, who was many years younger. Marian was twenty-one. She was a physician and an author. When Marian and Henry married in 1862, Mr Bath was a prominent social and business leader. He required a wife to manage his public agenda and his large family home. Henry, in his old age, needed a wife and Marian, a young professional, needed a stable influence and husband. These marriages were to the benefit of the commercial company through the development of the relationship between the wealthy and respected families involved. There is however no possibility that Marian married Henry for his money. It was a mutually beneficial marriage, and with the birth of a son two years later, comes proof that it was not just for business advantages alone. Marian in her own right was an intelligent, courageous, and very capable woman. It seems Henry picked his wives well.

As mentioned, Henry and his father were Quakers, and members of the 'Society Of Friends'. It was forbidden for Quaker's to marry outside of their faith and doing so would risk expulsion from the religion. Despite Henry's adherence to the Quaker religion, both his wives were not Quakers. In fact the Osler's, the family from which his second wife Marian was from, were strong Anglicans. He married outside of his religion to Susan Madge, too; both marriages solid grounds for expulsion from his faith.

Henry was expelled from the Quaker society shortly after his first marriage. He was later reinstated, only to resign in time for his second marriage. Despite these religious implications to a very religious family, his marriage was approved by Henry's father and his family, on grounds that it would benefit the company. Henry of Rosehill had died by the time of Henrys second marriage, but would no doubt have approved of the sentiment.

The company's founder and his son, Henry and Henry, were directed by the tenants of their religion. They were unostentatious, devout, very liberal gentlemen, yet they did not allow the elders of their church to dictate to them on personal or business matters.

### **Philanthropy**

Much can be said about the Bath's commitment to charitable causes and their consideration for those less fortunate than themselves. The greatest advocate of charitable causes was Henry of Longlands, yet responsibility and care for the deprived and disabled was a sentiment supported across the family. He would work tirelessly to represent those who, without equal societal status and financing, could not speak up for themselves. Henry was very active in the community and a generous benefactor to many causes. Henry, like his family, was a philanthropist.

A small insight into this sentiment is captured in a newspaper article from 1855, titled; 'A Treat To The Deaf And Dumb'

*'All the inmates of the Cambrian Institution of the Deaf and Dumb enjoyed a rich treat on Monday evening last, at the house of Henry Bath, Esq., so well known as the untiring friend of the afflicted, and liberal supporter of all the benevolent institutions within his reach. At half past five o'clock, the happy looking mutes were conducted by the principle, and his assistants, into the dining-room, which was brilliantly lit up, and where a bright fire, and several brighter faces, besides that of their benefactor, which ever beams which such unmistakable kindness, welcomed them to a well-supplied table. After tea the whole party retired to another room to have their eyes and imaginations feasted with an exhibition of Mr. Baths dissolving views, and a great variety of amusing and comic figures reflected by the magic lantern. How much the poor mutes enjoyed the scene, we could only tell by the happy countenances and silent signs of pleasure they exhibited when light was re-introduced into the apartment; after which all the young folks, both mute and talkative, were again regaled with cake and fruit, and soon after separated, all highly delighted.'*

His generosity would extend further than what he could do within the community. Henry would even invite the needy into his home.

In 1835, a philanthropist society, to which Henry was a leading and founding member, would establish the Swansea Philosophical and Literary Society. Three years later Queen Victoria herself granted a 'Royal Charter' to the establishment, which has since been known as the Royal Institute of South Wales. Today, and for the past one hundred and sixty years, the institute has played a central role in promoting and preserving Swansea's history. The founders' purpose was focused on:

'The cultivation and advancement of the various branches of natural history, as well as the local history of the town and neighbourhood, the extension and encouragement of literature and the fine arts, and the general diffusion of knowledge.'

The purpose was simply to research and collect information, and share it with others. The

Royal Institute, and its founding members, would later build and stock the Swansea Museum. This, in time, would form part of the West Glamorgan Archive Service, which has formed an integral part of this investigation.

This establishment also served a greater purpose. It is thought the founders, which included the mayor and councillors, could better represent the interests of the town in these formal surroundings, where regular and organised meetings could be arranged. In the lecture room of the building, regular council meetings would be scheduled. Mr Bath and the other founders would often sit in during these meetings and would, on occasion, represent a particular cause.

Mr Bath, described as 'a devoutly religious man', was one of the secretaries on the board of the 'Bible Society' which housed annual meetings in the hall. In 1844, he would read out the annual report for the meeting, which listed the requests by the townsmen for various improvements across the area.

In 1847, Henry is mentioned as being elected as the Chairman of the Swansea Paving and Lighting Commission. By 1851 he was a Trustee of Swansea Harbour. In the 1850's he was a generous contributor to the 'Oberlin Institute' which launched an appeal to raise awareness of slavery in the United States and to abolish it. Henry of Longlands joined other wealthy philanthropists in subscribing to the cause in what would be regarded as an 'Abolition Society.' Henry and his family supported the opinions voiced in the society, agreeing that slavery, and all forms of oppression as incompatible with the spirit and precepts of Christianity.

More can also be said about the Bath's attitude to the slave trade, albeit in a mostly indirect manner.

In 1800, Swansea alone was producing ninety percent of Britain's copper, the majority of which would fuel the slave trade. Copper bracelets and trinkets were popular with influential African leaders, who would, in an oversimplified example of the process, often accept gifts in exchange for slaves. It is true that Henry Bath did not arrive in Swansea until 1816, by which time the 'Slave Trade' itself had been outlawed and abolished for nine years. Yet 'Slavery' itself was not outlawed entirely until 1833, by which time the Baths had long been settled in the Swansea region. Quakers and philanthropists were, by nature, actively opposed to oppression of human kind in any form, especially through slavery. Both Henry of Rosehill and

his son were practising Quakers and as such would have grown up during the years that the slave trade was legal, but also the years it was growing less and less popular. It was the evangelical English Protestants, allied importantly with Quakers, which made up the committee for the 'abolition of the slave trade' a movement that had its beginnings in 1787. There is no proof of any Bath in this movement, but a principle Quaker concern would be for the well-being of human-kind. We can assume this was a sentiment that would have been agreed with by the Baths, given they practiced in the faith of Quakerism and had associated themselves with the powerful Fox family, already mentioned.

The philanthropist movement in Swansea, of which Henry Bath was a founding member, set up the Royal institute of South Wales, on the principles of these Quaker beliefs. The construction of this institute coincides with the abolition of Slavery and it is therefore assumed that this, at least to some extent, acted as an organised effort for the emancipation of the slave community.

It is true that Slavery had passed through Swansea before the Baths arrived, and that its eventual abolishment cannot of had much to do with the influence of the Baths. Yet there is evidence of their opinion towards this, made even more certain with Henry of Longlands contribution and subscription to abolitionist charities in the forties. Slavery was banned in 1833, but implementing the new law was difficult. The charity subscription shows it was still a concern for Henry of Longlands, even after the hard work against slavery was believed to have been complete.

In the late 1840s Henry of Longlands established the 'Swansea Iron Shipbuilding Company.' After marrying in to the Madge family, a prestigious shipping family, he would have had ample opportunity to extend these interests.

There is no doubt he was a very intelligent and capable man who succeeded in the various business endeavours he turned his hand to.

That Mr Bath found time for these responsibilities, particularly in the mid 1840's, gives an insight into his character. He had long prioritised the needs of others above those of himself. This is surprising when it is understood what Henry of Longlands had to deal with at the same time. 1844 marked the beginning of several hard and tragic years for Henry. He committed his time and effort to managing the commercial interests of a prosperous metals company, expanding his interests in shipping and diversifying into new metals. As well as this Henry would manage all his societal commitments and responsibilities. He also began to bring his sons in to the business in the mid-forties. Yet this was also a period where Henry would have to control what must have been immeasurable grief.

In 1844 Henry lost both his parents. His father, founder of the company, died in the June, and his mother died in the October. The same year on the ninth of April his seventeen-year-old daughter, Catherine would also die. In May of 1845, his only brother, Edward Paddy Bath, passed away. Elizabeth, another of Henry's daughters, would die the year after in 1845, again at the young age of seventeen. In July 1853, he lost another daughter, Mary, at only nineteen years of age. It didn't end there. A year after this he would have to bury yet another member of his family, when Margarita, his fourteen-year-old daughter, would also pass away.

It is impossible to comprehend the grief suffered by Henry, his wife, and the remainder of the family. It is hard to imagine how he coped.

In all it can be said that the Baths paid a terrible price for their wealth, not least when the possible reasons for the premature deaths of Henry's family are considered.

All stages of the smelting process gave rise to considerable aerial pollution, but the calcination of the ore was responsible for the greatest pollution. In Swansea the works were situated at the bottom of a valley, and the effects of heavy metal particles and acids in dense clouds of 'copper smoke' was considerable, destroying vegetation, killing crops and livestock, and undoubtedly having an impact on the health of the inhabitants of the Swansea region. The entire town was dependant on copper smelting for its prosperity and nobody sought to destroy its staple industry. Pollution, even severe pollution, was viewed as the price of progress.

A common by-product of the copper smelting industry was arsenic. It poisoned the area of Swansea with sulphur and arsenic emission. These deadly poisons turned an area of rich natural beauty and abundant farmland, into a wasteland. The poisons were in the air they breathed and the water they drank. Further to this, coal was used everywhere. It was used in the refiners in the industrial centres, as well as the homes of Swansea's inhabitants, for heating and cooking. The air was filled with a fine black powder, which could choke and kill. The death rates were enormous.

It is believed that the two daughters of Henry Bath, who would die at the age of seventeen, and maybe even other relatives, died as a result of the long-term exposure to the poisons their fathers' operations were producing.

That through all this tragedy his commitment to the company, his family, and the needs of others, did not unhinge entirely, is testament to his character and a good assessment of the kind of man Henry was.

In 1868 Henry died after suffering a heart attack when on holiday in Falmouth with his second wife Marian. Despite his resignation from his faith, his body was brought back to Swansea to be interred at the family vault at the Quaker Meeting House, the same place many of his relatives were buried.

### **Funeral of Henry of Longlands.**

Well established amongst the wealthy local merchants, and known to the poor and needy as a tireless campaigner of charity and such righteous causes, Henry was well known and respected by the people of Swansea. His death was met with shock and huge sadness across the region.

A few extracts from the funeral sermon and the Newspapers of the day, offer a great insight into his character, and the opinion of him across the region.

*'A large number of respectable townsmen followed the remains to the grave whilst almost every shopkeeper put up his shutters out of respect to the memory of one so universally and*

*deservedly beloved. The flags on the various public buildings, at the consulate offices, and also the shipping buildings, were half-mast high, and in every direction it was plainly discernible that the inhabitants of Swansea felt they had lost, not only an estimable townsman, but one of the best and most noble-hearted of men.'*

Henry of Longlands was admired across the class spectrum, from wealthy merchants to the people of the town. He even had an admirer in J.C. Manning, the poet, who wrote and dedicated a poem to Henry on his death, titled:

'Henry Bath (Died October The 14<sup>th</sup>, 1864) The opening extract is included here.

*For the charitable heart is as a flowing river: it moveth meekly and in silence, and scattereth abroad its blessings to beautify the world."*

The articles on Henry were numerous; he clearly had quite an impact.

*"Both in his private life and public character Mr Bath was deservedly respected, and as a merchant his name stood among the highest for the probity and honour which characterised his business transactions. He was a warm supporter of the benevolent and religious institutions, no matter what creed or sect, so long as the object was good and it would be no exaggeration to say that he was universally respected in Swansea and the neighbourhood."*

*I may add that every poor person in distress has lost a true friend.*

The dedications continue.

*"Did you ever see a list of subscriptions towards any good and benevolent object, without finding his name among the principle subscribers? Has a church or chapel been built, or repaired, or enlarged, or painted, or decorated without his aid? Has any school room been erected without his assistance? Has any poor person fallen into distress and difficulty without looking to him for help?*

It is questionable whether this was simply the style of the newspapers; exaggerating praise on the death of a prominent and well known businessman. Yet the kind words were numerous and varied.

*"Others are known to be rich by that which they spend; he was known to be so by that which he gave."*

*"One of Swansea's best men has been suddenly cut off and that his loss will be both deeply and universally deplored. Of him it may be justly said that he was the 'Noblest Work of God', a just and honest man."*

His death was said to have... *"Placed the town of Swansea in mourning, he conveyed despondency to many hearts and many homes. No recent event has caused such a burst of public sorrow or spread so wide the feeling that a philanthropist has left us."*

The most significant comment, in that it offers a broad opinion about several generations of the Bath family, is found below.

*"Whilst deplored the loss of this good and great man, we would not forget the consolation that as he practiced and magnified the virtues of his parent, we have reason to believe his virtues will be perpetuated by his sons, and hope that the mantle of the father will descend upon his several descendants."*

In one article Henry Bath was even compared to Cornelius the Centurian. Like Cornelius, it was said, that; *"Henry was an eminently devout man, unsparing in his liberality to the people and he left the impression of his excellent character upon his children."*

The next parts in the Bath family and company history are intricately intertwined and progressed in alignment with each other. Yet they are described here, for the purpose of clarity, in two different sections. The following two sections explain what Henry of Longlands did for the company before he died, and that is; **the introduction of his sons in to the family firm**, and the **introduction of the Lamberts**. Both these parts of the history must be explained separately, but as they are connected, there will be parts repeated in both. Furthermore, something mentioned without explanation in one section, is likely to be better understood in the next.

### **The Sons of Longlands.**

Since the 1840s, Henry of Longlands had been bringing his three sons, Edward, Charles and Henry James, by his first marriage, in to the firm.

It is with the sons of Henry of Longlands that the greatest changes to the company took place, both in their family and business affairs.

The three sons between them were responsible for the rapid increase in the fleet, the expansion into Liverpool and London, the foundation of the London Metal Exchange and the breakup of the Great Eastern in Liverpool. Henry James purchased the land on 'Altyferin', where the Bath's large family mansion and the Pontargothi Holy Trinity Chapel were built.

**Henry James Bath** was born 1821 and was the eldest son of Henry of Longlands. The three brothers were the grandchildren of the founding member of the company. He joined his father in business at the age of eighteen and became very wealthy in his fathers firm. He married Margaret, the fourth daughter of Charles Lambert. He was Justice of the Peace for Glamorgan and Carmarthenshire, and was later High Sheriff. Henry James purchased land in Carmarthenshire, where he built the Altyferin estate. He lived in this large family mansion from 1868, when the mansion was complete, until his death in 1875. He began to build Holy Trinity chapel on the grounds of the family estate, but died before it was complete. After suffering a stroke of paralysis, he died on the return of a voyage to Chile. His Niece also died on the same voyage home, and both were buried Llanegwad Church, a church that their family had

contributed to building. His widow continued the construction of the Pontargothi Chapel. He left no children to succeed him.

His name was widely known as a friend to the poor. His wife devoted her time to the poor and needy, and helping her relatives. The tower of Llanegwad Church, which still stands today, was built in their honour.

**Edward** was born in 1824, and married second daughter of Charles Lambert. He managed the Lambert's copper works in his father-in-law's absence, which will be explained in detail later. He was member of the town council of Swansea and Harbour Trustee in 1881. He was the Vice chairman of the 'Board of Guardians' and another JP for Glamorgan. He built many schools across the Swansea region for the children of working families. These were known as 'Ragged Schools.' He died in 1885, a sudden and shocking death, when he was speaking at a council meeting. Whilst addressing his audience, he collapsed and died instantly of a heart attack.

The management of the Bath firm since the death of Longlands was, and always had been, down to his brothers, Charles and Henry James. Instead, Edward focused his efforts on managing the Lambert works.

**Charles Bath** was the third son of Henry of Longlands, and by the time his father died in 1868, had been Mayor of Swansea for four years. He was born in 1832. Charles, as well as being Mayor in 1864, was Knight of Italian order, Consul for Italy and Vice-Consul for Brazil. This can only be in accordance with the firms increasing international enterprise.

Charles Bath had many responsibilities as Mayor of Swansea, but perhaps most importantly it gave him a platform from which to continue the good work started by his father. Perhaps the most interesting example of his professional capabilities and personal influence, as well as his overall character comes in the following example. Charles Bath appears in an 1866 review, titled the 'Royal Commission on Capital Punishment', where the collective opinions of the greater population are putting forward strong arguments for the abolishment of this form of punishment. Charles Bath not only lends his approval to this cause, he directly influences the fate of a man condemned to death.

In 1865 an Italian seaman named Francesco Giardinieri was found guilty of the murder of a fellow seaman. He was sentenced to death with no hope of mercy. Through the energetic efforts of Mr Charles Bath, an official pardon was granted. It appears that important facts were uncovered by Charles and his associate, who proved the prisoner's innocence and eventually the home office ordered that he be freed.

This was an example of a private and seeming fortuitous effort at justice. It was seen as striking proof of the dangers of sacrificing innocent lives by judicial mistakes. The argument was that no such sacrifice would be risked by a system of secondary punishment. It questioned not only the functionality of the judicial system but also the humanity of the punishment. Unfortunately, despite the anti-capital punishment movement gaining great public momentum, this example, like so many other similar cases, did little to alter the opinions of the administration.

Charles died in 1888, leaving no children. The company and estate was inherited by Edward Henry Bath, son of Edward, and nephew of Charles and Henry James, but much more needs to be discussed before that.

### The Lamberts

Most important to the Bath's business successes were its generations of clever management and the close professional relations made with other leading merchants. No partnership of any kind is more important to the history of this firm than that of the Lamberts. A Bath family or company history cannot be written without discussing the Lambert family.

The 1850s saw foreign sources begin to dominate the market of copper ore production, over that of Cornwall, which significantly affected the national trade. By 1880 the copper trade in Swansea was in decline owing to the economically beneficial option of taking business abroad. The most important long-term source of copper was Chile. Henry Bath had long been exporting and importing via Chile, but it was in partnership with the Lamberts that these interests were greatly extended.

The two families were intrinsically allied through business and marriage. There are no fewer than three marriages between the two families, which would have been encouraged to benefit the company.

Firstly, as partly discussed, Henry James Bath, son of Henry of Longlands, married Margaret Lambert in 1846. Edward Bath, again, son of Henry of Longlands, married Eugenie Lambert in 1848. In between these was the marriage of Charles Joseph Lambert, to Susan Bath, in 1847.

Members of both families would have opportunity to work at and manage each others businesses, often as a joint venture. The Lambert Copper Works, managed by Bath's and Lamberts' in Swansea and Chile, became one of the most important names in the copper and metals trade.

The Lambert family were descended from French aristocracy. Charles Lambert, born 1793 was a Franco-British entrepreneur, who made a fortune in copper and silver mining and smelting, in nineteenth century Chile. He was sent to Chile by a British firm that would soon collapse, allowing Lambert to develop his own independent business interests, with remarkable success. His introduction of new copper-smelting technology had a great impact on the Chilean mining industry, which enjoyed a long boom in the mid-nineteenth century. It was through establishing new means of extracting richness from the ore, from otherwise seemingly worthless mining by-products, that he was able to build a successful refining and export business.

During the eighteenth and nineteenth century, Cornwall was the leading producer of copper ore in the world, reaching a peak in about 1860. After this it began to drop. As supplies from Cornwall and the rest of the UK began to dry up, or become uneconomical, foreign imports took their place, most importantly, from Chile.

Henry Bath had already been bringing most of their ore from Chile, a practice greatly developed with the aid of the Lamberts, and the new opportunities this arrangement provided.

Charles Lambert, like Henry Bath, was a very hard worker. He travelled great distances to personally secure business deals and observe proceedings personally.

Henry Bath of Longlands had been introduced to Charles Joseph Lambert through business connections whilst he was on a visit to Swansea in 1840.

Later, Mr Lambert settled in Swansea with his family, having become acquainted with the Bath family, as a result of an introduction from Mr William Gibbs, of Chile.

There is a recent article which states that Gibbs & Co of Chile were, and still are, closely associated to Henry Bath & Son, but this is unverified.

Lambert's aim of moving to Swansea was to establish his own works, to smelt his own Chilean ores. It was Henry Bath who had been shipping Lambert's ores here for some time, and this is how the two firms became connected.

He developed the family business to its full potential. Its success became a huge source of irritation to Swansea's other copper smelting works.

It is worth mentioning here a point about the competition between rival firms.

The copper owners of respective mines required their workers to preserve the secrets of their own specific operations. It was instructed that no information relating to the specific practises be shared with anybody. They were closely guarded secrets.

There was pressure by employers put on their work force not to associate socially with employees of rival firms.

Employees of a particular firm tended to use the same chapel as each other, as well as public house.

Before arriving in Swansea, the Lambert family had acquired an excellent knowledge of mining, metallurgy and geology. Lambert made mining his first vocation and made his fortune in Chile. In Britain, the Lamberts transferred his entrepreneurial skills to copper smelting in South Wales. Here, Lambert built extensive works known as Port Tennant Copper works, which was later managed by his son Charles, and son in law Edward Bath. The two managers had houses built for their three hundred and fifty workers. The homes still stood until the 1960s.

Charles Lambert and Edward Henry Bath were responsible for this company's entire Swansea and Chile operations. With the Lambert and Bath brothers-in-law managing the Port Tennant Works, and Edwards brothers, Charles and Henry, managing Henry Bath's own endeavours such as shipping warehousing and smelting; their combined influence was huge.

Mr Lambert, associate of Henry of Longlands, was a very secretive man, and not much about him is known. He was described by his own son as being obsessively

reluctant to discuss details of his personal life, but one exception to this rule stands out.

Though an accomplished and successful businessman, Lambert was remembered by his family for his eccentricities as well. For example, his favourite dish was cabbage sprinkled with sulphur.

Charles Lambert died in 1876, at the Bath's Altyferin estate, leaving a one million pound fortune.

There is suggestion that Bath's business successes at this time had more to do with the three intermarriages and business connections to the Lambert family, than his own business ability. Yet it was Bath who knowingly encouraged these marriages, for the benefit of the firm. Here lays evidence of clever business management.

### **Shipping**

Henry of Rosehill, the company's founder, began investing in ships early in his career. It was an important aspect of the business. Those interests were greatly extended under the management of Henry of Longlands and even more so under his sons after him.

Initially the Bath ships were used in the UK coastal trade. Later when it was necessary to ensure that they had a constant supply of copper ore they went further afield. This included travelling to Cuba, Spain, South America but most significantly Chile. They would ship coal out of Swansea and return with Copper ore from Chile.

The Chilean copper ore market became integral to the operations of Henry Bath for a substantial period of time. They became global copper merchants.

Being able to travel globally and invest in new markets, gave Henry Bath access to some rather interesting business opportunities. Though primarily copper merchants, there is a host of other unusual and surprising commodities that Henry Bath made profit from, over a thirty-year period. Some of the commodities the firm would also trade include; chinchilla fur, wood, oranges, cigars, sheep wool, bark, beans, goat skins and more. They were obviously very intelligent and capable men who succeeded in the various business ventures they pursued.

By the late 1840s, Henry Bath & Son were commissioning the building of ships, both in Wales and North Devon, an activity which was to continue into the 1870s.

The Bath family in accordance with the Lamberts understood that Swansea could not continue to be the major copper manufacturer as the cost of bringing the ore from further afield became higher. Smelters were built nearer to the source of the copper. The Bath and Lambert alliance facilitated these interests further, and provided the platform from which to expand.

Henry Bath of Longlands established Swansea Iron Ship Building Company in 1849. This was when the Baths themselves ventured in to shipbuilding, which coincided

with their extended interests in overseas ventures. Their vessels built here, such as the steam-yacht 'Firefly,' were intended for use on the coast of Chile.

There was no modern style stock exchange at the time. The shipping of Swansea became a vehicle for investment. Vessels were made up of sixty four shares, which provided investment opportunities for all types of businessmen. Investing in shipping was not necessarily determined by wealth. Ordinary trade folk from surgeons to farmers invested in shipping. Owning one of the sixty four shares of a ship would qualify that shareowner as a ship owner, and allow some influence over the ships management. The higher the share, the higher the degree of influence, as well as greater profit potential.

As profit and trade grew, the Baths would need to expand their fleet. The flexible share system meant they could invest small amounts in ships to cater for greater business activity, while keeping risk down and distributing the cost of insurance amongst fellow ship owners.

Accordingly, some vessels were owned outright by one individual or one firm. This was the case for the majority of the Bath Fleet. Others were shared, which was also common practice for the Baths.

The Bath fleet totalled thirty seven vessels during the peak of their shipping activity. The Baths were the majority shareholder in this part of their fleet. This however does not tell the whole story. With all investments and shares considered, the Baths are proven to have 'owned' up to sixty ships during their days of shipping.

They included:

'Delaware', 'Scout', 'Swansea', 'Mohican', 'Caldera', 'Pathfinder', 'Guayacan', 'Huasco', 'La Serena', 'Uncas', 'Cobra', 'William & Jane', 'Margaret', 'Calstock', 'Rapid', 'Providence', 'Peace', 'Samson', 'Auspicious', 'Villers', 'Betsey', 'Swan', 'Tucker', 'Hafod', 'Dasher', 'Friendship', 'Stella', 'Elizabeth', 'Ebrington', 'Tartar', 'Henry', 'Hope', 'Jago', 'Beta', 'Firefly', 'Charles Clarke', 'Delta', 'Deerslayer', 'Kappa', 'Learinder', 'Eta', 'Henry Bath', 'Iota', 'Harve', 'Jane', 'Queen Caroline', 'Alfred', 'Zeta', 'Alpha', 'Hawkeye', 'Kent', 'Theta', 'Tongoy', 'Valentine Helen', 'Great Britain' and maybe even more.

Two scale models, of two famous Henry Bath vessels; the Zeta and the Delta, can be seen in a display in the Swansea Museum.

Henry of Longland's favourite book was James Fennimore Cooper's "The Last of the Mohicans" and so named many of the ships after characters in the novel. Others were named according to letters in the Greek alphabet; the 'Delta' and the 'Zeta' being two examples. Others, it seems, were named after places and people of the time.

The most famous of the Bath fleet was the 'Zeta'. It was a full-rigged iron auxiliary ship, which at the time was pioneering innovation. A picture of the 'Zeta' can be seen below.



### 'The Zeta'

The 'Zeta' was built by Alexander Stephen, a renowned and pioneering shipbuilder. The ship became the pride of the Bath fleet for many years.

It was built in Glasgow in 1865, and owes its fame to being the first ship to be built with an auxiliary steam engine.

This was of great importance to the Baths, giving them a great advantage over their competitors. It was most highly regarded vessel in their fleet and served the family for twelve years before being sold on.

The Welsh actress Catherine Zeta Jones is in fact a descendant of the ship's captain, employed by Henry Bath. Her middle name is in respect of her great grandfather, who is likely to have sailed the famous Bath vessel to Chile.

Throughout the nineteenth century, Henry Bath & Son operated a number of ships which carried copper ore from Chile to the copper works on the lower Swansea valley.

Shipping was a very uncertain undertaking at that time. Ships would have to sail through the notorious Cape Horn, which made it much more dangerous. Many ships never arrived at their destination, with crews and cargo lost to storms or sabotage.

Transporting copper ores from Chile, though very profitable, carried further risks. Not only could they lose the ship in the treacherous passage around Cape Horn, they also faced the uncertainty of the price they would receive for successfully landed cargo.

The zeta was well known for its fast passage to the South Atlantic, built to withstand the harsh Atlantic weather and designed to cope with the basic facilities at Chilean ports.

During the Spanish Civil War, the Zeta was chased by Chilean steamers, but managed to land its passengers who made it overland to Valparaiso, Chile, avoiding capture.

The next day the Zeta was chased by Spanish frigates, but eventually escaped capture all together.

It was risks of this nature that instigated the development of the London Metals Exchange.

### **London Metals Exchange**

Private enterprise would see the ticketing process out phased.

It became desirable amongst commodity merchants to establish the most efficient means of determining the prices of metal that was being shipped across England and the rest of the world. In London it was popular for traders to meet in coffee houses to discuss business and trade in metals. The Baths are known to have been amongst those to establish ring trading at the Jerusalem Coffee House off Cornhill. Still, a more formal approach was desired. The London Metal Exchange was borne out of the necessity for better organised ringed trade. LME was set up in 1877, with its first location above Christie's Hat Shop on Lombard Lane.

The Bath London office had previously been established to trade in forward metal contracts, by which the cargo was sold prior to shipping to interested investors. Their office in London, set up in 1865, was their financial base, but the firm was still managed from Swansea.

The Bath family were amongst the core commodity traders responsible for the establishment of the LME. The first ever LME metals trading warrant was issued by Henry Bath, on the twentieth of December 1883, now hangs on the wall of the Liverpool office.

Henry Bath issued the first London Metal Exchange Warrant in 1883. It is a treasured possession of the company and is pictured below.



**First ever LME warrant, issued by Henry Bath**

With the opening of the London Metal Exchange, the firm would begin to commit to increasingly widening and profitable international endeavours. By 1875, warehouses and offices had already been established in Liverpool, and global trade was better organised.

Henry Bath established the first LME approved warehouse when it began operating from Liverpool in 1875

Soon after the establishment of the LME the brothers decided to divest their company's risk by selling off their fleet of ships.

'The Swansea Merchant Shipowners Company' was set up to sell the fleet off. The vessels were sold and distributed across the Swansea district, with farmers drapers hotel keepers and fishmongers and private owners, all taking an interest in the £50 shares.

### **Alltyferin Estate**

There were two places in the name of Alltyferin. The older was a farm, made up of one hundred and sixty-five acres of countryside. It was bought by the Bath family in the 1860's.

The second place by the same name, about a mile apart, was Alltyferin Mansion. The mansion was built by Henry James Bath in 1869, succeeding in business where his father left off. Henry James made a great fortune. Henry was obviously not satisfied

with the one hundred and sixty five acres of farmland. He bought nearly one thousand three hundred acres, on which to settle, building a new mansion all together. The new mansion house had twelve spacious bedrooms, not including the seven bedrooms designated for servants and maids. It even had its own school room. Such was the size of the estate that a school was established by the baths on their grounds, to educate the children of the many people who worked there. Many members of the Bath family lived here.

Of the very few existing photos of the Bath family, the majority are taken on the grounds of this estate. The estate was home to the Baths until 1923. It was sold on when the Baths left Swansea for good in the aftermath of the First World War.

The mansion has a rich history. It was in fact used as a hospital throughout the Second World War for American troops.

Of this once proud country mansion but now nothing remains of it but green pasture. It was demolished in the 1960s by the 'Daniel' family, who sold on its building material for profit.

The mansion fate was sealed when it was demolished in the early 1950's. It has suffered fire damage and neglect and was deemed too costly to maintain.

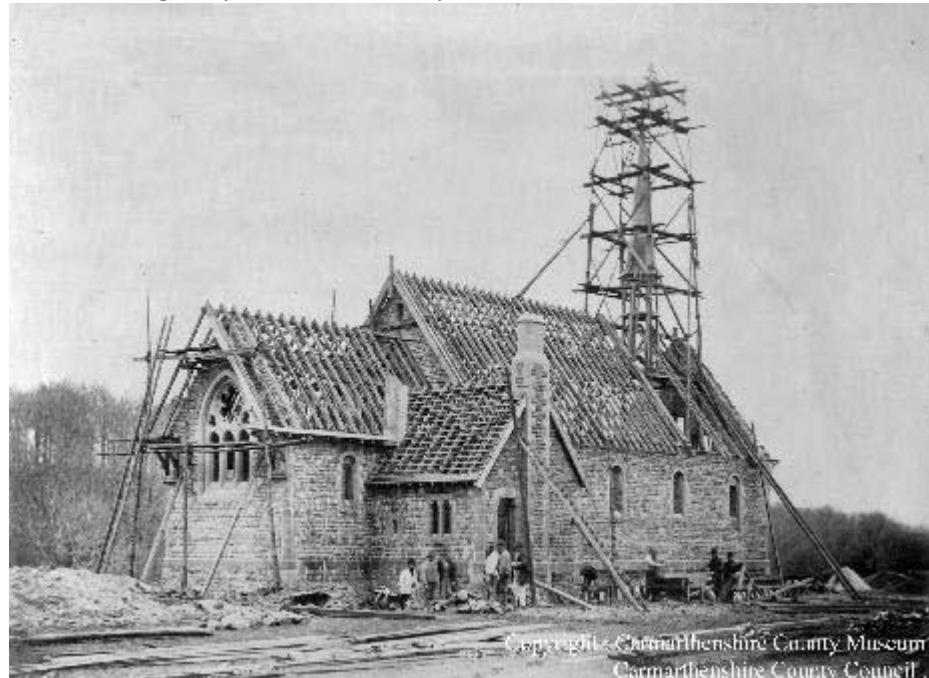
The Holy Trinity Chapel however, built by the family on the grounds of the estate, survives to this day as a memorial to the men and women who built it.

### **Holy Trinity Chapel**

The chapel is the last remainder of the Bath's stay at Alltyferin. It speaks volumes of their success in the 19<sup>th</sup> century, as very few families would have been able to afford a family estate of such size, let alone equip it with its own chapel.

The building of this small yet spectacular chapel began in 1865 under the instruction of Henry James Bath, grandson of the company's founder and one of twelve children by his father, Henry of Longlands. A wooden bridge was built across the river that ran through the estate, which linked the mansion to the Chapel, by a footpath. Mr Bath, did not understand the services held at the local parish further into town. He was an Englishman and could not comprehend the Welsh language. Instead of attempting to learn the language, he instead opted to build his own Chapel, to worship and pray in his native language. The services were held in English, and any man, woman or child who could benefit from an English service in the South Wales countryside, were invited to join the family in prayer. Though the Baths built this chapel themselves on their own land and dedicated their own time and money in seeing that it was completed, the service was not intended to be for just the Baths; according to the present-day priest, anybody was welcome.

The following is a picture of the Chapel under construction.



The Baths enlisted the services of renowned architect and artist, Benjamin Joseph Bucknall, to build a chapel to their specification. This spectacular chapel was the last work of Mr Bucknall who's had prolific career throughout Swansea did not go unnoticed by his Employers. The wife of Henry James Bath laid the foundation stone, using a shovel that is now hanging on the wall of home in France, the owners claiming an association to the family.

The work began in 1865, but the Chapel was not consecrated until the summer of 1878, thirteen years later. The delay was due to the untimely death of the main advocate of its construction, Henry James Bath. Henry died in September 1875, suffering a stroke of paralysis, on his return voyage from a business trip to Chile, fifty-four years of age.

The work was continued by his nephew, who also died before its completion. The work was continued and completed, to the memory of the recently departed, by Mrs Bath.

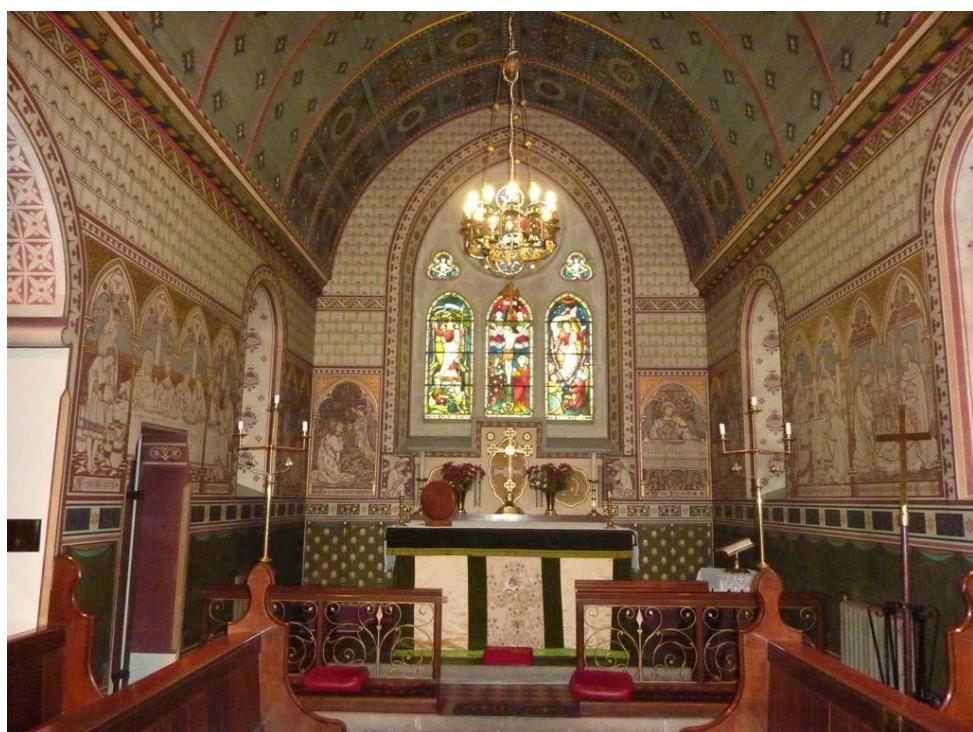
Every visible surface contains painted decorations, from the wall surfaces, arches and mouldings, to the wooden barrel ceilings including tie-beams and king posts. With every element contributing to the overall decorative effect, it is a place of beauty, and an important example of nineteenth century church design.

The painting consists of biblical scenes, and some represent the Ten Commandments. Most interesting is the decoration pertinent to the Baths. The plaques on the wall are in memory of the Bath family. The stained glass window depicts members of the Bath family. There is representation what is said to be Henry of Rosehill, the company's founder. It is made in the centre piece of the window. He is seen kneeled and bearded, holding a statue of the church.

The Chapel is open today to the public and holds a regular service.

Today, it is almost a shrine to the Baths. The staff at the chapel were very knowledgeable about the Bath family, and regard them as 'one of Swansea's finest families.

Here are some photos of the Chapel during summer of 2010.





**Stained glass mural to Bath family  
Section depicting Henry of Rosehill, founder of the firm**

### The Great Eastern

The Baths also diversified into the ‘Ship Breaking’ business. In 1888 the Bath’s bough the Great Eastern, to be broken for scrap and sold for profit.

The SS Great Eastern was an iron sailing steam ship designed by Isambard Kingdom Brunel, a leading British civil engineer, famed for his innovative work. The vessel was built on the river Thames in London. “It occurred in the mind of this great engineer to produce a steam vessel which would surpass, in size and speed, anything that been made before.” When complete, in 1858, it was by far the largest ship ever built. No larger ship was built for another forty years. On construction, it was agreed that every modern improvement of the time would be introduced. Over a million pounds was granted for its construction.

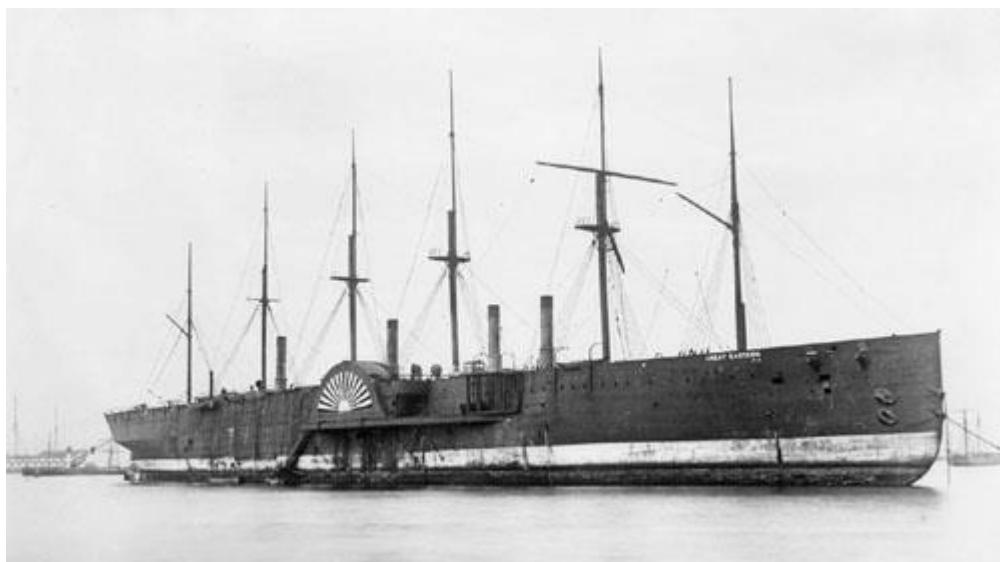
Despite its fame and pioneering production, the Great Eastern was plagued by ill fortune. Heavy damage was sustained from an explosion on its maiden voyage. It subsequently suffered similar misfortunes. After repairs, it was used for several years as a passenger liner between Britain and America before being converted to a cable-laying ship, later laying the first lasting transatlantic telegraph cable in 1866.

It was put to many uses over its commercial life, yet proved a financial disaster for almost every owner and for every commercial voyage it was commissioned for.

The great Eastern spent some of her final years in the shameful role of providing a fairground and advertising platform for Liverpool firms, such as Lewis’s, whose name was painted in bold letters thirty feet high across the side of the ship.

The new owners announced that they would take the Great Eastern to Liverpool. They engaged a temporary crew of one hundred casual seamen who sailed the ship on its last ever voyage to the scrapping yard. By this point, the ship was beyond repair. Four days were spent preparing the vessel for sail, including the removal of in excess of three hundred tonnes of marine growth on the hull.

The trip from the Clyde to Merseyside took three days owing to poor weather. The cable connecting the Great Eastern and its accompanying vessel snapped and the boat floated helplessly adrift. The tow cable was finally restored after hours of the great vessel rolling in the storm.



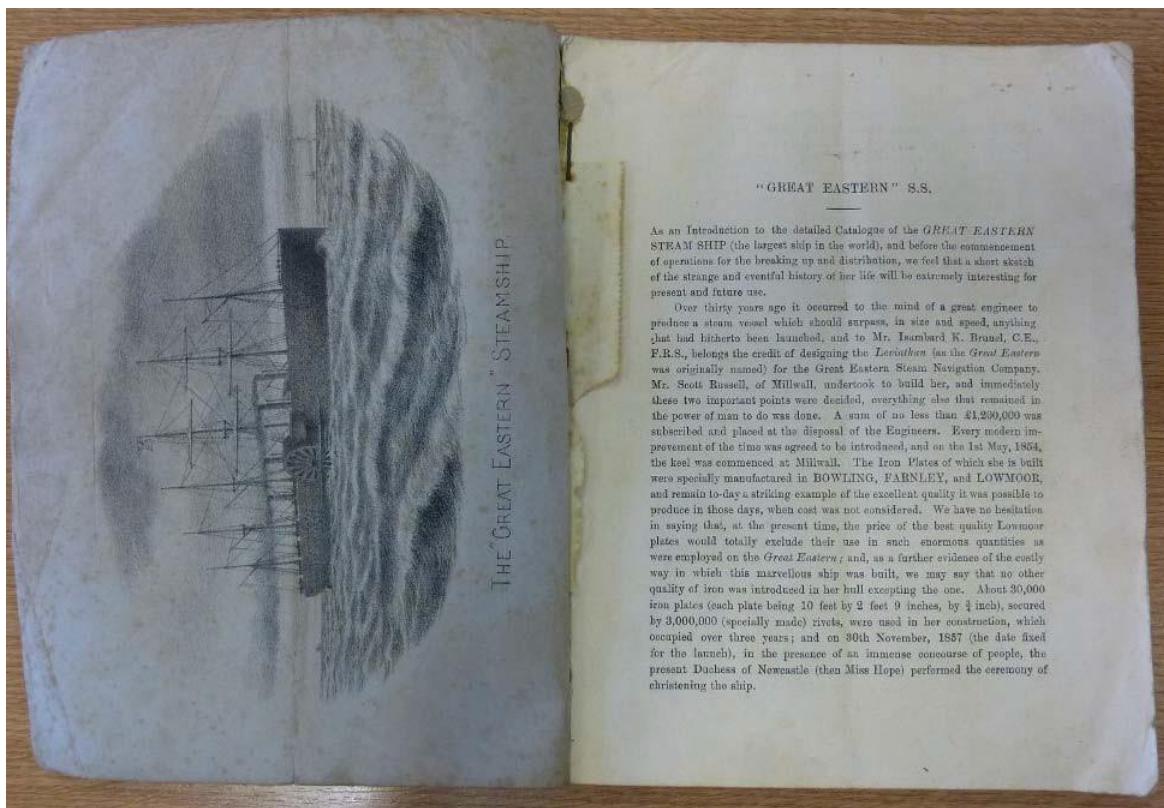
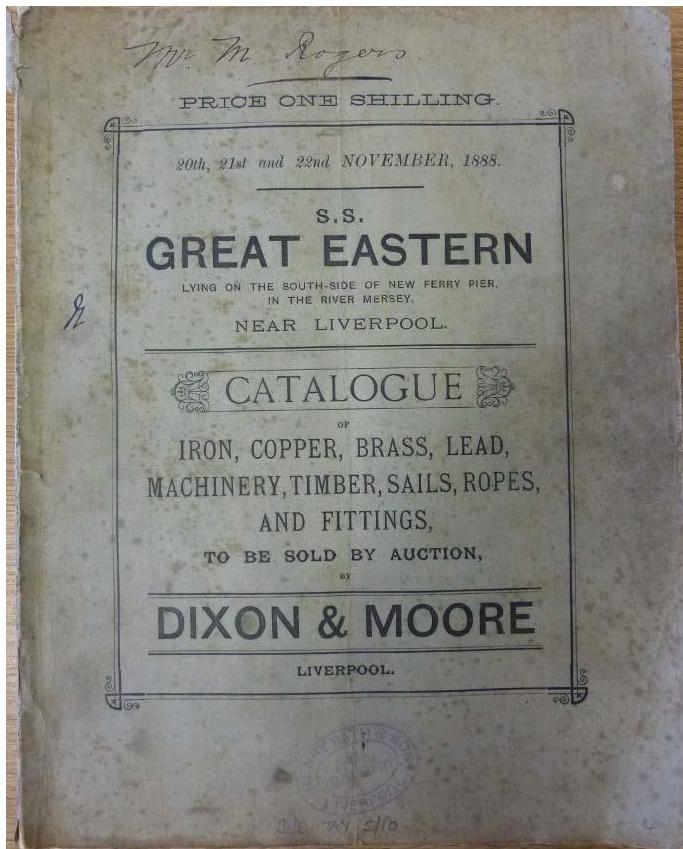
**SS Great Eastern before being scrapped by Henry Bath & Son**

Liverpool watched on grimly as the ship took up its place on the New Ferry gridiron, on Birkenhead. Such was the disapproval of the plans to break the ship up on the shore of a busy residential area that there were threats to blow it up with gunpowder, a notion that would have the residents of Birkenhead raising their glasses in approval.

The breakup of the Great Eastern, commissioned by Henry Bath, was five or six times greater than any breakup ever attempted before, and would require an investment that would otherwise comfortably pay for the construction of a building and a good sized steam vessel.

Some said the project would never pay. It was predicted that Henry Bath, like every owner of the vessel before, were set to lose money. They were advised that they would lose less money by towing the ship to the deep sea and sinking it.

The great eastern mothered another innovation in shipping practices, when the Bath's announced they would auction the parts of the ship before dismantling it.



Program advertising the auction of parts from SS Great Eastern, on behalf  
Henry Bath & Son

An extraordinary crowd of bidders attended the three-day sale of the vessel's parts, many from foreign countries.

There was great interest in all the parts, from its copper fittings to anchors, and from its three million rivets to its candle holders.

Their accountants calculated a probable 35% profit to the Bath's; at long last it appeared that somebody was set to make money from the Great Eastern.

At the auction there were many people not known to the metals trade. Many people were there to ask for single items, bidding highly and competitively for bells, wheels, panelling, lamps and furniture. They were first time collectors and souvenir hunters, all wanting a memento from the famous ship.

The breakup began in May 1889, thirty one years after being launched. The workmen removed the interior fittings to schedule, but the double hull defied them. More than half the income the Bath's planned to make on the vessel as well as the entire profit, would come in the successful demolition of the hull.

The ship was resisting all efforts made towards its destruction. It was clear it would require a much greater effort to remove a rivet than the effort it had taken to drive it in three decades before. The workers hammered and chiselled and forced the rivets to no avail. No amount of human strength aided the operation.

The obstacle challenged the minds of a generation of mechanical experts, until the problem was solved by another fine example of intuition from the Bath's. The final problem lay in how exactly they were going to take the ship apart. Bath & Son solved this issue with the invention of the wrecking ball.

Just as the ship's construction brought about the development of new machinery, so did the breakup. Unable to separate the plates of the ship by normal means, the demolition ball allowed the workers to spring the rivets and allow the plates to be separated.

A large crane was set up over the ship. A stationary steam engine would hoist the wrecking ball to a certain height, before releasing it by a trigger.

This is believed to be the first ever recorded use of the wrecking ball. The wrecking ball was not commercially popular until the nineteen-fifties, meaning the use of the machine here, by the Bath's, predates the use of similar demolition means by almost fifty years.

Many wrecking companies claim to have invented the wrecking ball. Yet the earliest documented use was in the breaking up of the SS Great Eastern by Henry Bath and Son, on the Mersey River. It appears that the Bath's were able to add 'inventors' to their long list of accomplishments.

The invention of the wrecking ball, and the demolition of the Great Eastern was not good news at all for the people of Liverpool, in fact it caused widespread anger. The

awful repeated crashes of the ball on the side of the ship eclipsed any other noise for a large radius. This noisy process lasted eighteen months, by which time they had only broken through the side panels. The double hulled bottom of the ship remained virtually intact. Life was a torment for those living near the gridiron.

Rumour has it two skeletons were found in the shell of the hull. They were those of the 'basher' and the 'bash boy', who had been missing since its construction. A shriek was heard when the workmen were breaching a compartment of the inner shell on the port side, where the two skeletons were found. So it goes. Yet nothing was ever written in the records of the breakup of any such discovery. Nothing was reported in the local press and there is no evidence of an inquest being held. Brunel himself, twice ordered the space between the two hulls to be cleaned out; once before the ship was launched, and again in 1859. Should anyone have been trapped they would surely have been discovered on these occasions. Furthermore, such was the design of the vessel, that should anyone have been trapped, they could have escaped through the inspection hatches in the inner hull. It appears the BBC paraded this fact in their documentary, before doing the research.

The company estimated it would take two hundred men, working round the clock, one year to break up the ship. The ship had other ideas. It instead took the same amount of people two years to break it up, demanding a large and unforeseen investment. Like so many other owners, the Baths found it hard to break even on investing in the Great Eastern.

Quote from Auction booklet:

"That so noble an example of engineering skill, so wonderful a production of combined wealth, science and industry, should meet in a few years with so ignominious an end, is another illustration of the enormous strides that have been made in the engineering and shipbuilding worlds in this century."

"Engines that were of the very best description, designed and built by renowned marine engineers, which were superior in finish and design to almost anything else of their kind at the time, are to be dismantled and sold by weight, cause us to quote the late Mr. Charles Dickens, and say,

"Such are the changes which a few years bring about, and so do things pass away like a tale that is told."

During World War II, a Nazi pilot landed a bomb on an old house in Bristol. Amidst the debris of the ruined property were found six thousand pounds worth of shares to the Great Eastern Steam Navigation Company. The certificates were neatly folded and taped with a note signed by the owner, saying that he bought the shares because Mr Brunel, the ship's builder, had been such a good friend to him.

In 1888, Anfield Football Stadium, home now to Liverpool FC, was in need of a flag pole. They sent representatives to the auction of the Great Eastern, where they bid for, and won, the large top mast of the ship. After it had been painted it was placed outside the ground to fly the crest of the football club.

At this time, Anfield was in fact home to Everton Football Club. It was the blue quarter of the city's footballing output that was represented by the flag placed at the top of the mast, as was mentioned in their 1929 Jubilee book. The flag pole was in Everton's possession for less than three years, as by 1892, Liverpool Football Club had acquired the now famous football stadium.

The dismantling of the vessel was complete by 1890, when the mast was floated across the Mersey to Garston, and loaded onto a large flat wagon. The wagon was dragged from Garston and up the Everton valley, by the strength of six horses and as many men.



The flag pole still stands today, where it has been flying the red of Liverpool for over one hundred and twenty years. Each mast of the Great Eastern was named after a particular day of the week, and this mast, bought from the Henry Bath auction, has forever been known as 'Thursdays Mast.'

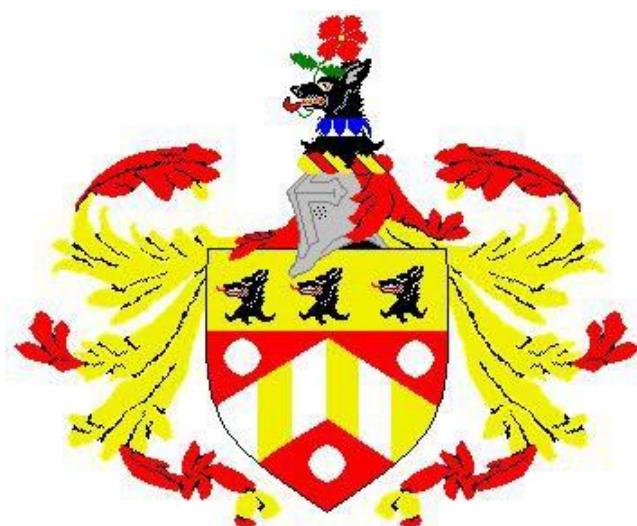
The first eight feet of the mast are sunk in to the ground and when laid flat, which it was in 1992 for the rebuilding of the Centenary stand, it is made up of four pure hearts of oak, strapped together tightly with large belts of iron. They don't make them like that anymore!

### Sons of Henry of Longlands Continued...

It is significant that Henry of Longlands three sons waited until their father's death before beginning to live the so called 'high life.' They applied for and received a grant for a coat of arms. Military symbols were contrary to Quaker beliefs. Even though they were Anglicans, it was clear that their actions were going against their fathers and grandfathers beliefs. Their father would not have approved. Quakerism forbade military participation, which included the association with pseudo-military coats of arms. The grant specified that it was to be applied not only to Henry James, but to all the sons of his father and their heirs as well. Their coat-of-arms incorporated both an older shield claimed as belonging to their antecedents and the coat-of-arms which they believed belonged to Sir Walter de Bathonia. This put a stamp on his family's social image.

It is also significant that the motto applied to the grant, and indeed the original motto of the company, was; 'I have and I will share,' no doubt something they felt would have been approved by their late father. It would appear that some of them didn't in fact agree with this sentiment, and 'He Conquers Who Endures', the current day motto, was quickly adopted afterwards.

The original coat of arms and original Latin motto have been reproduced here.



Habere et Disperte

Like many Victorian gentlemen they took an interest in their family history and began to compile records of their surname from a variety of sources. Their interests, as with many other Victorian families, were perhaps too attentive to heightening their own social status. They claimed descent from Sir Henry de Bathonia, a senior justice of the King's Bench under Henry III (1216 - 1272) They claimed this man as a brother of Sir Walter de Bathonia, a high sheriff of Devon. Edward Henry's account, which is a history of the Bath family written by members of the family, focuses on these claims to a great extent, however the claims are in no way substantiated. Any links made, both then and now, between these families can only be described as speculation. In fact modern day research can only trace with certainty their lineage to 1596.

That the sons of Longlands were to so boldly claim this heritage, simply to raise the status of their name, indicates the importance of image.

When all is considered, the sons of Longlands, for all the good they did, were a pretentious lot, seeking social status for themselves. That's the opinion of a blood-line descendant of the family. They were unsatisfied with their rather humble beginnings and instead sought to associate themselves with the more socially acceptable, medieval family of De Bath, from which they purloined their coat of arms.

Research on their claims is still ongoing, but many errors and unsupported assertions have been uncovered. This will have something to do with the limited resources they would have had access to, but in turn this says something about their characters.

There is some indication that they overreached themselves and the capabilities of the business. One example of this is the rapid increase in shipping interests and then the hurried and failed attempt at selling off the fleet to private shareholders. It seems a classic case of too much, too soon.

Charles and Henry James had no children to pass the estate and business on to when they died. They instead passed the company on to Edwards's eldest son, also called Edward. For what Charles and Henry lacked in children, Edward made it up. Edward had six daughters and six sons. All of them except two were born in Malaga.

Where the Lambert works were concerned, Charles Joseph Lambert had died by 1888. He suffered an epidemic of 'choleric diarrhoea'. He took a steamship to Liverpool and spent his last months in a hotel next to the Royal Yacht Club. His partner in the firm, Edward Bath, son of Longlands, had died a few years previous after he collapsed in a council meeting.

Towards the end of the nineteenth century, Charles Lambert Bath took up the management of the Lambert works. At the same time, the Bath's own company was managed by Edward Henry, making it fourth generation of Bath management.

Charles Lambert Bath, now manager of the Port Tennant works, and related to the Baths, was described as an able businessman, genial, well travelled, a good all round athlete and a very strong churchman and supporter of charities.

By 1889, things had gone wrong. Still very much in control of the works, Charles Lambert Bath was subject to fits of insomnia and depression. After talking to his

doctor, he visited a consultant in London, who advised him to take a trip to the Austrian Tyrol. He got as far as Paris before turning back. He checked in to a hotel in Brighton. Fearing for Charles' safety his family employed a male nurse and a valet to keep a close watch on him. Charles, who was also accompanied by his brother, went to his room and shot himself with a revolver, killing himself behind the locked door of his bedroom. He was forty-one years old and left behind a wife and two children.

There is speculation regarding his motivation to commit suicide. It is possible he was the father of a child to a mistress named Louisa. It is believed that he was unsatisfied with his marriage and the role his family pressed upon him. He went looking for his mistress Louisa across Europe. When he couldn't find her, or she rejected him, he took his own life. It goes to show wealth doesn't buy happiness! More significantly however are the consequences it had upon the firm. It was no doubt a very difficult time for two sets of families that had become so close both professionally and personally. Whatever his motivations for suicide, he clearly had little concern with the management of the Lambert or Bath works.

The management of the Bath firm was a family concern for five generations. Edward

Henry was born in 1851 in Chile. In 1872 he was taken into the firm by his two uncles and later that year became a partner. He too became Trustee of Swansea Harbour.

The fifth generation of Bath management, was the son of Edward Henry, named, of all things; Henry. He became partner in the firm in 1897. His father Edward was to die in 1908 and Henry after him died in 1921.

This ends the family ownership and control of the firm. It also marks the beginning of a period defined by the decline in the fortunes of the Bath's.

## Quaker Burial Ground

Many members of the Bath family are interred at the Quaker Burial Ground in Swansea, including the founder and his son; Henry and Henry Jr. Much of the burial ground has long been in a state of disrepair. It has been vandalised and much of it is now overgrown. A lot of construction work has seen a great part of it disappear behind tall buildings, or be built over all together. The Bath memorial however, still exists.

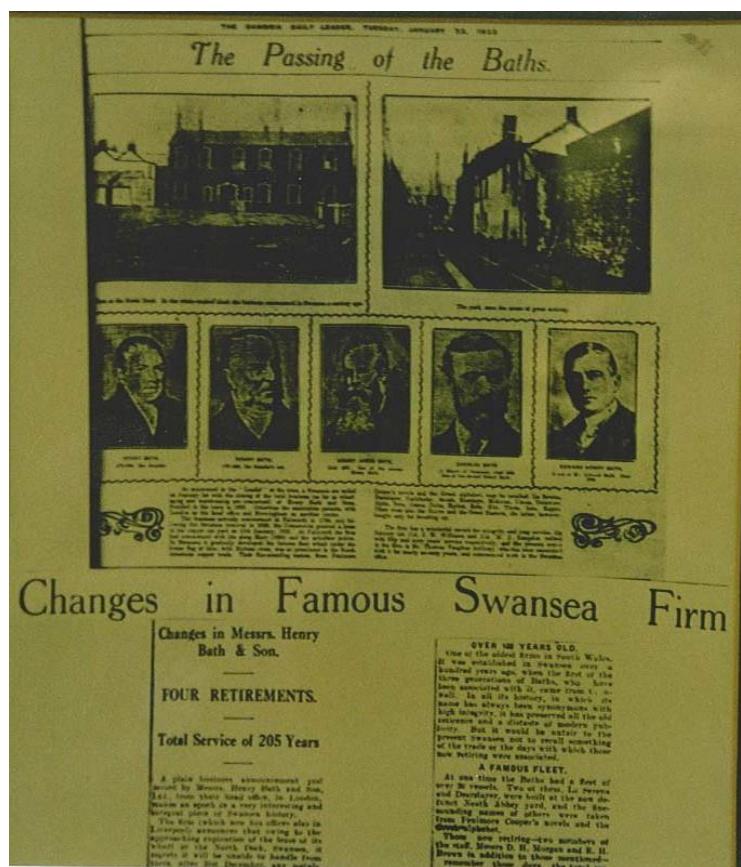


## Decline

What follows is a period marked by ill fortune and the almost total demise for the Bath operations. It was to become very testing times for the Bath family and company.

In the 1920s the Swansea operations of Henry Bath were shut down, thus ending one hundred years of their residence in Swansea.

The following article was produced in the local newspaper, acknowledging the departure of the firm from Swansea, and recognising their achievements.



## FAMOUS FIRM

Changes in Messrs. Henry Bath & Son

### Four Retirements

Total Service of 205 Years

A plain business announcement just issued by Messrs. Henry Bath and Son Ltd., from their head office in London, makes an epoch in a very interesting and integral piece of Swansea history.

The firm (which now has offices also in Liverpool) announces that owing to the approaching expiration of their lease of the wharf at the North Dock, Swansea it regrets it will be unable to handle from there, after 31st December, any metals, minerals etc..

The resident director, Mr. J. W. Williams, retires from that date, together with Mr. M. J. Langdon, who held a procuration for the company; but the business will be carried on (at the same address until further notice) by Mr. H. Roswell Brown and Mr. Thomas Lane, under the direction of the London office "and special attention will be paid to the landing, forwarding, weighing, sampling, shipping, and general superintend of inward and outward cargoes."

Over 100 Years Old

One of the oldest firms in South Wales, it was established over a hundred years ago, when the first of three generations of Baths, who have been associated with it, came from Cornwall. In all its history, in which its name has always been synonymous with high integrity, it has preserved all the old reticence and a distaste of modern publicity. But it would be unfair to the present Swansea not to recall something of the trade of the days with which those now retiring were associated.

### A Famous Fleet

At one time the Baths had a fleet of over 30 vessels. Two of them, La Serena and Deerslayer, were built at the now defunct Neath Abbey Yard, and the fine sounding names of the others were taken from Fenimore Cooper's novels and the Greek alphabet.

Those now retiring – two members of the staff, Messrs. D. H. Morgan and R. H. Brown in addition to those mentioned – remember those days, the total service of the four being 205 years. Of that number Colonel J. W. Williams' service is about fifty years, Colonel J. Langdon's over sixty.

Like the late Colonel Mock, formerly associated with the company, Colonel Langdon was in the old 3rd Glamorgans, while Colonel Williams was with the Glamorgan artillery.

It is understood that the local office of the firm will remain at the present address for some time

This period marks a significant shift in the Bath family and company fortunes. The decline of the family and firm, which characterises this era, has been extensively investigated for many years, yet is still for the best part without detail.

The sons of Henry of Longlands died wealthy men, yet by the 1920s after the management of Edward at the turn of the century, and later that of his son; the company was almost bankrupt.

The war years should have been very good for the company with the high demand and price for metals, but it was not. When Henry died in 1921, his mother Esther was forced to sell the assets of the company.

### **World War I**

It is the following sections of this report that are without solid conclusion. What follows is simply a brief outline of the currently interpreted history of the 1920s until today. More investigation in to this entire history is needed before more detail and clarification can be added.

Many dead ends have been reached in this part of the investigation and many seemingly important lines of enquiry have resulted in few successes. It is unfortunate that a long and important part of this history can only be discussed briefly. The period of 1910 to 2010 remains largely unexplored and as such the decline of the company, and the development into the early seventies and beyond, cannot be explained fully.

The company had warehouses in Liverpool from 1875 onwards, and after the First World War, had been primarily managed from Liverpool. The most relevant information and documents from this era are found in the central libraries of the city. The business records office, the Liverpool Museum, and the industrial archive, all contain the information needed to complete this history. The information however, has been inaccessible for the entire duration of this project, due to extensive renovation work to the buildings. The temporary archive is to open later this month.

Furthermore, in seeking alternatives, yet more inconclusive and contrasting articles of information have been found, leading to the conclusion that this history can only be completed with the services at Liverpool. The relevant services reopen in October when a new line of investigation will commence.

It seems odd that there is a wealth of information available about the first one hundred years of this company and founding family, and almost nothing regarding the last one hundred years. Therefore the decision was made to document in great detail the history of the firm and family until moving to Liverpool. The latter stage of this history therefore, is 'work in progress,' owing to such limited resources.

The question still remains as to exactly what Henry Bath, who died in 1921, did that cost the family the company. It is the belief amongst interested historians that it was combination of poor business and lifestyle choices.

Charles Joseph Lambert was the source of Henry Bath & Son's growth and prosperity, but it has also been suggested that his involvement inadvertently led them to disaster. It appears their investment model was not invincible, and the market that made them their fortune nearly destroyed them.

It is understood that both the Bath and Lambert companies, managed by Henry James Bath and Charles Lambert invested heavily in Germany, Austria and Poland.

The generation of management after this, following the lead their fathers, continued to expand these investments.

When War was declared it ruined the company financially to the point where the company took the desperate measure of seeking an exemption from the 'Trading with the Enemy' act, which, of course they didn't get. It is assumed their European investments were lost after the War. During the war, the London Metal Exchange virtually ceased to operate at all for the greater part of four years.

It is the belief that the decline came about because of heavy investments in Europe from which they were cut off because of the Great War.

The stress of failed European investment and continued trade depression drove Henry Bath to alcoholism. It is believed that instead of managing the firm through a difficult period, Henry turned to the bottle. He died in 1921 at the age of 45, believed to be as a result of his alcoholism. This is the last member of the Bath family member to have official managerial influence over the company. He is last member of the Bath family to have been mentioned on the incorporation of 1920 and a year later he was dead.

It is at this point investigations have come to some very interesting discoveries. Without further investigation it is of little use to describe the source of these assumptions, but there is now a strong assumption that the management of the Bath firm at this time, had very little to do with the men named on the incorporation. Instead, there is a strong belief that the company, during this difficult period, was a responsibility of the wives and daughters of the firm.

In the words of a Bath descendant and historian; "Did Esther James and the other Bath women try to hold things together while their lives were crashing around them, and Henry Bath was "incapacitated"? Probably."

He states that on the death of Esther James Bath, the beneficiaries of the company were the two remaining daughters. As it remains a family managed firm for a few more years, and the two daughters are the only two left to inherit the assets, only this conclusion can be drawn.

Edward Henry bath died 1908, His son, Henry Bath died in 1921. Henry was the only living male to be involved with the company as he only had three sisters, after the death of five brothers. Esther James, wife of Henry, sold the Alltyferin estate and all the company assets in 1923, due to the financial implications of the war. She relocated to London with her daughter. It is journals and letters recovered that support these

suggestions. At a later date the ownership and management issues are to be further detailed or verified.

There was another Henry born 1904 who died 1970. If a member of the Bath family still had an influence over the firm, it was this man, but no evidence of this has been found. It seems unlikely. It was agreed in the incorporation of Henry Bath & Son in 1920, that should Henry die, which he did a year later, the management would fall to the Morrice and Anthony family.

Every element of the next stages of this history requires further work, which will be completed in due time. The following is the collective and personal interpretation of twentieth century proceedings, compiled from professional opinion and debate, and with the hindrance of limited resources.

### **1920s-1970s**

Little is known of how the company progressed under the management of the Morrice or Anthony family. When exactly they managed the company until is also unknown, but what can be assumed is that they, or the management of the firm, rescued it from total demise.

It is understood that the refining of copper from 1920 to 1925 had ceased, a time when foreign smelting works were increasingly extending their processes from smelting to refining. The result was that less and less smelted but unrefined copper was being available for importation into South Wales for refining.

The future of Henry Bath & Son was seemingly secured by supplying the demand for other products, such as 'nitrate of soda' and a range of metals, to national customers. Henry Bath had by this point diverged significantly into the markets of other metals such as tin and zinc. This activity would continue until the beginning World War II but never achieved the scale or profit of business they had enjoyed before the company's decline in fortunes.

Some of the company's activity in this period is documented by the famous industrial photographer; Stewart Bale. The archives containing his work are in Liverpool, but his photos of Henry Bath warehousing activities can also be seen in the company archive. Seventeen photos in total pertaining to Henry Bath & Son have been identified, but many more are thought to exist in the unstudied depths of the archive. They document the company's activity in the period of 1920 until the 1960s. Some give an indication into the kind of diversification into other trades that Henry Bath & Son committed to in order to survive as a business. More of this will be discussed later. The content of the Stewart Bale archive is currently under strict copyright and privacy laws, meaning their reproduction, even for the purpose of this project and report, was impossible, however, some Stewart Bale photographs are Henry Bath's own and are shown below.



**Stewart Bale photography of Henry Bath warehouses. Liverpool 1920s-1940s**

Henry Bath recovered steadily from the misfortunes suffered in the First World War, and the end of the family involvement in the firm. By World War II they were no longer at threat of demise, in fact it appears that they had recovered sufficiently and learned their lesson. They were in a position to actually benefit from the potentially damaging prospect of LME closure and cease in trading, along with the countless wartime interruptions to normal business procedure.

On the outbreak of World War II the London Metal Exchange ceased operation. It remained closed to trading for twelve years, reopening in 1952. It is very interesting to study what

Henry Bath did to maintain a productive service during this time. Like many other episodes in this era, greater investigation is needed to understand fully.

Yet their actions in this period are good examples of the trade diversification needed to survive, which Henry Bath were seemingly in a good position to do.

There is evidence to suggest that Henry Bath 'acquired' small companies and managed and profited from their output. Henry Bath is known to have had warehouses across Liverpool. Some of them came perilously close to being bombed. It seems that companies unable to operate productively during this period, presumably for a host of reasons, would hand over their stocks to Henry Bath who were in a better position to store goods, and trade those goods in a more successful manner due to their trade ability and contacts.

Some of the items include furniture, sofas, beds, chairs. They include shoe polish, brushes, and even carpets.

It is hard to imagine such activity would prove even half as profitable as their usual business endeavours. Yet this is not the whole story, in fact this is a lesser output of their service than their even more interesting wartime activities.

There is strong evidence and information indicating that Henry Bath & Son were in fact owning and operating a series of scrap yards across Liverpool, throughout the war and up until the late 1960's, some of which are believed to have been photographed by Stewart Bale.

It is the opinion of some aviation experts and online enthusiasts that the last Spitfire to be in operation in World War II was scrapped in Bath's very own yard in Kirby. This offers a very interesting insight into how exactly the firm was kept afloat during the War, as well as after when the LME and metals trade made its recovery.

The Great Eastern was not the only ship to be sold to Henry Bath & Son for demolition. In 1960 the 'British Iron & Steel Corporation' allocated 'The Avonmouth' to the company, who were to demolish it in one of their numerous scrap yards across Merseyside, and sell on the scrap metal.

In 1969, an expensive evening of dinner and celebrations was organised to mark the one hundred and seventy-fifth anniversary of Henry Bath. The event was photographed and reported on in The Times Newspaper. It states that many cocktails were enjoyed that evening.

## 175 years and still going

This year Henry Bath and Son achieves the venerable age of 175 years and to celebrate this fine record it is holding a cocktail party at the Savoy Hotel, London, tonight.

Founded in 1794 in the then small Cornish village of Falmouth to trade in metals and ores it still maintains these activities to this day. Since the last war it has expanded into steel products.

In 1877 it became a founder member of the London Metal Exchange, and in 1883 a metal warehouse business was started in Liverpool. The first copper warrant was issued on December 20 of that year and is a prized possession of the company.

There are just four members on the board. Mr. T. V. Anthony, the chairman, is a member of the family

which has had connexions with the firm since 1874.

Mr. K. A. S. Morrice is the deputy chairman and has been the chairman of the L.M.E. Committee for the past five years. His family has been associated with Henry Bath for about 100 years.

Mr. F. P. Hooley has been with the company for 45 years and besides assisting Mr. Anthony he is in charge of the Liverpool office export activities.

Mr. J. L. Cegnet has 35 years' service and he controls the ferrous trading department. He was elected the first chairman of the Association of Iron and Steel Exporters and Importers.

Probably the largest transaction undertaken by the company was in 1887 when it bought and later broke up the "Great Eastern".

### 1970s & 1980s

The development of the company after World War II is not fully understood, but it is insisted by various interviewees that between the LME reopening after the war in 1952, and early 1970s, Henry Bath progressed along steadily, with no trade activity of enormous significance.

According to Michael Morrice, whose family has a long history in the management of the firm; it was the British Bank of Commerce who originally took over Henry Bath in the 1970s.

Due to the secondary banks collapse later on, Henry Bath was then owned by the Australian lead MI Holdings.

Harry Scott, who has offered his opinion for the purpose of this project, joined the firm in January 1980. He recalls company proceedings during this period. During this time Henry Bath & Son was a broker house, similar to insurance brokers, stock brokers and the likes. They traded on behalf of non-ring dealing customers; they would execute, buy and sell orders and receive a commission for doing so.

In addition they were expected to provide a coherent view as to where prices may go, both fundamentally and technically. The LME was then, as it is today, the world's largest and most influential Metal Exchange. It holds, or at least did hold, an annual dinner at Grosvenor House, with over two thousand guests. This is believed to be the world's largest dinner gathering.

Volume and turnover wise, Henry Bath was not able to compete with the market leaders. They were better known for the warehouse in Liverpool. The immediate parent company was Britannia Metals, who were in turn owned by American Smelting and Refining Company (ASARCO, being the English acronym) and Mount Isa in Australia. These were two of the world's largest nonferrous metal producers and therefore two of the largest potential customers, though neither, under any obligation were to trade with the brokerage house they owned. It is said that every broker on the exchange wanted that business.

The company at this point is described as 'almost Dickensian'. All directors of the firm were based in London and none of them knew very much at all about the business of warehousing. Henry Bath had been run like that for years, it was a situation the new directors, like Harry, inherited, and would address through the early eighties. Liverpool was a long way away; as such the full potential of the warehouse was not being recognised. Henry Bath had diverged to become separate entities, though with London in charge. By his own admission, this was quite ludicrous.

With the company and directors based in London, with little knowledge of the business of warehousing, the full potential of this unique LME approved asset was not being recognised. In fact it wasn't until Metallgesellschaft took over the firm in 1986 after the Tin Crisis that the value of this asset was truly recognised.

The company progress was very steady, despite being owned by ASARCO and or MI Holdings.

It was later that the company would begin to see increased business success that the business would begin to grow more prominent.

Under new management, the early eighties went very well for Henry Bath. This was during the infamous era of Richard Toller's 'wild bunch'. Harry describes the firm as 'climbing the ladder'. The transformation of the company's image during the time was substantial. Through clever and more productive business management the company saw excellent steady progress, which saw trading with the large commission houses, such as Merrill Lynch and Bache, American customers and European customers. It appears that not for the first time in their history, Henry Bath was taking on an increasingly international aspect. In 1984, Henry Bath managed to get Mitsubishi on board as a customer, for copper orders. The increase in business, particularly foreign business, meant travelling around the world. All was going very well, but it was not to last for long.

In October 1985 a catastrophic event, known as the Tin Crisis struck the Exchange. This was to prove catastrophic for Henry Bath. Yet again their fortunes were in decline.

A United Nations backed enterprise, The International Tin Council (ITC) had the power and authorisation to stop the price of tin from going, to what was perceived to be, too low or too high. Amongst other functions, this was to act as a buffer and as a safeguard to the economies of the poorer producing nations

In the 80's a new buffer stock manager was appointed. In 1985 the price of tin had reached an unprecedented level of over £10,000 per tonne. Most traders considered that this was a ridiculous price which would not last.

Brokers were content, that even if the ITC ran out of money, and the price collapsed, which it did, the United Nations supporting the ITC would make good any potential losses incurred.

However, Mrs. Thatcher and her advisers declined to put any money into rescuing the ITC. UN backed or not, this gave the excuse to all the other countries involved to do likewise, with no hesitation. The result was that eighteen LME brokers went to the wall and Henry Bath was one of them.

On that particular morning when the ITC ran out of money, Harry Scott of Henry Bath was the last trader to know what had occurred. Ted, his manager, was an honourable man and would not provide his traders with advanced knowledge, over and above the other brokers. It was decided that various members of staff from the LME Company would phone the brokers and notify them of what had occurred.

The member of staff allotted to phone Harry figured that Ted would have already told him, so the LME worker simply didn't bother. This led to Harry being the last person to quote a customer and trade that particular Tin Contract.

On a lighter note, Richard Toller of JP Morgan in London, and Harry, formerly of Henry Bath have recalled many hilarious moments that occurred during their time employed at the company. The often mischievous and particularly lively group of employees during this era are remembered quite fittingly as the 'Wild Bunch.' Recalling such anecdotes and humorous happenings have brought little to the history of the company, but illustrate perfectly the collective mood of the occasion and era.

A significant commentary of the era was made by Paddy Crabbe, who started with the company in 1976, and left in 1992, sixteen years later. He describes his time with Henry Bath and 'the wild bunch as; "... a period which I have some recollections- drunken moments- memory fails me!"

A particular favourite occurred in 1981 and was witnessed by Harry Scott, then the director of Henry Bath & Son.

Communications back in 1981 have no comparison to now, which is important to remember to understand this episode fully.

In 1981 President Sadat of Egypt was assassinated. The markets, in Harry's words, 'started to go crazy on the upside.'

"Phones were going all over the place, we all had phones to our ears, customers wanting to know what the hell was going on"

The telex operator walked in, and one of the guys says, 'Sandra, get that phone please'. She turns to a colleague and says that the person on the end of the line "wants to know why

copper's going up" "Tell him someone has shot President Sadat" someone shouted. The trade ring listened on as she addressed the man on the other end of the phone line. They all heard her say; "Apparently someone's shot the Presidents cat" "The ring collapsed with laughter and could not talk."

The antics of one particular Henry Bath employee even made the newspaper. It is detailed here and requires no further comment at all.

## NOISY HOTEL GUEST IN PHONE CHAOS

**THE SWITCHBOARD** at The Spa Hotel, Tunbridge Wells, had to be replaced at a cost of £1,028 after it was wrecked during a late-night incident in reception by a man wielding a fire extinguisher, the town's magistrates heard on Monday.

The bench was told foam got into the apparatus when a man who had booked into the hotel grabbed the extinguisher after a settee caught fire and sprayed the deputy manager.

Joseph John Corazza, 30, a commodity broker, of Cheryls Close, Fulham, London, pleaded guilty to criminal damage at the hotel on July 29.

Mr Ronald Norman, prosecuting, said the deputy manager was in reception when Corazza arrived at 1.15am. He and the people with him were noisy and abusive. They sat down on settees and ordered alcoholic drinks, but were told that none were available, so were served tea and coffee.

The settee where Corazza was sitting caught fire and the deputy manager ran for an extinguisher. As he tried to stop a woman in the party from breaking the glass of the fire alarm, Corazza hit him, said Mr Norman.

The deputy manager put out the fire and Corazza grabbed the extinguisher and sprayed it all over him. Some of the foam went into the switchboard, which went dead.

Corazza told police, "I was smoking. All of a sudden I felt hot and flames started shooting out of

the side of the settee. I started throwing cups of coffee over it.

"The manager pushed the woman to one side rather violently. I got annoyed and went over and pushed him. He said he was going to phone the police. I turned the extinguisher on him. I didn't mean to damage the switchboard."

Corazza was fined £200, with £30 costs, and was ordered to pay £1,028 for replacement of the switchboard. He was told to pay at £150-a-month.

## Minibus fund gets a boost

AGE CONCERN of Tunbridge Wells raised £1,667 after a recent flag week, during which helpers sold flags both on the street and from house to house.

The money will be divided between fuel for the char-

minibus and a fund for

Contributors

were thanked

Weeks, the

for Tunb-

Wells

The Tin Crisis proved disastrous; Henry Bath & Son suffered greatly. It undid all their positive advances up to this date. After the crisis they no longer existed as an LME broker. The demise of Henry Bath in this period was entirely due to the tin crisis. Yet one year later under Metallgesellschaft in 1986, they began to focus on warehousing, which would take off in the early nineties and continue to be their biggest source of revenue today. It was after and because of this that Henry Bath really began to make a name for itself.

Henry Bath's survival of the Tin Crisis was rather pivotal and could presumably quite easily have turned the other way.

Whilst this assertion can be used only very liberally, it is in fact suggested that even though the tin crisis was unmistakably devastating for Henry Bath, it inadvertently realigned their interests in to warehousing, something that would prove to be their most profitable endeavour.

Henry Bath were in a good position to utilise their unique asset, being the only broker with an LME warehouse, and subsequently had a unique opportunity to adapt and progress, taking a new approach to the market in the aftermath of the crisis. How many other brokers who went to the wall in 1985, that were able to survive and secure their own future in this way, is unknown, but could not have included many.

The sale of Henry Bath & Son to Metalgesellschaft was perhaps more for the warehousing side than to enlarge their customer base; thus the name, Henry Bath & Son lives on due to the warehouse. It was Metalgesellschaft that realised the true potential of the warehouse.

In short; the demise of HBS was due, entirely, to the Tin crisis, but it was the new owners who realigned their interests with warehousing.

Prior to the tin crisis, Mr Scott of Henry Bath had managed to get some of their new employees to come in on a Saturday morning to clear out all the cupboards of irrelevant magazines and papers. In an otherwise unremarkable episode, something quite amazing occurred. One of them had found some old leather bound ledgers, dating back to the 1800's buried in the back of a cupboard. Despite their obvious beauty and importance, the new employee was quite prepared to dump them in a plastic bag with the rest of the clutter. Harry intervened branding the man a Philistine. Harry admired the beautifully scripted hand that had kept those ledgers. He took them to Jack Cognet, a CEO of the company. "My God", Jack exclaimed on studying the scripts. He had found entries of his Grand Fathers wages. He was thrilled. So much so that he took the ledgers with him and nobody has seen them since.

### **Developments into Modern Day**

The developments of the company beyond this point will be better explained by the people who instigated this project and those who work for the company today. There is of course a long period not discussed here, but the modern history of the company and recent events have before now been acknowledged by those who have had

involvement with the company in recent years. Accordingly, little time has been put to learning or documenting events that are already understood. In one hundred years' time it will be the responsibility of another young student to retell the history that is currently in development.

Mike Jackson 2010

## An updated Henry Bath History 2000-2021

Our previous in-depth and comprehensive company history brought us to the events in the Henry Bath journey ending the early 2000's, but much more has happened since then.

During the 2000's, many of the changes to Henry Bath came in the form of new locations and expansion to their current facilities, ensuring that what they were able to provide for their growing client base, was competitive and exactly what the market dictated. New locations such as Antwerp, Malaysia, Korea and Detroit allowed Henry Bath to provide a greater offering across Europe, Asia and the US and to expand its global network of facilities.



Metals Warehouse

Continuing with their industry leading strategy and response to the changing needs of their clients, Henry Bath issued the first LME warrant for plastics in 2005. Working closely with commodity exchanges and supporting a variety of physically deliverable listings means that Henry Bath can assist in driving the commodities warehousing market forward and provide a high level of optionality and service excellence in any new and developing Exchange market. This is now evident by the current suite of Exchange listings enjoyed by Henry Bath, from the London Metal Exchange (LME), through to the Intercontinental Exchange (ICE), Chicago Mercantile Exchange (CME) and now also the Shanghai International Energy Exchange (INE)

Since 2000, Henry Bath have been owned by several parent companies, each one shaping what Henry Bath is today.

In 2002, Henry Bath was sold by Enron to Sempra Energy.

As many know, Enron was an energy and commodities company that was once classed as 'Americas Most Innovative Company' for six consecutive years. In 2000, Enron shares were at an all-time high, however mid 2001 they were involved in well-known and highly publicised accounting scandal.



This proved difficult and uncertain times for Henry Bath, but thankfully the business was sold swiftly by the administrators of Enron in 2002, which saw the purchase of Henry Bath by Sempra Energy Trading for almost \$36 million. This acquisition was part of a larger acquisition by Sempra of Enron metals Ltd. which later became Sempra Metals Ltd.

Henry Bath at the time was profiting from high stock levels which tends to happen when the world is in financial crisis. The 2001 recession maybe saw the demise of Enron but it proved to be a prosperous time for Henry Bath.

In 2007, Sempra and RBS announced that they were forming a commodities market joint venture – RBS Sempra Commodities.



Henry Bath was then sold to RBS.



Once again, during the 2008 recession, Henry Bath showed that they were able to weather the storm by seeing high levels of stock globally and an overall profitable year.

In fact, during the time the General Manager received a call from RBS in October 2008 to let them know that the parent company had unfortunately faced financial difficulties and had actually ran out of money and would no longer be able to support the business. They queried whether Henry Bath would be able to continue operations!

As Henry Bath were operating as a standalone and independent, along with managing its own cashflow, Henry Bath was indeed able to not only continue its operations maintaining its usual high level of service, but they were also able to play an important role in supporting clients to store material on the LME, when funding was in short supply.

This is a role that Henry Bath continues to play today, in supporting markets during fluctuations in supply and demand.

2010 saw the purchase of Henry Bath by J.P Morgan. Due to the difficulties faced and the privatisation of RBS, RBS were forced by their UK regulator to divest their holding in the physical trading & warehousing business, which Henry Bath was part of. This was deemed not to be “core” banking, despite the protestations of RBS management at that time.

J.P. Morgan acquired Henry bath when it was included in the sale of RBS Sempra Commodities. At the time Henry Bath was the second largest LME warehousing company. For four years, JPM saw profitability and success with Henry Bath, however in 2014 amid rising regulatory and political pressures around the bank's core businesses, history repeated itself and Henry Bath was sold along with the rest of its physical commodities unit. Again, the sale was due to regulatory pressures and a refocus by J.P Morgan on its core banking assets.



Henry Bath was bought by Mercuria Energy Group as part of a larger acquisition of the JPM Physical Commodities Business. Henry Bath would continue to be a stand-alone subsidiary and remain independent from any trading activities.

Marco Dunand of Mercuria said in a short statement relating to the sale;

*'We recognize the need to maintain Henry Bath's values, heritage and business connections and pledge to work to support them in their activities going forward'*

### **2015 – Our move into China / Welcoming CMST**

2015 was a year of major change for Henry Bath in both global footprint and parent company. The summer of 2015 saw the opening of Henry Bath Shanghai, a wholly owned foreign entity with facilities based in the Shanghai Free Trade Zone. Although Henry Bath had operated in China through selected partnerships for many years this change meant that they were able to bring the Henry Bath brand, staff and reputation fully into China.

December 2015 saw another change in ownership for Henry Bath. In a move to bring the historic and renowned reputation of Henry Bath to an expanded global customer base, Mercuria announced China Materials Storage and Transportation Development Company (CMST) <http://www.cmstd.com.cn/> has invested in the company.

CMST Development is China's largest integrated logistics company and a SHFE delivery warehouse operator with more than 70 centres, in more than 30 Chinese ports. With a strong background and exceptional reputation for excellent service, the investment in Henry Bath by CMST, meant that not only did Henry Bath now have a partner that allowed them to expand their global presence with a unique China offering, but also meant that CMST provided Henry Bath with the ability to offer clients access to all the major recognised Exchanges globally, under one ownership structure.

Mr. Han Tielin, Chairman of CMSTD, said: "*We are very pleased to announce the completion of this investment in Henry Bath. With their reputation, Henry Bath is a preferred company to grow CMSTD's commodities warehousing business. The strengths of CMSTD, Mercuria, Henry Bath have complementary advantages that will enable us to harness significant growth opportunities in the expanding warehouse industry in China and around the globe.*"

With a new parent company came a re-brand for Henry Bath.

Keen to incorporate as much of CMST as possible into the Henry Bath brand offering, one of the first aspects to update was the company logo, knowing that promoting the backing of such a well-respected organisation would only heighten their reputation in the market.

The CMST logo is more than just a simple image, it has key meanings and Henry Bath made sure to respect that when aligning the two together. The CMST logo image reflects all its capabilities by representing a warehouse roof to highlight its warehousing and storage services, a sail that shows off CMST's international shipping options and a highway which reflects the logistical capabilities of the company.



With having such a strong visual, Henry Bath opted to include the full version in the CMST colour palette, which has a dominant shade of green showing their low carbon values and concept of environmental protection alongside their own font and blue colour. The final image is clear in incorporating the two companies and shows how proud Henry Bath are to be part of the CMST group.



## 2016 Logistics Focused

With a new owner, Henry Bath took the opportunity in 2016 to look at further ways for them to strengthen their position in the global commodities market, and one such way was offer clients optionality in onward logistics, ensuring that they were carefully placed to provide accurate and cost-effective solutions. The Henry Bath strategy was to ensure that they employ local experts in all their regions to create a strong team that has in-depth knowledge of the logistics market for a wide range of commodities, fulfilling an end-to-end comprehensive package.

In March 2016, Henry Bath also had the chance to further strengthen its relationship with the Chinese markets when they signed a Memorandum of Understanding (MOU) along with the LME, Mercuria and CMST to list warehouses along the One Belt, One Road (OBOR) economic route in China and beyond.

CMST, Henry Bath and the LME would work together to develop the LME network along the belt and road, and it is hoped that over time the investment will drive economic growth and push the demand for metals along the route.

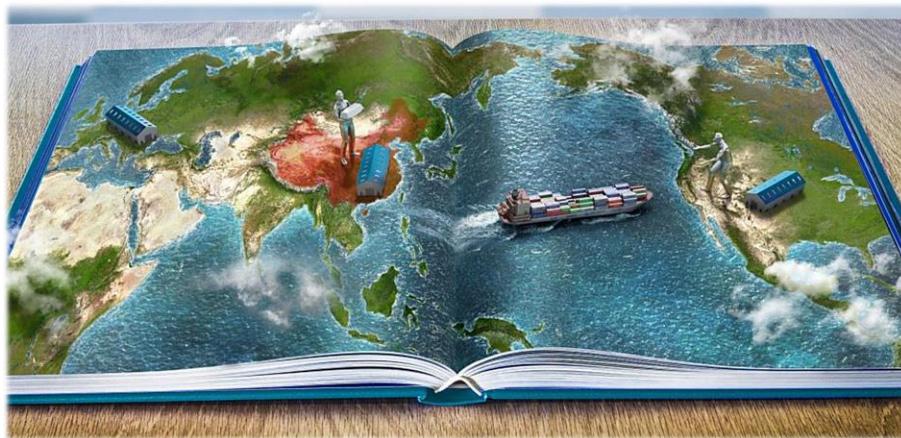
*"CMST appreciates LME's support to the One Belt and One Road initiative. The ability to set up foreign exchange delivery warehouse in China is confronted with regulation constraints, so this strategic alliance has presented a good alternative in the context of this regulation for Chinese players to participate in the system of LME"* said Mr Han Tielin, the Chairman of CMSTD Ltd.



Signing of the MOU with the LME



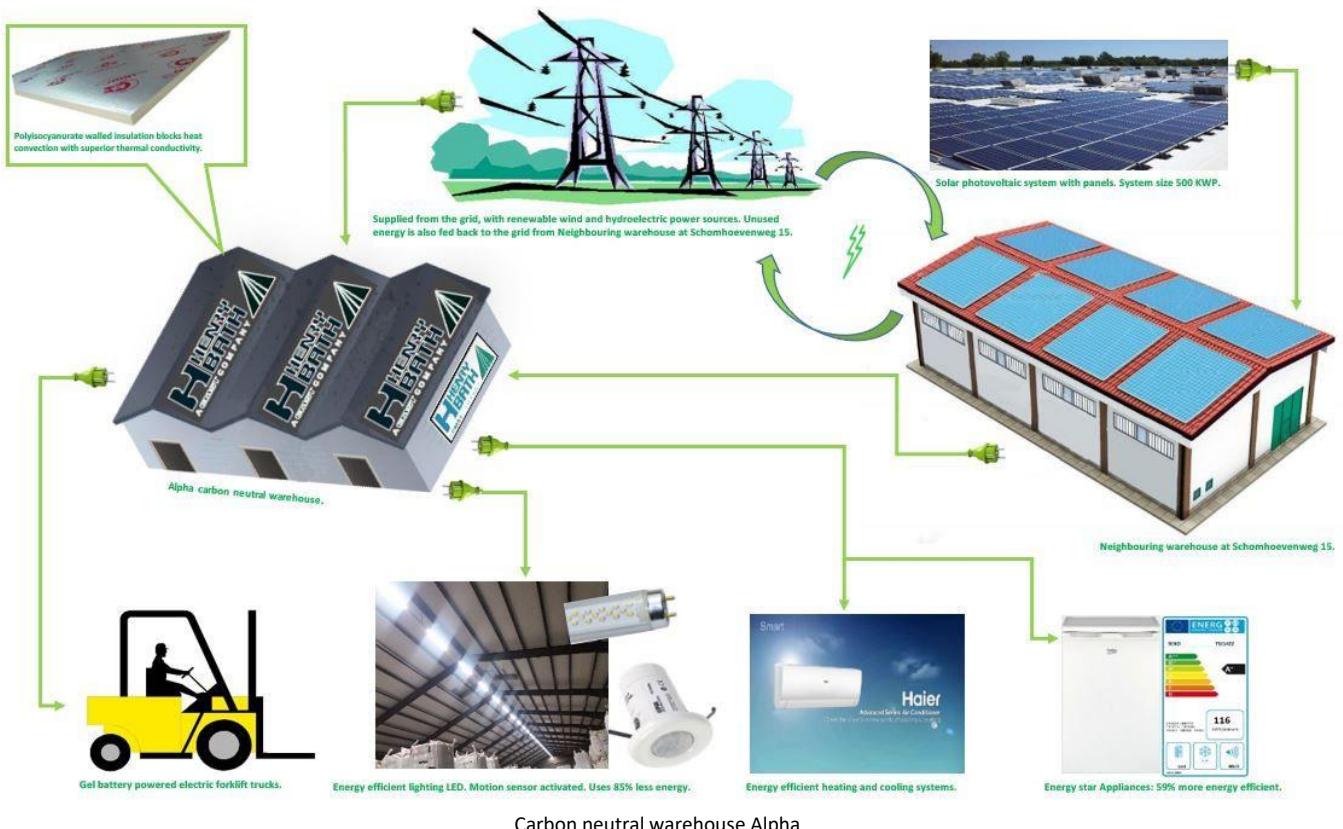
Marketing collaboration between Henry Bath and CMST OBOR



New marketing concept images incorporating CMST showing our connectivity to China

## 2017 An environmentally friendly Henry Bath

In 2017, Henry Bath expanded its global network by opening new facilities in Antwerp, specifically for soft commodities. The warehouse was equipped to be carbon neutral with its own heating and power supply generated by renewable energy. Since 2017, Henry Bath has committed and invested in its soft commodity capabilities and has been able to offer further options to clients, in more locations and for more products.





Alpha Warehouse

### **2018 New Commodities, New Opportunities**

In 2018, Henry Bath were approved to store UTZ and Organic products in its Liverpool, Rotterdam and Antwerp warehouses meaning they could provide their clients with the sustainable and ethical options they were searching for.

Henry Bath also adapted to be able to receive bulk commodities and even built innovative solutions for the storage, affectionately known internally as the lego blocks.



Storage solution for bulk cocoa &amp; Cleaning bulk cocoa



Due to changing client demands, Henry Bath made improvements in both their operational team and assets to offer increased services in value added products globally and received their first shipment of Aluminium Billet at their Liverpool Site in early 2018.

This service grew to include ferro metals, minerals, and general goods and when mixed with their established logistics options meant that once again, Henry Bath were at the forefront of a changing market



Aluminium Billets

In a further move towards expanding their Chinese operational capabilities, Henry Bath were able to expand its facilities in Yangshan.

The warehouse, in the Shanghai Free Trade Zone, is equipped with state-of-the-art security features and allowed Henry Bath in conjunction with CMST to provide a full-service offering including efficient national and international logistics. The warehouse was opened in style with an official ceremony in Shanghai attended by both Henry Bath & CMST alongside various members of their global client base.



Henry Bath Yangshan Warehouse

## 2019 A brand new Market for Henry Bath

After many years of focus on expansion into new countries and investment in product lines, 2019 saw a further shift in focus and Henry Bath made the move into the concentrates market.

Now able to offer clients a fully comprehensive supply chain solution for their base metal concentrates requirements, Henry Bath has been able to combine first-class facilities with both

new and existing experience and expertise within the group. Exceptional service and client satisfaction have meant that Henry Bath are fast becoming a key player in this market.



## 2020 / 2021 Working through a pandemic....

In 2020 / 2021, despite the ongoing pandemic, and the disruption to society and working practices, Henry Bath have been operational throughout and have made further headway in all sectors.

In Softs, Henry Bath have been handling more specialty products such as butters and nibs and they have enhanced their operational services to include bean cutting and analysis, temperature monitoring in real time, moisture analysis and cold treatment.



Softs Value added services.

In concentrates, Henry Bath have continued to learn and build upon their extensive knowledge base, looking to new value-added services and locations that would best benefit their client needs.

Alongside all their storage options, the Henry Bath team now handle a large volume of logistic solutions and they have become a valued provider of this service. This is due them building on their existing reputation and listening to client feedback, whilst tapping into the experience and knowledge from their staff both regionally and globally.

Expansion in the freight and logistics market, Henry Bath now have bespoke options in all regions, where they can use their expertise to offer a freight only options to support client flows of metals and commodities. This diversification has been particularly evident in the US market, where hubs in Houston, Laredo, Toledo and Detroit have opened.



Henry Bath continually make sure they are strategically placed within the market to push forward and are incredibly pleased to have been approved by the INE in 2021 as an approved warehouse partner for their International Bonded Copper Futures contract. This allows Henry Bath to access a very important Exchange, creating more optionality to grow its network of clients. The INE listing continues to support the internationalisation of the Chinese market and builds upon the heritage and connections already established in the local Chinese and overseas markets.

In 2021 Henry Bath has accelerated its environmental and sustainability journey and has commenced an initiative to become carbon neutral. Again, leading the industry in this important undertaking, reinforces the forward thinking and values that underpin the Henry Bath culture.



The Henry Bath journey has included many milestone moments over the years and their rich history proves that they are a long standing and strong player in the commodities market, in both warehousing, logistics and value-added services.

Striving to meet ever changing client and market expectations, along with retaining their heritage and values, which have stood the test of time for over 220 years, Henry Bath continues to push boundaries. The future has yet to be written, but Henry Bath has a lot to be proud of since 1794.

They very much look forward to what the future holds...