Scientific article

УДК 94(470)+55+339+930.253

DOI 10.28995/2073-0101-2021-3-791-802

Gadilya G. Kornoukhova

Peoples' Friendship University of Russia, Moscow, Russian Federation

N. N. Konshin's Trading Activities in Persia in the Second Half of the 1880s

Abstract

The article assesses trading activities of the Russian entrepreneur Nikolay Konshin in the late 19th century Persia, which was an important economic partner of the Russian Empire, as the contemporary Islamic Republic of Iran remains for the Russian Federation. Geopolitical turn of Russia from the West to the East makes studying Russia's trading relations with Eastern states,

and Iran in particular, more significant. The novelty of this work is in its addressing not a story of success, but the negative experience of Nikolay Konshin's foreign trade company founded in 1884 in the capital of Persia, Tehran. The author identifies reasons that led to company's closure in 1890 and forced Nikolay Konshin to ultimately quit the Persian market. In 1889 he organized an exhibition of Russian industrial products as a measure designed to support the company's trading activities. It was supposed to familiarize the Persian population with the range of Russian light industry products, previously unknown at the Persian market, and to secure orders from local merchants for Nikolay Konshin's firm. However, the expectations failed to materialize and the company did not receive the necessary impetus for its development. The author identifies causes of the exhibition's failure, assesses Nikolay Konshin's efforts in exploring opportunities of the Tehran market development, and clarifies their significance for the development of the Russian trade in Persia. The study is based on the documents stored in the Archive of Foreign Policy of the Russian Empire; namely, Nikolay Konshin's petition to the Minister of Finance Ivan Vyshnegradsky and a number of consular reports addressed to the head of the Asian Department of the Ministry of Foreign Affairs Ivan Zinoviev. They offer explanations for failure of both Nikolay Konshin's company and his exhibition. The analysis of entrepreneurial activities of a particular Russian company has made it possible to identify general features and characteristic peculiarities of the Persian market. The factors that hindered the advance of Russian trade in Tehran under tough European competition are also identified. Despite the failure of Nikolay Konshin's trade business, Russian entrepreneurs highly appreciated his activities in establishment of the Russian economic presence in Persia. The author concurs with such appraisal; Nikolay Konshin was instrumental in laying the groundwork for future penetration of the Russian trade capital onto the Tehran market, which had hitherto remained terra incognita for the Russian business community.

Keywords

Historical sources, Iran, Russian-Persian trade, late imperial Russia, international market, industrial exhibition, Russian merchants.

Download the article: [kornoukhova_doi](#)

References

ATAEV, Kh. A. Torgovo-ekonomicheskie svyazi Irana s Rossiei v XVIII–XIX vv. [Trade and economic relations between Iran and Russia in the 18th – 19th century. In Russ.]. Moscow, Nauka publ., Glavnaya redaktsiya vostochnoi literatury publ., 1991, 392 p.

BORODKIN, L. I., VALETOV, T. Ya., SHIL'NIKOVA, I. V. Delovaya kul'tura rossiiskikh predprinimatelei v ikh otnosheniyakh s rabochimi (konets XIX – nachalo XX v.) [Business culture of the Russian entrepreneurs in their relations with workers (late 19th – early 20th century). In Russ.]. IN: Vestnik Rossiiskogo universiteta druzhby narodov. Seriya: Istoriya Rossii [Bulletin of the Peoples' Friendship University of Russia. Series: Russian history], 2008, no. 4, pp. 72–92.

BORODKIN, L. I., VALETOV, T. Ya., SMIRNOVA, Yu. B., SHIL'NIKOVA, I. V. “Ne rublem edinyim”: Trudovye stimuly rabochikh-tekstil'shchikov dorevolutsionnoi Rossii [“Not on ruble alone”: Labor incentives for textile workers in pre-revolutionary Russia. In Russ.]. Moscow, ROSSPEN publ., 2010, 535 p.

PETROV, Yu. A. Moskovskaya burzhuaziya v nachale XX veka: predprinimatel'stvo i politika: diss. dokt. ist. nauk [Moscow bourgeoisie in the early 20th century: Entrepreneurship and politics: Dr. hist. sci. diss. In Russ.]. Moscow, 1999, 592 p.

TOMPSTON, S. Rossiya i russkie v mezhdunarodnoi torgovle XIX – nachala XX v. [Russia and the Russians in the international trade in the 19th – early 20th century. In Russ.]. IN: Ekonomicheskaya istoriya: ezhegodnik, 2003, vol. 2002, pp. 67–91.

VALETOV, T. Ya. Motivatsiya truda na krupnom tekstil'nom predpriyatii v Rossii v kontse XIX – nachale XX v.: Na primere Tovarishchestva manufaktur N. N. Konshina v Serpukhove: diss. ...

kand. ist. nauk [Motivation for labor at a large textile enterprise in Russia at the turn of the 20th century: A case-study of the N.N. Konshin's manufacture partnership in Serpukhov: Cand. hist. sci. diss. In Russ.]. Moscow, 2005, 309 p.

About the authors

Kornoukhova Gadilya Gizatullaevna, PhD in History, Peoples' Friendship University of Russia, department of Russian history, assistant professor, Moscow, Russian Federation, +7-495-434-23-12, kornoukhova-gg@rudn.ru

Submitted 20.02.2021, published (for citation):

KORNOUKHOVA, G. G. Torgovaya deyatel'nost' N. N. Konshina v Persii vo vtoroi polovine 1880-kh gg. [N. N. Konshin's Trading Activities in Persia in the Second Half of the 1880s. In Russ.]. IN: Vestnik arhivista / Herald of an Archivist, 2021, no. 3, pp. 791-802. doi 10.28995/2073-0101-2021-3-791-802

You can read completely article in the russian historic-archival magazine “The Herald of an Archivist”. Read more about terms of subscription [here](#) .

Полностью материал публикуется в российском историко-архивоведческом журнале ВЕСТНИК АРХИВИСТА. Ознакомьтесь с условиями подписки [здесь](#) .