

**NOW
COMPLETE**

"This is no mere reference book but one to read with infinite pleasure... marvellously representative of more than a century of British industry and commerce."

Business Review

The Dictionary of Business Biography

Editor: **David J Jeremy**, BA, MLitt, PhD, FRHistS, Research Fellow, Business History Unit, London School of Economics, Deputy editor: **Christine Shaw**, MA, DPhil, Research Officer, Business History Unit, London School of Economics

The *Dictionary of Business Biography* contains over 1,000 biographies and sets out to rectify our lack of knowledge about British businessmen and their achievements between 1860 and 1980. Each of the contributed biographies gives a complete description of its subject and goes on to examine their business career in detail. Notable successes and failures, major innovations, individual management styles and policies, outside business interests and political activities are all described and assessed in the context of a business's rise or fall. Each entry is illustrated and concludes with a bibliography of the subject's writings and reported speeches and a list of sources used in preparing the entry.

"The physical presentation is excellent: good layout, clear typeface, sharp reduction of the portraits and illustrations... it is definitely worth the cost for those who can make use of such a valuable reference tool: large university and public libraries, historical research centres, and certain business libraries as well. It is highly recommended."

American Reference Books Annual

Published in five hard cover volumes at \$795.00 for the set or \$185.00 per volume.

For further details of the *Dictionary of Business Biography*, please write to:
The Marketing Department, Butterworth (Publishers) Inc, 80 Montvale Avenue, Stoneham, Mass. 02180.
Tel: (617) 438 8464

Butterworths

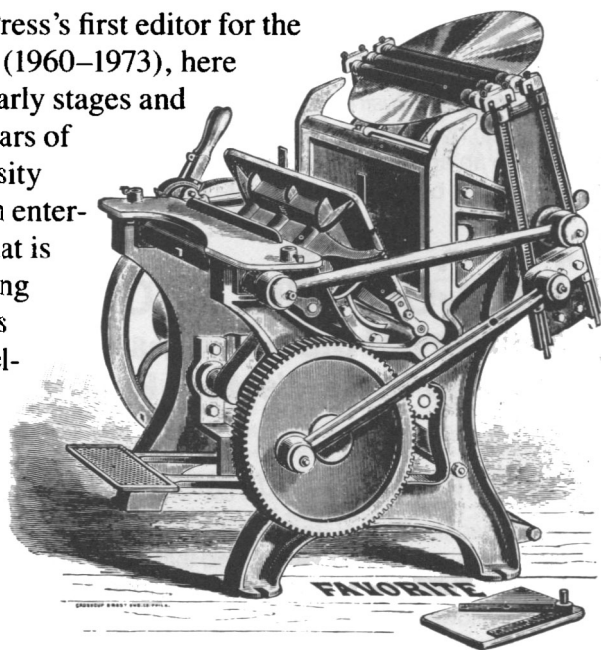
HARVARD UNIVERSITY PRESS: A HISTORY

by
Max Hall

A university press is a curious institution, dedicated to the dissemination of learning yet apart from the academic structure; a publishing firm that is in business, but not to make money; an arm of the university that is frequently misunderstood and attacked by faculty and administration.

Max Hall, the Press's first editor for the Social Sciences (1960–1973), here chronicles the early stages and the first sixty years of Harvard University Press. This is an entertaining book, that is at once publishing history, business history, and intellectual history.

\$20.00



Harvard University Press Cambridge, MA 02138

FAIR PLAY IN THE MARKETPLACE

The First Battle for Pure Food and Drugs

Mitchell Okun

Except for a few specialized monographs, studies of the origins of the consumer movement have concentrated primarily on the federal Pure Food and Drug Act of 1906. Yet the conditions that inspired the act had fully developed a generation earlier. Okun shows that the battles over adulteration in the years between 1865 and 1886 actually anticipated the issues, the arguments, and even the solutions of the Pure Food and Drug Act.

Okun analyzes the efforts to institutionalize the public health, medical, pharmaceutical, and chemical professions and examines the conflicts among important social groups as the food and drug industries underwent significant changes. His book is thus a fascinating study of increasing professionalization in the consumer industries during a period of rapid transformation in American business. 354 pages \$27.50

THE MOSCOW BUSINESS ELITE

A Social and Cultural Portrait

Jo Ann Ruckman

The *Moscow Business Elite* is a well written, informed, and sympathetic monograph by a historian who combines mastery of family biographical detail with an appreciation of the larger historical issues raised by the nature of the Russian bourgeoisie in the late imperial period." *Canadian Slavonic Papers*

288 pages \$24.00

THE CORN BELT ROUTE

A History of the Chicago Great Western Railroad Company

H. Roger Grant

Winner of the Railroad History Book Award

Professor H. Roger Grant provides an excellent corporate history of an important, yet little-known railroad that was one of the most progressive and innovative in the country. . . . The author's broad knowledge of American history allows him to integrate the Chicago Great Western's story into the context of national events, an accomplishment all too infrequently achieved by authors of corporate histories." *Minnesota History*

242 pages, 150 illustrations, maps \$30.00



NORTHERN ILLINOIS UNIVERSITY PRESS
DEKALB, ILLINOIS 60115

Newcomen Awards in Business History

For the best article published in the *Business History Review* during the previous year the Society will award a prize of \$300 and a scroll. For the best article published in the *Business History Review* during the previous year by a graduate student or a recent Ph.D. who has not published a book in business history, the Society will award a special prize of \$150 and a scroll. Criteria for selection include originality, value, breadth and interest of contribution, quality of research materials and methods, and quality of presentation.

Winners will be selected by a panel of judges consisting of the editors and the members of the editorial board of the *Business History Review*, none of whom shall be eligible to receive a prize. The awards are administered by the editorial office of the *Review*. No special prize will be awarded in years when, in the opinion of the judges, no eligible article suitable for the prize was published, and no person may be awarded both prizes in any one year.

**ANNOUNCING
THREE AWARDS
IN
BUSINESS HISTORY**



**PRESENTED BY
THE NEWCOMEN
SOCIETY
OF THE
UNITED STATES**

Thomas Newcomen Book Award in Business History

The Newcomen Society of the United States, in cooperation with the *Business History Review*, will award in 1988 the ninth in a series of triennial prizes consisting of \$1,000 and a scroll for the best book on the history of business published in the United States between 1985 and 1987. "Business history" is defined in its broadest sense to include not only the history of firms or industries, but books tracing interactions of business leaders, analyses of business philosophy or behavior, and studies of the adjustment of businesses and businesspeople to their economic, political, and social environments. Criteria for selection will include contribution to knowledge, depth of analysis, soundness of reasoning, clarity of style and organization, and general readability and format.

Judges for the 1988 award will be announced at an appropriate time by the Harvard Business School and the Newcomen Society of the United States.

GREAT NORTHERN RAILWAY COMPANY PAPERS and NORTHERN PACIFIC RAILWAY COMPANY PAPERS

W. Thomas White, Editor

Our collections of Great Northern (GN) and Northern Pacific (NP) records have been edited from the voluminous original documents held by the Minnesota Historical Society, St. Paul, Minnesota. The holdings are so large—over 6,000 linear feet of material to 1970 for the GN, and over 12,000 linear feet of material to 1970 for the NP—that by necessity we have focused our collections on major files (a total of over 50,000 pages) from just a few broad topical areas: corporate policies, labor relations, and settlement and development activities. Chronologically, our published collections cover the early 1860s through the early 1920s, with occasional files extending into the 1930s. Subsequent collections covering the mid 1920s through the mid 1940s are now being planned.

The Editor

W. Thomas White (Ph.D., University of Washington) is Curator, James J. Hill Papers, James Jerome Hill Reference Library, and has written extensively on railroads and railroad workers.

These microfilm editions of the board of directors' minutes and related papers offer unique opportunities to study the varied activities of two of America's premier railroads, the Great Northern and the Northern Pacific. Those interested in corporate strategies, labor relations, and land disposal and settlement patterns will find these materials of enormous value. I highly recommend these documents.

—Dr. H. Roger Grant, Professor of History, University of Akron

This is a very rich compendium of material documenting the social and economic history of the Northwest in the late 19th and early 20th centuries. It is very good that other research libraries can share this wealth of information via microfilm.

—Dr. Robert E. Burke, Professor of History, University of Washington

Ordering Information

Great Northern Railway Company Papers: Part I, 1862-1922.

Series A: Board of Directors' Minutes and Corporate Histories.

35mm microfilm (4 reels) with printed guide.

Price: \$280. ISBN 0-89093-725-7. Available now.

Series B: Labor.

35mm microfilm (16 reels) with printed guide.

Price: \$1120. ISBN 0-89093-726-5. Available now.

Series C: Settlement and Development.

35mm microfilm (5 reels) with printed guide.

Price: \$350. ISBN 0-89093-727-3. Available now.

DISCOUNT: There is a 10 percent discount for ordering all three series of the GN papers; this discounted price is \$1575.

Northern Pacific Railway Company Papers: Part I, 1864-1922.

Series A: Board of Directors' Minutes and Corporate Histories.

35mm microfilm (10 reels) with printed guide.

Price: \$700. ISBN 0-89093-728-1. Available now.

Series B: Labor.

35mm microfilm (12 reels) with printed guide.

Price: \$840. ISBN 0-89093-729-X. Available now.

Series C: Settlement and Development.

35mm microfilm (3 reels) with printed guide.

Price: \$210. ISBN 0-89093-730-3. Available now.

DISCOUNT: There is a 10 percent discount for ordering all three series of the NP papers; this discounted price is \$1575.

UNIVERSITY PUBLICATIONS OF AMERICA

44 North Market Street • Frederick, MD 21701 • Call Toll Free 1-800-692-6300