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Teschemacher and deBillier Cattle Company

Adventure as well as hope for great gain touched off the Western cattle boom of the 1880's. The magic lure of the West proved irresistible even to conservative Eastern financiers. Losses were large, but the disillusioned and precipitous withdrawal of capital made them even larger.

GENE M. GRESSLEY

Sons of the Wild Jackass and the Stock Market

Heirs to the Populist-Progressive tradition in Congress declaimed, in the 1920's, against low rediscount rates, the use of bank credit for speculative purposes, the rising volume of brokers' loans, and the flow of money to New York from the hinterland. In the bull market environment of the day the warnings went unheeded, in part at least because of their origins.

CEDRIC B. COWING

*Business Patterns in the Growth of a
Midwestern City*

The Western traders who made centers like Kansas City their base soon found that urban development offered greater, safer investment opportunities than did trade. Bonanza real estate earnings became a major source of capital for the further development of the West.

CHARLES N. GLAAB

The Jost Amman Print

An allegorical representation of sixteenth-century commerce; one of the most comprehensive early portrayals of the business scene.

DOROTHEA D. REEVES

*Small City Industrialists in the Age of
Organization*

The movement for nation-wide association among businessmen was echoed at the local level as well. This study of why and how a "grass roots" association developed suggests that the causative forces included not only material benefits but also a desire for status.

JAMES H. SOLTOW

The Montana Company, Limited

The mineral riches of the West were exploited in distinct stages. Before a settled industry could emerge, highly speculative development companies bought out the discoverers, skimmed the cream, and braved the hazards of nature and management. Some, like the Montana Company, flourished for a time, but litigation, depletion, absentee ownership, and high costs made long-term existence almost impossible.

CLARK C. SPENCE

OVER THE COUNTER

Conference on the History of American Business — A Summary Report; An Approach to the Teaching and Writing of American Business History; Business History in Schools of Business Administration; Blending Business History and Economic History

STUDIES IN ENTERPRISE, 1958: A Selected Bibliography of American and Canadian Company Histories and Biographies of Businessmen.

LORNA M. DANIELLS

