

STATEMENT OF OWNERSHIP, MANAGEMENT AND CIRCULATION		Publisher: File two copies of this form with your postmaster.
<i>(Act of October 23, 1962; Section 4509, Title 39, United States Code)</i>		
1. DATE OF FILING <b>OCT 1 1966</b>	2. TITLE OF PUBLICATION <b>BUSINESS HISTORY REVIEW</b>	
3. FREQUENCY OF ISSUE <b>QUARTERLY</b>		
4. LOCATION OF KNOWN OFFICE OF PUBLICATION (Street, city, county, state, zip code)		
<b>214-16 Baker Library, Suffolk County, Boston, Massachusetts 02163</b>		
5. LOCATION OF THE HEADQUARTERS OF GENERAL BUSINESS OFFICES OF THE PUBLISHERS (Not printers)		
<b>214-16 Baker Library, Suffolk County, Boston, Massachusetts 02163</b>		
6. NAMES AND ADDRESSES OF PUBLISHER, EDITOR, AND MANAGING EDITOR		
PUBLISHER (Name and address) <b>The President and Fellows of Harvard College, Cambridge, Massachusetts 02138</b>		
EDITOR (Name and address) <b>James P. Baughman, 214-16 Baker Library, Boston, Massachusetts 02163</b>		
MANAGING EDITOR (Name and address) <b>None</b>		
7. OWNER (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding 1 percent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a partnership or other unincorporated firm, its name and address, as well as that of each individual must be given.)		
NAME ADDRESS		
<b>The President and Fellows of Harvard College Cambridge, Massachusetts 02138</b>		
<b>Nathan M. Pusey, President Cambridge, Massachusetts 02138</b>		
<b>George F. Bennett, Treasurer Cambridge, Massachusetts 02138</b>		
<b>Sargent Kennedy, Secretary Cambridge, Massachusetts 02138</b>		
8. KNOWN BONDHOLDERS, MORTGAGEES, AND OTHER SECURITY HOLDERS OWNING OR HOLDING 1 PERCENT OR MORE OF TOTAL AMOUNT OF BONDS, MORTGAGES OR OTHER SECURITIES (If there are none, so state)		
NAME ADDRESS		
<b>None</b>		
9. Paragraphs 7 and 8 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner. Names and addresses of individuals who are stockholders of a corporation which itself is a stockholder or holder of bonds, mortgages or other securities of the publishing corporation have been included in paragraphs 7 and 8 when the interests of such individuals are equivalent to 1 percent or more of the total amount of the stock or securities of the publishing corporation.		
10. THIS FORM MUST BE COMPLETED FOR ALL PUBLICATIONS EXCEPT THOSE WHICH DO NOT CARRY ADVERTISING OTHER THAN THE PUBLISHER'S OWN AND WHICH ARE NAMED IN SECTIONS 132.231, 132.232, AND 132.233, POSTAL MANUAL (Sections 4155a, 4155b, and 4157 of Title 39, United States Code)		
	AVERAGE NO. COPIES EACH ISSUE DURING PRECEDING 12 MONTHS	SINGLE ISSUE NEAREST TO FILING DATE
A. TOTAL NO. COPIES PRINTED (Net Press Run)	<b>2,700</b>	<b>1,900</b>
B. PAID CIRCULATION		
1. SALES THROUGH DEALERS AND CARRIERS, STREET VENDORS AND COUNTER SALES	<b>687</b>	<b>none</b>
2. MAIL SUBSCRIPTIONS	<b>1,624</b>	<b>1,666</b>
C. TOTAL PAID CIRCULATION	<b>2,311</b>	<b>1,666</b>
D. FREE DISTRIBUTION (including samples) BY MAIL, CARRIER OR OTHER MEANS	<b>177</b>	<b>178</b>
E. TOTAL DISTRIBUTION (Sum of C and D)	<b>2,488</b>	<b>1,844</b>
F. OFFICE USE, LEFT-OVER, UNACCOUNTED, SPOILED AFTER PRINTING	<b>212</b>	<b>56</b>
G. TOTAL (Sum of E & F—should equal net press run shown in A.)	<b>2,700</b>	<b>1,900</b>
I certify that the statements made by me above are correct and complete.		
<i>(Signature of editor, publisher, business manager, or owner)</i> <b>James P. Baughman, Editor</b>		

PSD Form 3526 Jan. 1965

**BUSINESS HISTORY REVIEW**  
**TABLE OF CONTENTS**

**VOLUME XL**

**1966**

***EDITOR***

**JAMES P. BAUGHMAN**

**PUBLISHED QUARTERLY BY**  
**THE HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION**  
**SOLDIERS FIELD, BOSTON, MASSACHUSETTS, 02163**

**1966**

The *Business History Review* is a continuation of the *Bulletin of the Business Historical Society*, published from 1926 through 1953, and has carried on the volume numbers from that publication. Back issues and a General Index to Volumes I through XXVII of the *Bulletin* may be obtained from the Kraus Reprint Corporation, 16 East 46th Street, New York 10017. Back issues and indexes for Volumes XXVIII through XXXVII of the *Review* may also be obtained from the Kraus Reprint Corporation; and back issues for Volumes XXXVIII through XL from the *Business History Review*, Baker 214-16, Soldiers Field, Boston, Massachusetts 02163. Beginning with Volume XXXVI (1962), indexes will be issued every five years.

Copyright © 1966, by the President and Fellows of Harvard College.

# CONTENTS OF VOLUME XL

1966

## ARTICLES

### NUMBER 1

The Origin and Evolution of Nineteenth-Century Asset Accounting. <i>By Richard P. Brief</i> . . . . .	1
The Philadelphia Printer: A Study of an Eighteenth-Century Businessman. <i>By Peter J. Parker</i> . . . . .	24
The Commercial Bank of Lake Erie, 1831-1843. <i>By Harry N. Scheiber</i> . . . . .	47
The Origins of American Land-Grant Railroad Rates. <i>By Robert M. Sutton</i> . . . . .	66
American Businessmen and Consular Service Reform, 1890's to 1906. <i>By Thomas G. Paterson</i> . . . . .	77
LAGNIAPPE . . . . .	98
"Memo, for Mr. Forbes Respecting Canton Affairs" . . . . .	98
THE EDITORS' CORNER . . . . .	108
"Recent Developments of Business History in Italy," by Achille M. Romani . . . . .	

### NUMBER 2

Gresham's Law and the Suffolk System: A Misapplied Epigram. <i>By J. Clayburn La Force</i> . . . . .	149
Three Mercantilistic Proto-Factories. <i>By Herman Freudenberger</i> . . . . .	167
Entrepreneurial Activity in New York during the American Revolution. <i>By Bernard Mason</i> . . . . .	190
A Manufacturer in Wartime: Du Pont, 1860-1865. <i>By Harold B. Hancock and Norman B. Wilkinson</i> . . . . .	213
The Kress Library of Business and Economics and Some of its Treasures. <i>By Eleanor L. Nicholes and Dorothea D. Reeves</i> . . . . .	237
LAGNIAPPE . . . . .	250
"Corporate Names and Change." <i>By J. Boddewyn</i> . . . . .	250
THE EDITORS' CORNER . . . . .	254

### NUMBER 3

The Performance of the British Machine-Tool Industry in the Interwar Years. <i>By Derek H. Aldcroft</i> . . . . .	281
Individualism and Association in French Industry, 1820-1848. <i>By Peter N. Stearns</i> . . . . .	297

The Missouri and Kansas Zinc Miners' Association, 1899-1905. <i>By James D. Norris</i> . . . . .	321
The Study of the History of Industrial Enterprises in Czechoslovakia since 1945. <i>By Bohumil Lehar and Milan Myska</i> . . . . .	335
The Economic Evolution of the Modern World: A Review Article. <i>By S. G. Checkland</i> . . . . .	355
LAGNIAPPE . . . . .	369
"The General Manager's Mail, 1879" . . . . .	369
THE EDITOR'S CORNER . . . . .	372
"Of Interest in <i>Tradition</i> ." Reviewed by Klaus Wolff.	

NUMBER 4

The Dark Tobacco Growers Cooperative Association, 1922-1926. <i>By Carl C. Erwin</i> . . . . .	403
God and Dun & Bradstreet, 1841-1851. <i>By Bertram Wyatt-Brown</i> . . . . .	432
John R. Walsh of Chicago: A Case Study in Banking and Politics, 1881-1905. <i>By Joel A. Tarr</i> . . . . .	451
American Negro Newspapers, 1880-1914. <i>By Emma Lou Thornbrough</i> . . . . .	467
LAGNIAPPE . . . . .	491
"Business Investment and Social Attitudes in 16th-Century France: The Example of the Paris Grocers." <i>By Ronda Larmour</i> .	
THE EDITOR'S CORNER . . . . .	499

BOOK REVIEWS

NUMBER 1

Rae, John B., <i>The American Automobile: A Brief History</i> . Reviewed by Dwight E. Robinson . . . . .	121
La Force, James Clayburn, Jr., <i>The Development of the Spanish Textile Industry, 1750-1800</i> . Reviewed by Henman Freudenberger . . . . .	124
Crosby, Alfred W., Jr., <i>America, Russia, Hemp, and Napoleon: American Trade with Russia and the Baltic, 1783-1812</i> . Reviewed by Gordon C. Bjork . . . . .	125
Fenstermaker, J. Van, <i>The Development of American Commercial Banking, 1782-1837</i> . Reviewed by Harry N. Scheiber . . . . .	126
Gilchrist, David T. and W. David Lewis (eds.), <i>Economic Change in the Civil War Era: Proceedings of a Conference on American Economic Institutional Change, 1850-1873, and the Impact of the Civil War, Held March 12-14, 1964</i> . Reviewed by Ralph L. Andreano . . . . .	128
Fahey, John, <i>Inland Empire: D. C. Corbin and Spokane</i> . Reviewed by John F. Hakola . . . . .	130
Breck, Allen du Pont, <i>William Gray Evans, 1855-1924: Portrait of a Western Executive</i> . Reviewed by Robert G. Athearn . . . . .	132
Hutchinson, W. H., <i>Oil, Land, and Politics: The California Career of Thomas Robert Bard</i> . Reviewed by Joe B. Frantz . . . . .	133

Kroll, Harry Harrison, <i>Riders in the Night</i> . Reviewed by Dewey W. Grantham, Jr. . . . .	134
Köllmann, Wolfgang, <i>Friedrich Harkort, Bd. 1: 1793–1838</i> . Reviewed by Rudolf Braun . . . . .	135
Warren, Donald, Jr., <i>The Red Kingdom of Saxony: Lobbying Grounds for Gustav Stresemann, 1901–1909</i> . Reviewed by John Snell . . . . .	136
Sarnoff, Paul, <i>Russell Sage: The Money King</i> . Reviewed by John F. Stover . . . . .	137
Cowing, Cedric B., <i>Populists, Plungers, and Progressives: A Social History of Stock and Commodity Speculation, 1890–1936</i> . Reviewed by Alfred Roe . . . . .	139
Patterson, Robert T., <i>The Great Boom and Panic, 1921–1929</i> . Reviewed by Alfred Roe . . . . .	139
Martin, Ralph G., <i>The Wizard of Wall Street: The Story of Gerald M. Loeb</i> . Reviewed by Robert Sobel . . . . .	141
Kruzas, Anthony T., <i>Business and Industrial Libraries in the United States, 1820–1940</i> . Reviewed by Laurence J. Kipp . . . . .	142
Hollander, Samuel, <i>The Sources of Increased Efficiency: A Study of Du Pont Rayon Plants</i> . Reviewed by Melvin Kranzberg . . . . .	143
Carroll, John J., <i>The Filipino Manufacturing Entrepreneur: Agent and Product of Change</i> . Reviewed by Bert F. Hoselitz . . . . .	145
Lockwood, William W. (ed.), <i>The State and Economic Enterprise in Japan: Essays in the Political Economy of Growth</i> . Reviewed by G. C. Allen . . . . .	146

NUMBER 2

Kirkland, Edward C., <i>Charles Francis Adams, 1835–1915: The Patrician At Bay</i> . Reviewed by Gabriel Kolko . . . . .	258
Overton, Richard C., <i>Burlington Route: A History of the Burlington Lines</i> . Reviewed by Gilbert C. Fite . . . . .	260
Kellenbenz, Hermann, <i>Der Merkantilismus und die soziale Mobilität in Europa</i> . Reviewed by Fritz Redlich . . . . .	262
Sachs, William S. and Ari Hoogenboom, <i>The Enterprising Colonials: Society on the Eve of the Revolution</i> . Reviewed by Lawrence H. Leder . . . . .	262
Clapp, B. W., <i>John Owens: Manchester Merchant</i> . Reviewed by Robert A. Davison . . . . .	262
Musson, A. E., <i>Enterprise in Soap and Chemicals: Joseph Crosfield &amp; Sons, Limited, 1815–1965</i> . Reviewed by Sidney Pollard . . . . .	264
Parris, Henry, <i>Government and the Railways in Nineteenth-Century Britain</i> . Reviewed by Leland H. Jenks . . . . .	266
van der Laan, H. L., <i>The Sierra Leone Diamonds: An Economic Study Covering the Years, 1952–1961</i> . Reviewed by W. E. Minchinton . . . . .	266
Bernstein, Marvin D., <i>The Mexican Mining Industry, 1890–1950: A Study of the Interaction of Politics, Economics, and Technology</i> . Reviewed by Dwight S. Brothers . . . . .	267
Esenwein-Rothe, Ingeborg, <i>Die Wirtschaftsverbände von 1933 bis 1945</i> . Reviewed by Arthur Schweitzer . . . . .	269
Braunthal, Gerard, <i>The Federation of German Industry in Politics</i> . Reviewed by Hans Schmitt . . . . .	270
Gulbenkian, Nubar, <i>Portrait in Oil: The Autobiography of Nubar Gulbenkian</i> . Reviewed by Vartan Gregorian . . . . .	272

Edwards, Charles E., <i>Dynamics of the United States Automobile Industry</i> . Reviewed by Robert P. Thomas . . . . .	274
Stekler, Herman O., <i>The Structure and Performance of the Aerospace Industry</i> . Reviewed by G. R. Simonson . . . . .	276
Higgins, Thomas G., <i>Thomas G. Higgins, C.P.A.: An Autobiography</i> . Re- viewed by Herman W. Bevis . . . . .	278
Sobel, Robert, <i>The Big Board: A History of the New York Stock Market</i> . Reviewed by Forrest McDonald . . . . .	279

NUMBER 3

Hughes, Jonathan, <i>The Vital Few: American Economic Progress and its Protagonists</i> . Reviewed by Edward C. Kirkland . . . . .	377
Fishlow, Albert, <i>American Railroads and the Transformation of the Ante- Bellum Economy</i> . Reviewed by Barry E. Supple . . . . .	379
Pollard, Sidney, <i>The Genesis of Modern Management: A Study of the In- dustrial Revolution in Great Britain</i> . Reviewed by Thomas P. Hughes . . . . .	382
Deane, Phyllis, <i>The First Industrial Revolution</i> . Reviewed by Rondo Cameron	383
Smith, David M., <i>The Industrial Archaeology of the East Midlands (Notting- hamshire, Leicestershire, and the Adjoining Parts of Derbyshire)</i> . Re- viewed by Bruce Sinclair . . . . .	385
Piuz, Anne-Marie, <i>Affaires et Politique: Recherches sur le Commerce de Genève au XVIIe Siècle</i> . Reviewed by Charles K. Warner . . . . .	385
Sosin, Jack M., <i>Agents and Merchants: British Colonial Policy and the Origins of the American Revolution, 1763-1775</i> . Reviewed by George A. Billias . . . . .	387
Swann, Leonard A., Jr., <i>John Roach, Maritime Entrepreneur: The Years as Naval Contractor, 1862-1886</i> . Reviewed by John G. B. Hutchins . . . . .	388
Soltow, James H., <i>Origins of Small Business Metal Fabricators and Machinery Makers in New England, 1890-1957</i> . Reviewed by Warren C. Scoville . . . . .	390
Hou, Chi-ming, <i>Foreign Investment and Economic Development in China, 1840-1937</i> . Reviewed by Ellsworth C. Carlson . . . . .	391
Ken, Wong Lin, <i>The Malayan Tin Industry to 1914 with Special Reference to the States of Perak, Selangor, Negri Sembilan, and Pahang</i> . Reviewed by Chi-ming Hou . . . . .	393
Hill, Richard, <i>Sudan Transport: A History of Railway, Marine, and River Services in the Republic of the Sudan</i> . Reviewed by R. S. Rungta . . . . .	394
Wilkins, Mira and Frank Ernest Hill, <i>American Business Abroad: Ford on Six Continents</i> . Reviewed by Arthur L. Honiker . . . . .	395
Gleisser, Marcus, <i>The World of Cyrus Eaton</i> . Reviewed by Eli Goldston . . . . .	397
Conant, Michael, <i>Railroad Mergers and Abandonments</i> . Reviewed by James H. Lemly . . . . .	398
Hawley, Ellis W., <i>The New Deal and the Problem of Monopoly: A Study in Economic Ambivalence</i> . Reviewed by Sidney Fine . . . . .	399

NUMBER 4

MacAvoy, Paul W., <i>The Economic Effects of Regulation: The Trunk-Line Railroad Cartels and the Interstate Commerce Commission before 1900</i> . Reviewed by Morton Rothstein . . . . .	504
Shaw, Ronald E., <i>Erie Water West: A History of the Erie Canal, 1792-1854</i> . Reviewed by Ralph D. Gray . . . . .	506

Settle, Raymond W. and Mary Lund Settle, <i>War Drums and Wagon Wheels: The Story of Russell, Majors, and Waddell</i> . Reviewed by Francis Paul Prucha	507
Smith, Alice E., <i>George Smith's Money: A Scottish Investor in America</i> . Reviewed by Irene D. Neu	508
Scarborough, William Kauffman, <i>The Overseer: Plantation Management in the Old South</i> . Reviewed by Franklee G. Whartenby	510
Reed, Merl E., <i>New Orleans and the Railroads: The Struggle for Commercial Empire, 1830-1860</i> . Reviewed by Robert E. Roeder	512
Braun, Rudolf, <i>Sozialer und Kultureller Wandel in Einem Ländlichen Industriegebiet: (Zürcher Oberland) Unter Einwirkung Des Maschinen- Und Fabrikwesens Im 19. Und 20. Jahrhundert</i> . Reviewed by Gerald D. Feldman	513
Zeman, Z. A. B. and W. R. Scharlau, <i>The Merchant of Revolution: The Life of Alexander Israel Helphand (Parvus), 1867-1924</i> . Reviewed by Marshall Goldman	515
Brown, Giles T., <i>Ships That Sail No More, Marine Transportation from San Diego to Puget Sound, 1910-1940</i> . Reviewed by Richard Barsness	516
Leland, Mrs. Wilfred C. and Minnie Dubbs Millbrook, with an Introduction by Allan Nevins and Frank E. Hill, <i>Master of Precision: Henry M. Leland</i> . Reviewed by William Greenleaf	517
Uphoff, Walter H., <i>Kohler on Strike: Thirty Years of Conflict</i> . Reviewed by Albert A. Blum	519
Friedman, Lawrence M., <i>Contract Law in America: A Social and Economic Case Study</i> . Reviewed by Peter J. Coleman	521
Tilly, Richard, <i>Financial Institutions and Industrialization in the Rhineland, 1815-1870</i> . Reviewed by Fritz Redlich	523



## REPRINTS AVAILABLE

### *Business History Review*

Volumes 1–37 and General Index, Volumes 1–27. Boston, Mass., 1926–1963. Available as follows: clothbound complete, \$440.00; paperbound complete, \$396.00; per volume or unit, paperbound, \$18.00 (Volumes 1–24 reprinted in units of two or three volumes as follows: 1–3; 4–6; 7–9; 10–12; 13–15; 16–18; 19–20; 21–22; 23–24. Volumes 25–37 available separately.); General Index, Volumes 1–27, paperbound, \$5.00.

### *Journal of Economic and Business History*

Volumes 1–4 (all published). Cambridge, Mass., 1928–1932. Available as follows: clothbound complete, \$98.00; paperbound complete, \$90.00; per volume, paperbound, \$22.50.

### *Order from:*

**KRAUS REPRINT CORPORATION**  
16 East 46th Street, New York, N. Y., 10017

**KRAUS REPRINT LTD.**  
Nendeln, Liechtenstein

# BUSINESS HISTORY

EDITED BY PROFESSOR F. E. HYDE

This international journal is of interest to economists, economic historians and businessmen. Its articles deal not only with particular firms but with the wider relationships between business and economic life. The journal carries reviews on a broad range of topics included within the term business history. Some recently published articles are: S. B. Saul, *The American Impact on British Industry*; D. L. McLachlan, *The Conference System since 1919*; B. E. Supple, *The Uses of Business History*; E. Bennathan, *German National Income 1850-1960*; Olga Crisp, *French Investment in Russian Joint Stock Companies 1894-1914*; E. Robinson, *The International Exchange of Men & Machines 1750-1800*; F. E. Hyde, *Economic Theory and Business History*.

The journal is published twice yearly: subscription \$5.00 (U.S.A. & Canada) 30s. (United Kingdom).

All enquiries concerning subscriptions and advertisements should be addressed to the publisher. Editorial enquiries should be sent to the Editor, Department of Economics, The University of Liverpool, Liverpool 7.

PUBLISHED BY LIVERPOOL UNIVERSITY PRESS, LIVERPOOL, 7

# TRADITION

A Bi-monthly Journal for the History of Firms and Entrepreneurial Biography  
Founded in 1956

*Editor*

Wilhelm Treue, Göttingen

*Editorial Board*

H. Hassinger, Universität Wien  
E. Hieke, Wirtschaftsgeschichtliche Forschungsstelle, Hamburg  
F. Klemm, Bibliothek des Deutschen Museums, München  
P. H. Mertes, Industrie- und Handelskammer, Dortmund  
F. Prüser, Staatsarchiv, Bremen  
Wolfgang Zorn, Universität Bonn

TRADITION is a profusely illustrated international periodical concerned with historical and contemporary business problems. It treats social and economic questions in connection with entrepreneurial biography and company history.

Supplements to TRADITION appear irregularly and are included within the normal subscription price. They contain longer monographs in the field.

Subscription price, DM 30 per year or DM 5.50 per copy, postage included. Address subscriptions to your book dealer or to Verlag F. Bruckmann KG, München 20, Abhofach, Lothstrasse 1, West Germany.

# THE BUSINESS HISTORY REVIEW

PUBLISHED QUARTERLY BY THE HARVARD GRADUATE SCHOOL  
OF BUSINESS ADMINISTRATION

An international journal devoted to the history of business enterprise and the interaction of business and its environment over time.

Regular subscription rate of \$10.00 includes journal, special issues devoted to neglected fields of inquiry, and annual book-dividend. Recent book-dividends include Overton's history of Burlington lines, Larson and Porter's history of Humble Oil, Albion's history of the Farrell Lines, Buley's history of Equitable Life, and volumes of the Standard Oil (N.J.) history.

Special subscription rate of \$5.00 for teachers and students includes journal and special issues only.

Address subscription inquiries or manuscripts to: Managing Editor, *Business History Review*, 214-16 Baker Library, Soldiers Field, Boston, Massachusetts 02163.

# AGRICULTURAL HISTORY

Designed as a medium for the publication of research and documents pertaining to the history of agriculture in all its phases and as a clearinghouse for information of interest and value to workers in the field. Materials on the history of agriculture in all countries are included and also material on institutions, organizations, and sciences which have been factors in agricultural development.

ISSUED QUARTERLY SINCE 1927

BY

THE AGRICULTURAL HISTORY SOCIETY

Subscriptions, including membership: Annual, \$5.00; student, \$2.00; contributing, \$10.00; life, \$150.00.

Secretary-Treasurer: WAYNE D. RASMUSSEN

Room 3869, South Agriculture Building  
U. S. Economic Research Service  
Washington, D.C. 20025



# Newcomen Awards in Business History

*Presented by*

THE NEWCOMEN SOCIETY IN  
NORTH AMERICA

*in cooperation with*

THE BUSINESS HISTORY REVIEW

☞ Two Newcomen Awards in Business History are offered annually for articles published in the *Business History Review*. The *First Prize*, of \$250, is awarded the article judged, according to the rules outlined below, to be the best of the year. The *Special Award*, of \$100, is for the best article by an author who is not more than 35 years of age and who has not published a book.

☞ Prize articles are selected by a panel of judges composed of a representative of The Newcomen Society and members of the Advisory Board of the *Business History Review*. No member of the Advisory Board or editorial staff shall be eligible for a prize, and articles so authorized will not be considered in the judging. Authors eligible for the *Special Award* shall also be eligible for the *First Prize*, but in no event shall both prizes be awarded for the same article. The Advisory Board reserves the right to withhold the *Special Award* in the event that eligible articles do not, in the Board's judgment, merit prize consideration. The awards program is administered by the editorial offices of the magazine.

☞ Criteria for selection include: originality, value, breadth, and interest of contribution, quality of research materials and methods, and quality of presentation.

## WORLD BUSINESS BOOK SERVICE

122 EAST 55TH STREET  
NEW YORK, NEW YORK 10022  
"One-Stop Service for All Business Books"

### PRIMITIVE MONEY

By PAUL EINZIG

2nd Edition, Revised and Enlarged

Primitive money explained in ethnological, historical, and economic aspects. Includes latest information on survival of primitive currencies and problems of co-existence with modern moneys and a new section on the separate functions of primitive money.

A classic; understandable and enjoyable reading for both the specialist and the layman interested in the history and development of money.

**\$15.00**

**Postage Paid If Payment Enclosed**

## THE FREDERICK JACKSON TURNER AWARD

of the

ORGANIZATION OF AMERICAN HISTORIANS

This yearly prize for the best monograph in American history, submitted by an author who has not previously published in book form, originated in 1958 as the MVHA Prize Studies Award.

**PRIZE:** \$1500 cash award plus publication as award winner and usual royalties from University of Kentucky Press

**PUBLICATION:** Manuscripts retained in the competition are assured of publication by the University of Kentucky Press

**DECISION:** Decision on publication is reached within six weeks

**TIMETABLE:** Awards are announced in April. Manuscripts received by December 1 are considered for the next year's award

Send inquiries to:

Secretary-Treasurer, Organization of American Historians  
University of Utah  
Salt Lake City, Utah 84112

*You are invited to join the OAH. Send applications to the Secretary.*



**The Thomas Newcomen  
\$1,000 Award in  
Business History**  
*Presented by*  
**THE NEWCOMEN SOCIETY IN  
NORTH AMERICA**  
*in cooperation with*  
**THE BUSINESS HISTORY REVIEW**

¶ The Newcomen Society in North America, in cooperation with the *Business History Review*, announces a prize of \$1,000 and scroll to be awarded in 1967 for the best book on the history of business published in the United States during the years 1964–1966.

¶ For the purposes of this award, “the history of business” will be interpreted in its broadest sense, including not only the history of firms or industries, but books tracing interactions of businessmen, analyses of business philosophy or behavior, and studies of the adjustment of businesses and businessmen 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.

¶ The committee to select the recipient of the 1967 Thomas Newcomen \$1,000 Award in Business History is composed of: Professor James P. Baughman, Editor, *Business History Review*, Harvard Graduate School of Business Administration; Mr. Stanley van den Heuvel, Trustee, The Newcomen Society in North America; and Professor Arthur M. Johnson, Harvard Graduate School of Business Administration, chairman.

¶ The 1967 Thomas Newcomen \$1,000 Award in Business History will be the second in a triennial series of prizes intended to encourage the study and improve the writing of business history in the United States and Canada.