

# agricultural history



Subscriptions: \$30 for individuals; \$59 for institutions;  
\$18 for students. (Outside U.S. add \$6 postage).  
Send order and subscription inquiries to:  
Journals Division, University of California Press  
2120 Berkeley Way #5812, Berkeley, CA 94720-5812.  
FAX: 510/642-9917

# Give an American of the Past a Future

## Write for the American National Biography

Sponsored by the American Council of Learned Societies and Oxford University Press, the 20-volume American National Biography is intended to be the definitive biographical reference work in American history for decades to come. Although we have commissioned about 14,500 articles on figures in all walks of life and all eras of American history, numerous entries remain unassigned. The figures still lacking biographers may be relatively minor, but each deserves a place in the nation's chief source of biographical information.

If you are knowledgeable about any of the individuals cited in the list of American businessmen and women, we would be delighted to have you participate in this singularly important venture. Only available articles are listed here. (A complete and annotated list of unassigned subjects is available upon request.) Varying in length from 1000 to 2000 words, each article will be reviewed by a leading scholar and vetted for accuracy and concision. The contributor of an article approved for publication will receive a modest honorarium.

Please send inquiries to **Meg Dietrich, Project Editor, American National Biography, Oxford University Press, 2001 Evans Road, Cary, NC 27513** (Internet address: [mjd@oup-usa.org](mailto:mjd@oup-usa.org)). Please identify, on a line to itself, your first choice for an article, giving the article code (the seven-digit number to the left of the listed name) and then the name; on another separate line, please provide the same information for your second choice. In addition, please provide a brief description of your research/teaching experience in the area of business history.

Code	Article Title	Code	Article Title
A10-01884	Adams, Thomas, Jr.	A10-00380	Davis, Arthur Vining
A10-00010	Adler, Polly	A10-00399	Deere, John
A10-00024	Allis, Edward Phelps	A10-00417	Dillon, Sidney
A10-00026	Altman, Benjamin	A10-00431	Dole, James Drummond
A10-00031	Ames, Oakes	A10-02119	Donner, Frederic G.
A10-00089	Ball, George Alexander	A10-00474	Dumaine, Frederic C.
A10-00110	Bausch, Edward	A10-00477	Dunwoody, William Hood
A10-00120	Bell, Isaac	A10-00503	Elkins, William Lukens
A10-00122	Bell, James Ford	A10-00514	Englis, John
A10-00130	Bernet, John Joseph	A10-00543	Field, Marshall
A10-02059	Blough, Roger M.	A10-00552	Fisher, Alfred J.
A10-01858	Boit, Elizabeth Eaton	A10-02022	Ford, Henry 2nd
A10-02061	Breech, Ernest Robert	A10-00579	Ford, John Baptiste
A10-00184	Brice, Calvin Stewart	A10-00592	Fraser, Leon
A10-00221	Budd, Ralph	A10-00608	Gallagher, Ralph W.
A10-02064	Burrell, Berkeley G.	A10-02070	Gardner, George Peabody
A10-01922	Callaway, Cason J.	A10-00612	Garey, Thomas Andrew
A10-01910	Callaway, Fuller E.	A10-00622	Gerber, (Daniel) Frank
A10-00249	Callaway, Samuel Rodger	A10-00623	Gerber, Daniel (Frank)
A10-01953	Casey, James E.	A10-00628	Gifford, Walter Sherman
A10-00277	Chester, Colby Mitchell	A10-02071	Gilbert, Carl Joyce
A10-00299	Coe, George Simmons	A10-00658	Gossett, Benjamin Brown
A10-00330	Cope, Caleb	A10-00680	Green, John Cleve
A10-00365	Cummings, Walter Joseph	A10-00691	Griffin, Eugene
A10-00371	Curtis, George	A10-02074	Grumman, Leroy

Code	Article Title	Code	Article Title
A10-00760	Hegeman, John Rogers	A10-02035	Parks, Jr., Henry Green
A10-02026	Heinz, Henry John	A10-01278	Patterson, John Henry
A10-00766	Henrotin, Charles	A10-01283	Paul, Josephine Bay
A10-00782	Hill, James Jerome	A10-02095	Payson, Charles Shipman
A10-00784	Hillman, Thomas Tennessee	A10-01306	Pfister, Alfred
A10-00786	Hires, Charles Elmer	A10-01318	Phipps, Lawrence Cowle
A10-00787	Hoadley, John Chipman	A10-02097	Pierce, Edward A.
A10-00805	Hoover, Herbert William	A10-02098	Pierson, Warren Lee
A10-00811	Hormel, George Albert	A10-01326	Piper, William Thomas
A10-00812	Hormel, Jay Catherwood	A10-01334	Post, Charles William
A10-02028	Hoving, Walter	A10-01344	Prentis, Henning Webb, Jr
A10-00823	Hoyt, John Sherman	A10-01985	Prescott, Robert
A10-00846	Hussey, Curtis Grubb	A10-02130	Pritzker, A. N.
A10-00851	Hutton, Edward Francis	A10-01369	Rankine, William Birch
A10-00853	Hyde, Henry Baldwin	A10-01387	Resor, Stanley Burnet
A10-00855	Ingersoll, Robert Hawley	A10-01986	Revson, Charles
A10-02123	Jacobs, W. L.	A10-02187	Reynolds, Richard J.
A10-00865	James, Arthur Curtiss	A10-01390	Reynolds, Richard Samuel Sr.
A10-00874	Jewett, Hugh Judge	A10-01437	Rubinstein, Helena
A10-00903	Keller, Kaufman Thuma	A10-02037	Rukeyser, Merryle
A10-00904	Kelley, Alfred	A10-01442	Ryan, Thomas Fortune
A10-00906	Kellogg, Will Keith	A10-01495	Severance, Louis Henry
A10-02081	Kemper, James Scott	A10-01528	Smith, Alfred Holland
A10-00922	Kingsley, Darwin Pearl	A10-01548	Spaulding, Charles Clinton
A10-00926	Kirstein, Louis Edward	A10-01549	Spaulding, Elbridge Gerry
A10-02082	Kleberg, Robert, Jr.	A10-01550	Spencer, Christopher Miner
A10-00938	Knox, Rose Markward	A10-01556	Spreckels, Claus
A10-00944	Kress, Samuel Henry	A10-01564	Stanley, Harold
A10-00945	Kroger, Bernard Henry	A10-01582	Stevens, Edwin Augustus
A10-00952	Lamont, Thomas William	A10-01590	Stillwell, Silas Moore
A10-00975	Leffingwell, Russell Cornell	A10-01991	Stone, Whitney
A10-00977	Lehman, Arthur	A10-01596	Stotesbury, Edward T.
A10-00978	Lehman, Robert	A10-01599	Straus, Isidor
A10-00986	Levitt, Abraham	A10-01602	Straus, Roger Williams
A10-00992	Libbey, Edward Drummond	A10-01605	Stuart, Elbridge Amos
A10-01973	Lieberson, Goddard	A10-01612	Swank, James Moore
A10-01012	Logan, Thomas Muldrup	A10-02109	Tandy, Charles D.
A10-02126	Lubin, Joseph	A10-01635	Thompson, Jeremiah
A10-01052	Mackenzie, Murdo	A10-02133	Thornton, Charles B
A10-01062	Mapes, James Jay	A10-01657	Towne, Henry R.
A10-01085	Matheson, William John	A10-01993	Tupper, Earl
A10-01096	McCall, John Augustine	A10-01694	Wagner, Webster
A10-01141	Merrick, John	A10-01716	Warfield, Solomon Davies
A10-01143	Merrill, Charles Edward	A10-01721	Waterhouse, Frank
A10-02033	Millar, Richard	A10-02055	Weyerhaeuser, Frederick
A10-01980	Morrison, Harry W.	A10-01868	Weyerhaeuser, J. P., Jr.
A10-01203	Nash, Charles Williams	A10-01746	Whitney, George
A10-01208	Nettleton, Alvred Bayard	A10-01758	Wills, Childe Harold
A10-01244	Olds, Irving Sands	A10-01997	Wilson, Joseph C.
A10-01255	Otis, Charles Rollin	A10-01777	Woodruff, Theodore Tuttle
A10-01256	Otis, Elisha Graves	A10-01787	Yale, Linus

Recent Published in the

**HISTORICAL PERSPECTIVES  
ON BUSINESS ENTERPRISE SERIES**

Mansel G. Blackford and K. Austin Kerr, Editors

**Regulated Enterprise**

*Natural Gas Pipelines  
and Northeastern  
Markets, 1938-1954*

Christopher James Castaneda

"*Regulated Enterprise* chronicles a dynamic period in the natural gas industry, engaging the reader in the lively interplay between gas industry entrepreneurs and government regulators."

—*The Public Historian*

Cloth \$30.00

**American Public Finance  
and Financial Services,  
1700-1815**

Edwin J. Perkins

"Perkins has written a thorough and well-researched financial history of the early years of this country and their effect on the future development of the American economic system."

—*Library Journal*

Cloth \$49.50

**Wolf Creek Station**

*Kansas Gas and Electric  
Company in the Nuclear Era*  
Craig Miner

"This study is a worthy business history that examines many of the economic, cultural, and political aspects of a nuclear power plant within a regional setting. . . . Interesting, thorough, and well documented."

—*Choice*

Cloth \$39.50

**The Passenger Train  
in the Motor Age**

*California's Rail and Bus  
Industries, 1910-1941*

Gregory Lee Thompson

"This extremely well-documented work . . . is one of the most significant business studies produced in the last decade and should be of interest to all students of business history, economic history, and the economic behavior of large corporations. . . . [Thompson's] book should be required reading by all students undertaking a Master of Business Administration degree."

—*Business History Review*

Cloth \$42.50

**Werner von Siemens**

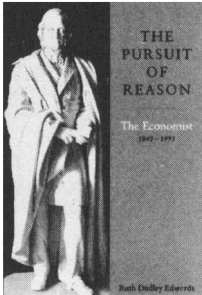
*Inventor and International  
Entrepreneur*  
Wilfried Feldenkirchen

Werner von Siemens is best known as an inventor and pioneering electrical engineer. While previous studies have concentrated on his work as a scientist and technician, this biography, the first in a three-volume history of the Siemens corporation, focuses on his life as a businessman.

Cloth \$19.95 Paper \$12.50

**OHIO STATE  
UNIVERSITY  
PRESS**

1070 Carmack Rd. ● Columbus, OH 43210 ● (800) 437-4439



## **THE PURSUIT OF REASON** **The Economist 1843-1993**

Ruth Dudley Edwards

Foreword by Bill Emmott, Editor of *The Economist*  
"A magnificent work, a grand narrative that will  
be an essential reference point for future historians."  
—*The Independent*

1,056 pages    \$49.95

## **MARY PARKER FOLLETT—** **PROPHET OF MANAGEMENT** **A Celebration of Writings from the 1920s**

Edited by Pauline Graham

Preface by Rosabeth Moss Kanter

Introduction by Peter F. Drucker

Follett's essays on management, originally delivered as lectures in the late 1920s, have long been considered well ahead of their time. This new collection features the original essays with commentaries by a stellar array of modern business thinkers that highlight the validity and relevance of her work to contemporary managers.

"Just about everything written today about leadership and organizations comes from Mary Parker Follett's writings and lectures."

—Warren Bennis

336 pages    \$29.95

## **LOST PROPHETS** **An Insider's History of the Modern Economists**

Alfred L. Malabre, Jr.

Malabre charts the rise and fall of economic schools of thought, from Keynesianism to monetarism to supply-side economics. Capturing the people and places as well as the ideas, his anecdotal history illustrates how the advice of our most noted economists has helped and hurt the economy over the years.

"One of the best business books of 1993." —*Library Journal*

272 pages, with 8 pages of photographs

**Paperback available in May 1995    \$14.95**

Available at bookstores, or call 1-800-545-7685 ext. 5010/617-495-6192 ext. 5010

For a complete catalog of our books, write:

**Harvard Business School Press, Boston, MA 02163**

# GUIDELINES FOR CONTRIBUTORS

## *General Information*

Manuscripts are considered for publication on the understanding that they are not concurrently under consideration elsewhere and that the material—in substance as well as form—has not been previously published.

Three copies of the manuscript should be submitted.

Authors should identify themselves only on a separate title page that provides name, mailing address, and telephone number. Authors must also remember not to identify themselves in the body of the manuscript; specifically, references to their own work in the text should be in the third person, and citations should be written without possessive pronouns—not “See my. . . .”

Each article should be accompanied by a précis of 75-100 words outlining the main point(s) of the paper and placing the article in context. Subheads should be used to divide the manuscript into three or four sections (or more, depending on length).

We do not have an upper or lower page limit, but articles usually run between 25 and 60 type-script pages, including notes and other material.

Articles must contain notes in the humanities style, not references as in the social sciences.

We are always eager to publish illustrations, but authors should not include originals of illustrative materials at the time of submission; photocopies of such material may be included.

Authors of accepted manuscripts will receive two copies of the issue in which the article appears and twenty-five free offprints.

## *Manuscript Preparation*

ALL material—including extracted quotations and notes—must be double-spaced. Legible photocopies or word-processed originals may be submitted. Use of dot-matrix printers is discouraged.

Notes should be numbered consecutively and citations should be placed at the end of the text. Do not place footnotes at the bottom of the page (see word-processing instructions).

Each table or figure should occupy a separate page and should be numbered (in arabic numerals) and grouped together between the text and the notes. The position of these items should be indicated in the text (as, “see Table 3”), but they should not be mingled with the text and no extra space should be left for them there. Each table and figure must be accompanied by a complete source.

We use the 13th edition of *The Chicago Manual of Style* (1982) and spell and hyphenate words according to Webster's *Ninth New Collegiate Dictionary*.

The journal encourages authors to use gender-neutral prose in all cases where it is not anachronistic to do so; male nouns and pronouns should not be used to refer to people of both sexes.

We use the day-month-year form for dates, as 11 February 1990.

Double quotation marks should be used for journal titles and direct quotation; single quotation marks are used for quoted material inside quotations.

## *Sample Citation Forms:*

Book: Alfred D. Chandler, Jr., *The Visible Hand: The Managerial Revolution in American Business* (Cambridge, Mass., 1977), 321-22.

Journal: Charles Cheape, “Not Politicians but Sound Businessmen: Norton Company and the Third Reich,” *Business History Review* 62 (Autumn 1988): 444-66.

Note that we do not include the publisher in book citations. We do not use *loc. cit.*, *op. cit.*, or *idem.*, but *ibid.* (not italicized) may be used.

## *Word-Processing Guidelines*

The journal can accept disks of all standard sizes and densities, but they must be formatted in MS-DOS; we cannot use Apple or MacIntosh software. WordPerfect is directly compatible, but we may be able to accept your document if it can be converted into an ASCII file.

Potential contributors should submit hard copy, not diskettes, initially, but it will save considerable work for all parties in the event of acceptance if authors working on PCs follow a few rules from the beginning:

In general, use as few formatting commands as possible.

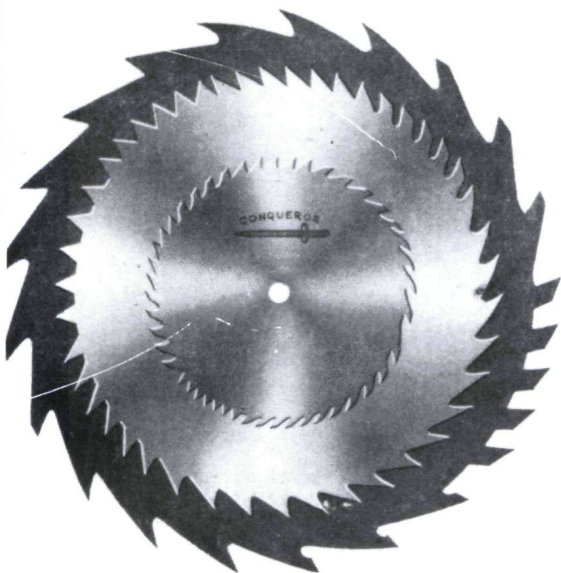
Do not justify or half-justify the right-hand margin.

Do not hyphenate words at the end of lines.


Do not use hard returns except for new paragraphs or required page ends except as absolutely necessary (for example, to break between text and notes).

Do not use special fonts; underline material that is to be set in italics.

Most important, do not use the word processor's automatic footnote functions: do not embed notes in the text. Notes should be keyed in at the end of the text (after any tables) or as a separate file.



BEARDSHAW'S

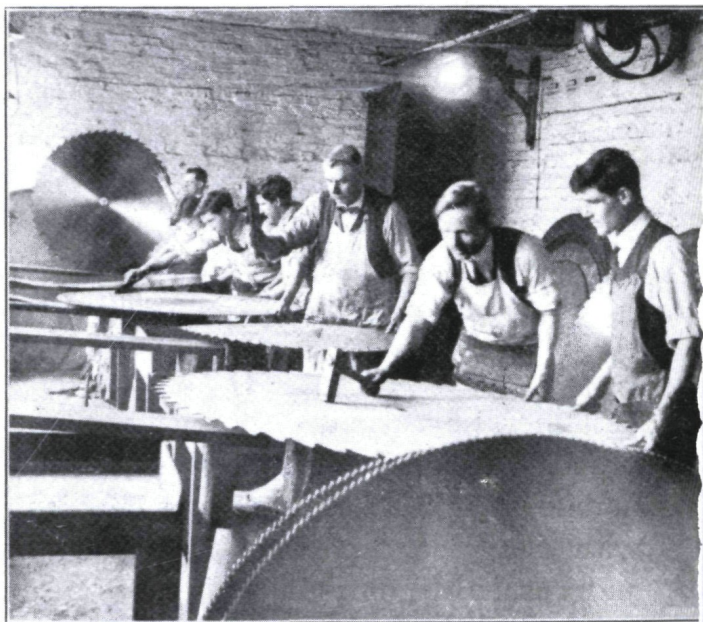
CONQUEROR  
  
 SAWS

CIRCULAR SAWS FOR WOOD AND METAL  
 BAND SAWS FOR WOOD AND METAL.  
 PIT, FRAME, CROSS-CUT SAWS.  
 HACKSAWS. HANDSAWS.  
 METAL SLITTING SAWS.

It is no accident when you get a "Conqueror" Saw of superlative merit. Following are the reasons why such Saws are of such high quality and uniformity:—

1. Complete control of materials at all stages of manufacture, from melting steel to finished saw.
2. Highest known quality of raw materials.
3. Rigorous inspection by skilled managers.
4. One hundred years of experience as sawmakers.
5. Accurate records of all saws previously supplied.

These are the principles on which we have built up our reputation as sawmakers, and we propose to maintain the same.



PART OF OUR SAW-SMITHS' SHOP.