

# The Southern Pacific, 1901–1985 DON L. HOFSOMMER Foreword by

RICHARD C. OVERTON

"... a definitive corporate biography ... a significant contribution to our understanding of the history of the West and Southwest."—*Keith L. Bryant.* "... offers fresh, revealing insights into the twentieth-century strategies and operations of one of the nation's great railroads."—*H. Roger Grant.* 

With unrestricted access to Southern Pacific's files and entrée to corporate officers and employees, Don L. Hofsommer has written the first comprehensive history of the transportation colossus in the twentieth century. He evaluates successive management teams; compares SP's performance with that of its premier competitors; analyzes its decision to diversify; and interprets the company's story in the context of regional and national patterns and of the service area influenced so greatly. 412 pp. 9 color, 200 b&w illus. 24 maps. \$44.50

# **But Also Good Business**

Texas Commerce Banks and the Financing of Houston and Texas, 1886–1986 WALTER L. BUENGER JOSEPH A. PRATT

The history of Texas Commerce Bank, one of the state's largest, is the story of the growth of the region's lumber, cotton, and oil industries. The major focus of the book is the bank's changing position in the flow of credit into the regional economy. Thus the authors provide a perspective on the financing of economic development seldom included in the literature on banking history. Other major themes include the historical relationship of Houston banks to the much larger money center banks in New York and Chicago. 442 pp. Illus. \$29.50

# **Prime Cut**

Livestock Raising and Meatpacking in the United States, 1607–1983 JIMMY M. SKAGGS

Jimmy Skaggs traces the development of this uniquely American industry from the forest-foraging razorbacks of colonial days to present-day genetic engineering of tender, disease-resistant beef cattle. Detailed examinations of seventeenth-century slaughterhouses, the cattle barons of the Great Plains, the birth of conglomerates, the outcry incited by Upton Sinclair's *The Jungle*, the groundswell of organized labor, modern-day inspections, and foreign competition provide a history of American business that begins in national innocence and ends, for now, with a cautious look at the success of reforms. 270 pp. Illus. \$28.50

TEXAS A&M UNIVERSITY PRESS • College Station, Texas 77843



From Brown, The History of the First Locomotives in America

## Railroads and the Character of America, 1820–1887

James A. Ward

A historian looks at the ways the railroad industry defined and redefined America's character and left a lasting mark on the nation's perception of business and of itself.

216 pages. Illustrations. \$14.95



<b>Reprints Available</b>	
<b>Business History Review</b>	
Formerly: Bulletin of the Business	
Historical Society, Boston	
Vols. 1-46 and Gen. Ind. 1-30.	
Boston, Mass., 1926-1972	
Partly original edition.	cloth \$1620.00
Vols. 1-24 (in 9 units)*	paper \$1350.00
Vols. 1-24 (in 9 units) Vols. 25-46	per unit paper \$ 45.00
General Index 1-27	per vol. paper \$ 45.00
General Index 28-30	paper \$ 45.00
*Vols. 1-24 reprinted in units as follows	paper \$ 10.00
1/3(1926-29); 4/6(1930-32); 7/9(1933-	
13/15(1939-41); 16/18(1942-44); 19/20	
23/24(1949-50).	
Note: Many vols. beyond vol. 46 also a	vailable; please inquire.
Journal of Economic and Bu	siness History
Vols. 1-4 (all publ.). Cambridge, Mass.	
1928/29-1931/32.	cloth \$ 260.00
1720/27 1701/020	paper \$ 224.00
	per vol. paper \$ 56.00
	• • • •
Order from:	
KRAUS REPRINT & I	PERIODICALS
Route 100	
DD Millwood, New York 10546	
tps://doi.org/10.1017/S00076805000542600 Published online by Cam	abridge University Press

# New from Cambridge

# RCA and the VideoDisc

The Business of Research

#### Margaret B.W. Graham

A rare inside look at a company and the way it conducts the complex process of science-based innovation. Graham shows how RCA's history, structure, technical capability, and competition all influenced the choices that were made in moving VideoDisc from laboratory to development group to market, and ultimately to withdrawal from the marketplace.

Studies in Economic History and Policy: The United States in the Twentieth Century \$19.95

## From New Era to New Deal

Herbert Hoover, the Economists, and American Economic Policy, 1921-1933

## William W. Barber

Professor Barber demonstrates that Hoover came closer to understanding the determination of national income and employment than did most of the professional economists of his time. However, Hoover was constrained by his beliefs about the proper role of the Federal government set out in the Constitution.

Historical Perspectives on Modern Economics \$39.50

# Management and Managed

Fifty Years of Crisis at Chrysler

## Steve Jefferys

In this study of the Chrysler Corporation, the author challenges the view of postwar America as a period of "labor truce" in which big business consistently implemented a strategy of incorporating previously strong labor unions. He argues that workers did put up wide-spread shopfloor resistance to management prerogatives but that American union organization was structurally weaker than American management.

About \$29.95

# The Fisherman's Problem

Ecology and Law in the California Fisheries, 1850-1980 Arthur F. McEvoy

By reconstructing the ecological history of the fisheries over the nineteenth and twentieth centuries, this study develops a new perspective on environmental problems as contemporary observers understood them, and on the results of their efforts to deal with those problems. The book concludes with an analysis of significant changes in the politics and theory of resource management taking place in the 1970s and 1980s.

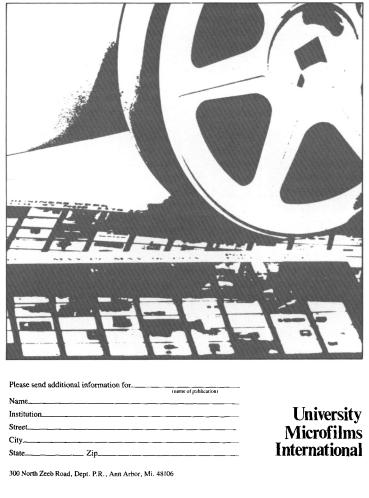
Studies in Environment and History About \$39.50

At bookstores or from

# CAMBRIDGE UNIVERSITY PRESS

32 East 57th Street, New York, NY 10022 800-431-1580 (outside New York State and Canada) MasterCard and Visa accepted

# This Publication is available in Microform.



## **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.



#### 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.

## The Business History Society of Japan

announces the publication of an English-language annual:

# JAPANESE YEARBOOK ON BUSINESS HISTORY Volume 3: 1986

Editors: Keiichiro Nakagawa, University of Tokyo, emeritus and president of the Business History Society of Japan Hidemasa Morikawa, Yokohama National University Advisory Board: Alfred D. Chandler, Jr., Harvard University

Leslie Hannah, London School of Economics Hans Pohl, University of Bonn

SPECIAL ISSUE: THE HISTORY OF COMPANIES IN JAPAN The Early History of Japanese Companies by S. Yasuoka The Formation and Evolution of the Corporate Business System by H. Masaki

#### ARTICLES

The Progress of Shipping Operators Belonging to Trading Companies by S. Goto

Managers and Regulation of the Electric Power Industry by T. Kikkawa

The Establishment of Oligopoly in the Japanese Cotton-Spinning Industry and the Business Strategies of Latecomers: The Case of Naigaiwata & Co., Ltd. by T. Kuwahara

*Employment in the Meiji Period: From "Tradition" to "Modernity"* by A. Chimoto

#### REPORTS

The Works of Japanese Business Historians in 1984: Business History of Japan by K. Maeda The Works of Japanese Business Historians in 1984: Business

#### BOOK REVIEWS

Price: U.S.\$45.50

Ordering: Send your request for copies along with a check to the Japan Publications Trading Co., Ltd., P.O.Box 5030 Tokyo International, Tokyo, Japan.

ISSN 0910-2027

Publisher: Japan Business History Institute 12-4 Hirakawa-cho 2 Chome, Chiyoda-ku, Tokyo 102 Japan

History of Foreign Countries by E. Abe