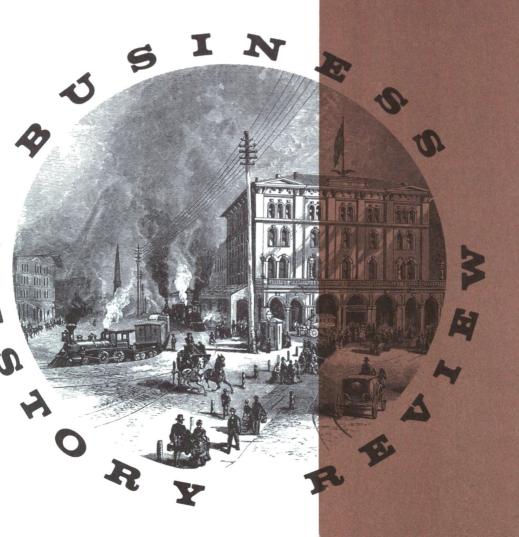
- Law and Life Insurance Railroad Organization
- Charles T. Yerkes: Robber Baron
- Spiegel in the Mail-order Business
- South Carolina Homespun Company
- OVER THE COUNTER (Reports and Notes)
- Printing in London (A Review Article)
- Book Reviews

ARTICLES SUMMARIZED ON BACK COVER



ADVISORY BOARD

RALPH L. ANDREANO Harvard University

HOWARD F. BENNETT Northwestern University

JOHN F. CHAPMAN Harvard University

THOMAS C. COCHRAN
University of Pennsylvania

ABRAM T. COLLIER
John Hancock Mutual
Life Insurance Company

JOHN H. DALES
University of Toronto

DAVID F. EDWARDS
Cambridge, Massachusetts

JOHN D. GLOVER Harvard University

RALPH W. HIDY Harvard University

LELAND H. JENKS Wellesley College

ARTHUR M. JOHNSON Harvard University

CHARLES J. KENNEDY University of Nebraska

HERMAN E. KROOSS New York University

HENRIETTA M. LARSON
Harvard University

THEODORE F. MARBURG
Marquette University

PETER MATHIAS
Queen's College, Cambridge

ELWOOD R. MAUNDER Forest History Society, Inc.

RICHARD C. OVERTON
University of Western Ontario

FRITZ REDLICH
Harvard University

BARRY E. SUPPLE McGill University

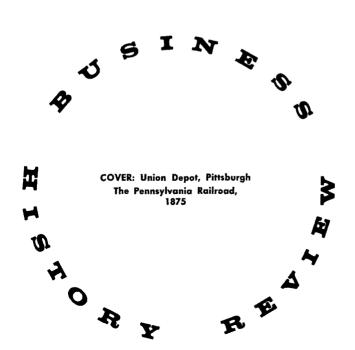
FRANK M. SURFACE Standard Oil Company (N.J.)

Honorary Member
ARTHUR H. COLE
Harvard University [Emeritus]

EDITOR

GEORGE S. GIBB Harvard University

Associate Editor HILMA B. HOLTON



BUSINESS HISTORY REVIEW

CONTENTS

THE JUDICIAL SYSTEM AND THE LAW OF LIFE INSURANCE, 1888–1910	317
MULTIPLE-LEVEL ORGANIZATION OF A GREAT RAILROAD . LELAND H. JENKS	336
PORTRAIT OF A ROBBER BARON: CHARLES T. YERKES SIDNEY I. ROBERTS	344
MARKET ENTRY AND ECONOMIC ADAPTATION: SPIEGEL'S FIRST DECADE IN MAIL ORDER	372
AN ORIGIN OF THE NEW SOUTH: THE SOUTH CAROLINA HOMESPUN COMPANY, 1808-1815	402
OVER THE COUNTER	416
IS HISTORY BUNK OR GOOD BUSINESS? BY RT. REV. MSGR. JAMES	
P. SHANNON	416
SOURCES FOR RESEARCH IN FOREST HISTORY: THE UNIVERSITY OF WASHINGTON MANUSCRIPTS COLLECTION, BY RICHARD C. BERNER	420
READING RAILROAD COLLECTION	426 428
(continued on next page)	

PUBLISHED QUARTERLY BY THE HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION

VOLUME XXXV, NUMBER 3

AUTUMN 1961

CONTENTS

(continued)

RECENT DEVELO	DPMENTS II	N AME	RICAN	BU	ISINE	ESS	ADI	MINIS	STR	A-
TION AND TH										
CHANDLER-RE TORY REVIEW		icle (SPRIN	ic,		, B	·	NESS		:S-
COMMENT BY	HUGH G. J.	AITKEN	•							
	ARTHUR H.	COLE .	•		•	•	•	•	•	•
	MURIEL E.	HIDY A	ND RA	LPH	w.	HII	PΥ			•
j	JOHN G. B. I	HUTCHI	INS							•
1	LELAND H.	JENKS					•			
	ARTHUR M.	JOHNS	ON							•
]	HAROLD F.	WILLIA	MSON							
REPLY TO "CON FRITZ REDLIC	н		•	•	•	•	•	•	•	•
FIVE CENTURIE	S OF PRI	NTING	IN	LO	NDO	N -	- A	REV	ΊE	W
ARTICLE .			•	•	•	٠	•	•	•	•
	`	VILLIA	M KA	HL						
	В	OOK R	EVIE	ws						
John Samuel Eze America. Revie					el:	The	e L	otter •	у : •	in
P. G. M. Dickson viewed by Harr	,		rance	<i>O</i>	ice:	17. •	10-1 •	960. •	R	e-

The Business History Review is published in the Spring, Summer, Autumn, and Winter. Address all communications, including manuscripts and change of address, to Business History Review, 214–16 Baker Library, Soldiers Field, Boston 63, Massachusetts. Telephone Kirkland 7–9800. Regular subscription rate \$10 per year. Special rate for teachers and students \$5 per year. Single copies and reprints of most articles are available; information on request.

The Business History Review does not assume responsibility for statements of fact or opinions made by its contributors.

Contents are currently indexed in the Business Periodicals Index, the H. W. Wilson Co., 950 University Ave., New York City. Entered as second-class matter at Boston, Massachusetts. Printed at the Harvard University Printing Office.

Copyright, 1961, by the President and Fellows of Harvard College.