



© 2013 by The President and Fellows of Harvard College. All rights reserved.

ISSN 0007-6805

Periodical postage paid at Boston, Mass., and additional offices.



VOLUME 87 NUMBER 1 SPRING 2013

EDITORS · Walter A. Friedman and Geoffrey Jones
PRODUCTION MANAGER · Felice Whittum
PRODUCTION COORDINATOR · Linda Cornell
Harvard University

EDITORIAL ADVISORY BOARD

Franco Amatori, Università Bocconi
Edward J. Balleisen, Duke University
María Inés Barbero, Universidad de San Andrés
Hartmut Berghoff, Göttingen University
Mansel Blackford, Ohio State University
William R. Childs, Ohio State University
Jeffrey Fear, University of Redlands
Patrick Fridenson, École des Hautes Études
Margaret B. W. Graham, McGill University
Per H. Hansen, Copenhagen Business School
Gelina Harlaftis, Ionian University
Richard R. John, Columbia University
Angel Kwolek-Folland, University of Florida

Pamela W. Laird, University of Colorado, Denver
Kenneth J. Lipartito, Florida International University
H. V. Nelles, McMaster University
Rowena Olegario, University of Oxford
Nuría Puig, Universidad Complutense de Madrid
Mary B. Rose, Lancaster University
Hans Sjögren, Linköping University
Keetie Sluyterman, Utrecht University
Susan Strasser, University of Delaware
Simon Ville, University of Wollongong
Mira Wilkins, Florida International University
Jonathan Zeitlin, University of Amsterdam

BOOK REVIEW BOARD

Marcelo Bucheli, University of Illinois
Ludovic Cailluet, Toulouse Social Sciences University
Stephanie Decker, Aston University
Julia Ott, New School for Social Research
Werner Plumpe, University of Frankfurt
Catherine Schenk, University of Glasgow

HARVARD BUSINESS SCHOOL

Business History Review is a top-tier referred journal that seeks to publish articles with rigorous primary research that address major topics of debate, offer comparative perspectives, and contribute to the broadening of the subject. We are primarily concerned with the history of entrepreneurs, firms, and business systems, and with the subjects of innovation, globalization, and regulation. We are also interested in the relation of businesses to the environment and to political regimes.

The Business History Review is published in the spring, summer, autumn, and winter by Cambridge University Press for Harvard Business School.

- EDITORIAL OFFICE Business History Review, Harvard Business School, Soldiers Field, Boston, MA 02163, USA. Telephone: +1 617 495 1003, Fax: +1 617 495 2705, E-mail: bhr@hbs.edu.
- SUBMISSIONS See Guidelines for Contributors on inside back cover. Manuscripts, books for review, commentary, and all editorial correspondence should be sent to Walter A. Friedman, Coeditor (contact details as above).
- PUBLISHING OFFICE Cambridge University Press, The Edinburgh Building, Shaftesbury Road, Cambridge CB2 8RU, UK.
- SUBSCRIPTIONS The 2013 subscription price is US\$187 (£117) for institutions' print and electronic
 access. The price for individuals is US\$70 (£50). There is a reduced rate of US\$40 (£25) for students,
 Harvard Business School alumni, and members of the following Associations: Academy of Management, Association of Business Historians, Business History Conference, Business History Society of
 Japan, Economic History Association, European Business History Association, German Association for
 Business Historians.

All prices include delivery by air if appropriate, and exclude VAT. EU subscribers (outside the UK) who are not registered for VAT should add VAT at their country's rate. VAT registered members should provide their VAT registration number. Japanese prices for institutions (including ASP delivery) are available from Kinokuniya Company Ltd., P.O. Box 55, Chitose, Tokyo 156, Japan.

Orders, which must be accompanied by payment, may be sent to a bookseller, subscription agent or direct to the publisher: Cambridge University Press, The Edinburgh Building, Shaftesbury Road, Cambridge CB2 8RU, UK; or in the USA, Canada and Mexico: Cambridge University Press, Journals Fulfillment Department, 100 Brook Hill Drive, West Nyack, New York 10994-2133.

POSTMASTER: send address changes in USA, Canada, and Mexico to Journals Fulfillment Department, 100 Brook Hill Drive, West Nyack, New York 10994-2133; or e-mail subscriptions_newyork@ cambridge.org. Send address changes elsewhere to Cambridge University Press, The Edinburgh Building, Shaftesbury Road, Cambridge CB2 8RU, UK. Claims for missing issues will only be considered if made immediately on receipt of the subsequent issue.

- RIGHTS AND PERMISSIONS Please contact Linda Nicol, Cambridge University Press, The Edinburgh Building, Shaftesbury Road, Cambridge CB2 8RU, UK.
- COPYING This journal is registered with the Copyright Clearance Center, 222 Rosewood Drive, Danvers, MA 01923, USA. Organizations in the USA who are also registered with the C.C.C. may therefore copy material (beyond the limits permitted by, sections 107 and 108 of US Copyright law) subject to payment to the C.C.C. of the per copy fee of US\$15.00. This consent does not extend to a multiple copying for promotional or commercial purposes. Code 0007-6805/11. ISI Tear Sheet Service, 3501 Market Street, Philadelphia, PA 19104, USA, is authorized to supply single copies of separate articles for private use only. Organizations authorized by the Copyright Licensing Agency may also copy, material subject to the usual conditions. For all other use, permission should be sought from Cambridge or from the American Branch of Cambridge University Press.
- ADVERTISING To advertise in the journal please contact the relevant Advertising Promoter for your area: in the USA, Canada or Mexico: journals_advertising@cup.org or telephone +1 212 337 5053; in the UK, Europe, or rest of the world: ad_sales@cambridge.org or telephone +44 1223 325757.
- Business History Review articles are listed in ABI/INFORM Global, America: History and Life, Book Review Index, Business Methods Index, Business Periodical Index, EBSCO Academic Search Premiere, EBSCO Business Source Complete, Historical Abstracts, IBSS, Journal of Economic Literature, Journal Citation Reports/Social Sciences Edition, JSTOR, Proquest 5000, Proquest Central, Social Sciences Citation Index®, Social Scisearch®, and Standard Periodical Directory.
- The paper used in this journal meets the minimum requirements of the American National Standard for Permanence of Paper for Printed Library Materials, Z.39.48 and is 50% recycled, 10% post-consumer.
- Visit our Web site for further details and current information: journals.cambridge.org/action/display Journal?jid=BHR.

Contents

Special Issue: Markets for Innovation

Editors' Note • 1

ARTICLES

Naomi R. Lamoreaux, Kenneth L. Sokoloff, and Dhanoos Sutthiphisal, Patent Alchemy: The Market for Technology in US History • 3

B. Zorina Khan, Selling Ideas: An International Perspective on Patenting and Markets for Technological Innovations, 1790–1930 • 39

Carsten Burhop and Nikolaus Wolf, The German Market for Patents during the "Second Industrialization," 1884–1913: A Gravity Approach • 69

Alessandro Nuvolari and James Sumner, Inventors, Patents, and Inventive Activities in the English Brewing Industry, 1634–1850 • 95

Tom Nicholas and Hiroshi Shimizu, Intermediary Functions and the Market for Innovation in Meiji and Taishō Japan • 121

ANNOUNCEMENTS • 151

BOOK REVIEWS • 157

Stefania Barca, Enclosing Water: Nature and Political Economy in a Mediterranean Valley, 1796–1916. Reviewed by Wilko Graf von Hardenberg • 170

Julie Berebitsky, Sex and the Office: A History of Gender, Power, and Desire. Reviewed by Pamela W. Laird • 182

Peter S. Cahn, Direct Sales and Direct Faith in Latin America. Reviewed by Ana Maria Bidegain and Michael Brasher • 185

Steven Fenberg, Unprecedented Power: Jesse Jones, Capitalism, and the Common Good. Reviewed by Chris Castaneda • 191

Murray Forman, One Night on TV Is Worth Weeks at the Paramount: Popular Music on Early Television. Reviewed by James L. Baughman • 199

- Lyman L. Johnson, Workshop of Revolution: Plebeian Buenos Aires and the Atlantic World, 1776–1810. Reviewed by Roy Hora 165
 - Michael Kassler, editor, The Music Trade in Georgian London. Reviewed by Francesca Carnevali • 163
- Martin Lutz, Siemens im Sowjetgeschäft: Eine Institutionengeschichte der deutsch-sowjetischen Beziehungen, 1917–1933 [Siemens's Business Enterprise in the Soviet Union: An Institutional History of German-Soviet Relations, 1917–1933]. Reviewed by Susanne Hilger 177
 - Joseph A. McCartin, Collision Course: Ronald Reagan, the Air Traffic Controllers, and the Strike that Changed America.

 Reviewed by William R. Childs 187
- Karl Hagstrom Miller, Segregating Sound: Inventing Folk and Pop Music in the Age of Jim Crow. Reviewed by Joshua Clark Davis 196
- Kazunori Minetaki and Kiyohiko G. Nishimura, Information Technology Innovation and the Japanese Economy. Reviewed by Yongdo Kim• 190
- Larry Neal, "I Am Not Master of Events": The Speculations of John Law and Lord Londonderry in the Mississippi and South Sea Bubbles.

 Reviewed by Anne L. Murphy 159
 - *Elena Razlogova*, The Listener's Voice: Early Radio and the American Public. *Reviewed by* David Goodman 194
 - Alasdair Roberts, America's First Great Depression: Economic Crisis and Political Disorder after the Panic of 1837. Reviewed by Stephen Campbell • 161
 - David R. Roediger and Elizabeth D. Esch, The Production of Difference: Race and the Management of Labor in US History.

 Reviewed by Jennifer Delton 179
 - Christopher Sellers and Joseph Melling, editors, Dangerous Trade: Histories of Industrial Hazard across a Globalizing World. Reviewed by Hugh S. Gorman • 173
 - Gail D. Triner, Mining and the State in Brazilian Development.

 Reviewed by Anne Hanley 168
- Carl Wennerlind, Casualties of Credit: The English Financial Revolution, 1620–1720. Reviewed by Forrest Capie • 157
 - Gordon M. Winder, The American Reaper: Harvesting Networks and Technology, 1830–1910. Reviewed by J. L. Anderson 175