



- IN THIS ISSUE
- Harvesters and High Finance
 - Missiles and Creative Destruction
 - Western Businessmen in Russia
 - Wood Pulp and Newspapers
 - Notes on Commercial Travelers
 - Studies in Enterprise, 1963
 - LAGNIAPPE
 - THE EDITORS' CORNER
 - BOOK REVIEWS

ARTICLES SUMMARIZED
ON BACK COVER

**BUSINESS
HISTORY
REVIEWS**



ADVISORY BOARD

EDITOR-IN-CHIEF

RALPH W. Hidy
Harvard University

EDITOR

ARTHUR M. JOHNSON
Harvard University

MANAGING EDITOR

JAMES P. BAUGHMAN
Harvard University

ROBERT G. ALBION
Harvard University [Emeritus]

ROBERT J. ANDRESS
Tulsa, Oklahoma

STUART BRUCHEY
Michigan State University

ALFRED H. CONRAD
Harvard University

MEYER H. FISHBEIN
National Archives

HERMAN FREUDENBERGER
Tulane University

RODMAN W. PAUL
California Institute
of Technology

FRITZ REDLICH
Harvard University [Retired]

GEORGE R. TAYLOR
Amherst College

WILLIAM B. WATSON
Massachusetts Institute
of Technology

BAYARD O. WHEELER
University of Washington

RICHMOND D. WILLIAMS
Eleutherian Mills
Historical Library

HAROLD F. WILLIAMSON
Northwestern University

Honorary Members

ARTHUR H. COLE
Harvard University [Emeritus]

HENRIETTA M. LARSON
Harvard University [Emerita]

International Correspondents

ALDO DE MADDALENA
Università Degli Studi
Di Parma

WOLFRAM FISCHER
Freie Universität Berlin

CLAUDE FOHLEN
Université de Besançon

KARL-GUSTAF HILDEBRAND
Uppsala Universitet

F. E. HYDE
University of Liverpool

H. KLONPMAKER
Academy of Advanced
Economic Studies
(Haarlem)

KEIICHIRO NAKAGAWA
University of Tokyo

WILLIAM WOODRUFF
University of Melbourne

H
I
S
T
O
R
Y
B
U
S
I
N
E
S
S
E
S
R
E
V
I
E
W

COVER: Russian Peddler of the
Nineteenth Century.

BUSINESS HISTORY REVIEW

C O N T E N T S

HARVESTERS AND HIGH FINANCE: FORMATION OF THE INTERNATIONAL HARVESTER COMPANY	283
HELEN M. KRAMER	
MISSILES AND CREATIVE DESTRUCTION IN THE AMERICAN AIRCRAFT INDUSTRY, 1956-1961	302
G. R. SIMONSON	
WESTERN BUSINESSMEN IN RUSSIA: PRACTICES AND PROBLEMS	315
WALTHER KIRCHNER	
WOOD PULP AND NEWSPAPERS, 1867-1900	328
DAVID C. SMITH	
NOTES ON COMMERCIAL TRAVELERS IN EIGHTEENTH-CENTURY FRANCE	346
GEORGE V. TAYLOR	
STUDIES IN ENTERPRISE, 1963: A SELECTED BIBLIOGRAPHY	354
LORNA M. DANIELLS	
LAGNIAPPE	370
The Speed of Business Communication, 1883	370
THE EDITORS' CORNER	376

(continued on next page)

PUBLISHED QUARTERLY BY THE HARVARD GRADUATE SCHOOL
OF BUSINESS ADMINISTRATION

VOLUME XXXVIII, NUMBER 3

AUTUMN 1964

C O N T E N T S

(continued)

BOOK REVIEWS

- Lampard, Eric E., *The Rise of the Dairy Industry in Wisconsin: A Study in Agricultural Change, 1820-1920*. Reviewed by William N. Parker 379
- Bogue, Allan G., *From Prairie to Corn Belt: Farming on the Illinois and Iowa Prairies in the Nineteenth Century*. Reviewed by William N. Parker 379
- Pearce, W. M., *The Matador Land and Cattle Company*. Reviewed by Gene M. Gressley 381
- Sheffy, Lester Fields, *The Francklyn Land & Cattle Company: A Panhandle Enterprise, 1882-1957*. Reviewed by Gene M. Gressley 381
- Schlebecker, John T., *Cattle Raising on the Plains, 1900-1961*. Reviewed by Gene M. Gressley 381
- Oglesby, Richard Edward, *Manuel Lisa and the Opening of the Missouri Fur Trade*. Noted by J. P. B. 383
- Dodds, Gordon B., *The Salmon King of Oregon: R. D. Hume and the Pacific Fisheries*. Reviewed by Scott D. Walton 384
- Goodstein, Anita Shafer, *Biography of a Businessman: Henry W. Sage, 1814-1897*. Reviewed by Martin Deming Lewis . . . 385
- Hidy, Ralph W., Frank Ernest Hill, and Allan Nevins, *Timber and Men: The Weyerhaeuser Story*. Noted by R. W. H. . . . 386
- Hurst, James Willard, *Law and Economic Growth: The Legal History of the Lumber Industry in Wisconsin, 1836-1915*. Reviewed by Frederick W. Kohlmeyer 388

(continued on page 413)

The BUSINESS HISTORY REVIEW is published in the Spring, Summer, Autumn, and Winter. Address all communications, including manuscripts, change of address, and rights and permissions inquiries to BUSINESS HISTORY REVIEW, 214-16 Baker Library, Soldiers Field, Boston, Massachusetts 02163. Telephone 617-547-9800. 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. Second-class postage paid at Boston, Massachusetts. Printed at the Harvard University Printing Office.

Copyright © 1964, by the President and Fellows of Harvard College.