



Chicago, Illinois—Extent of View, One Mile—taken from the Prairie.

BUSINESS
and
ECONOMIC HISTORY

Edited by Jeremy Atack

Second Series

Volume Eleven

1982

BUSINESS and ECONOMIC HISTORY

Second Series Volume Eleven

Jeremy Atack, editor

**Associate Professor of Economics
University of Illinois**

**Papers presented at the twenty-eighth annual meeting
of the Business History Conference, April 15-17, 1982**

Cover photograph courtesy of the Chicago Historical Society.

Bureau of Economic and Business Research
College of Commerce and Business Administration
University of Illinois, Urbana-Champaign

© by the Board of Trustees of the University of Illinois

Library of Congress Catalog No. 82-073920
Manufactured in the United States of America

Preface

The 28th annual meeting of the Business History Conference was held on April 15-17, 1982, in St. Paul, Minnesota as part of the James J. Hill Reference Library's celebration of the opening of the Hill Papers. Local arrangements were handled by Virgil Massman, Director of the Hill Library; Thomas White, Curator of the Hill Papers; and Robert Frame, III, of the Hill Library. The membership were guests of the Library for a cocktail party and for dinner at the Minnesota Club. The Burlington Northern Railroad, Mr. Richard Grayson, Chief Executive Officer and President, provided us with meeting facilities at the Burlington Northern corporate headquarters.

The BHC President-Elect, Fred Bateman, organized an outstanding program, highlighted by a discussion between the two leading experts on the modern corporation, Alfred D. Chandler of the Harvard Business School and Oliver E. Williamson of the University of Pennsylvania. The Lexington Group program was organized by Dan Hofsommer and began on Thursday afternoon (April 15) with a tour of the Burlington Northern Northtown yards followed by a special dinner at the Minnesota Club in honor of Richard Overton as guests of Burlington Northern. At the conclusion of the BHC meetings, many members enjoyed a guided tour of the St. Anthony Fall industrial area with Nicholas Westbrook and John Wickre of the Minnesota Historical Society and Robert Frame, III.

Publication of the annual proceedings of the BHC under the title Business and Economic History, now in its eighth year, is made possible by the continuing support of Vernon K. Zimmerman, Dean of the College of Commerce and Business Administration, and Robert W. Resek, Director of the Bureau of Economic and Business Research, of the University of Illinois at Urbana-Champaign. Janet Fitch of the Bureau of Economic and Business Research is

our technical editor and to her goes the credit for error-free printing and timely appearance. The handsome cover which first graced our 1981 volume was designed by Alice Waldoff of the Bureau who also found and secured our right to use the engraving of the city of Chicago.

The Business History Conference is grateful to all these people who have made our meetings and publication on the proceedings possible and enjoyable.

Jeremy Atack
University of Illinois
at Urbana-Champaign

Contents

Preface

- Presidential Address, 1982: Transportation 1
in Business History

Richard W. Barsness

MANAGERS AND ENTREPRENEURS IN REGIONAL INDUSTRIALIZATION

- Career Patterns in Industrializing Wisconsin 12
1875-1920

Paul Abrahams

- The Big Business of Nashville, 1780-1860 25

Anita S. Goodstein

- Mary B. Gilson -- A Historical Study of the 35
Neglected Accomplishments of a Woman
Who Pioneered in Personnel Management

Charles D. Wrege and Ronald G. Greenwood

- Comments on the Papers of Anita Goodstein, 43
Paul Abrahams, and Ronald Greenwood

Irene D. Neu

HISTORICAL ASPECTS OF INDUSTRIAL ORGANIZATION

- A Strange Sense of Deja Vu: The Packers 49
and the Feds, 1915-82

Robert M. Aduddell and Louis P. Cain

Comparative Advantage and Local Manufacturing
in the South and Midwest in 1860 61

Raymond L. Cohn

Comparative Advantage and Local Manufacturing
in the South and Midwest in 1860: A
Comment 74

Albert W. Niemi, Jr.

Comparative Advantage and Local Manufacturing
in the South and Midwest in 1860: A
Rejoinder 78

Raymond L. Cohn

MONEY, FINANCE, AND INDUSTRIAL GROWTH

Efficient Markets in the Eighteenth Century?
Stock Exchanges in Amsterdam and London 81

Larry Neal

The French Economy, 1650-1788: Economic Growth,
The Money Supply, and Monetarist Theory --
A Summary 102

John J. McCusker and James C. Riley

THE CORPORATION AND INDUSTRIAL EVOLUTION

Microanalytic Business History 105

Oliver E. Williamson

Evolution of the Large Industrial Corporation:
An Evolution of the Transaction-Cost
Approach 116

Alfred D. Chandler, Jr.

LABOR MARKETS AND THE INDUSTRIAL WORK FORCE

Child Labor in the Postbellum Southern Cotton
Textile Industry 136

Cathy L. McHugh

Child Labor in the Postbellum Southern Cotton Textile Industry: Comment	147
<i>Clark Nardinelli</i>	
Labor Unions and Labor Management: 1900-1930	150
<i>Joseph D. Reid, Jr.</i>	
Comments on Labor Unions and Labor Management	159
<i>Fred V. Carstensen</i>	
Productivity and Wages in the American Economy: A Tale of Two Centuries	162
<i>Richard K. Vedder and Lowell E. Galloway</i>	
Comments on: Productivity and Wages in the American Economy: A Tale of Two Centuries	171
<i>Thomas Weiss</i>	
"The Hidden Agenda": A Reply to Professor Weiss	174
<i>Richard K. Vedder and Lowell E. Galloway</i>	
JOINT SESSION WITH THE LEXINGTON GROUP	
A Mis-Applied Response to Opportunity: The Chicago, Milwaukee & St. Paul Railway and The Great Dakota Boom 1879-1886	177
<i>F. Stewart Mitchell</i>	
A. B. Stickney and James J. Hill: An Overview of a Railroad Relationship	189
<i>H. Roger Grant</i>	
USERS AND KEEPERS FOR BUSINESS ARCHIVES: THE HILL PAPERS	
Opportunities for Research in the James J. Hill Papers	192
<i>W. Thomas White</i>	
"Make No Little Plans": The Future Possibilities for Business History at the James J. Hill Reference Library and the Hill Papers	197
<i>Albro Martin</i>	