

Bibliographical Note consists of a carefully selected and annotated bibliography.

It appears to this reviewer that the author clearly has accomplished his purpose, namely "to assemble and preserve scattered materials, some of them ephemeral, which pertain to the activities and organizations of men in a field which the writers of history usually pass over." But he has also given us at least an outline of the later history of life insurance in the United States, setting its various facets into true perspective, and has suggested phases which will bear further investigation and recording. It is to be hoped that business historians will follow the paths of investigation the author has suggested and will not let this challenge and opportunity pass by default.

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J. Edward Hedges

The Development of American Petroleum Pipelines: A Study in Private Enterprise and Public Policy, 1862-1906. By Arthur M. Johnson. (Ithaca: Cornell University Press, 1956. Pp. xiii, 307. Illustrations, maps, bibliography, and index. \$4.50.)

Among petroleum lawyers a source of interesting speculation is the exact nature of pipelines as common carriers. Court decisions have, in general, served to confuse an already mixed-up set of federal laws regarding petroleum pipelines. Some of these disagreements may well be solved by Mr. Johnson's study. This monograph was prepared and published by the American Historical Association through the assistance of the Albert J. Beveridge Fund. It was the prizewinning manuscript submitted to the association's board of judges. Its subject is the growth and establishment of the system of transportation of crude oil through pipes from its beginnings in Pennsylvania until its regulation by the Hepburn Act.

This book might well have been entitled "The Rise and Successful Progress of the Standard Oil Company and Its Pipelines." Until Standard Oil was forced to bow to the pressure of public opinion and the Sherman Anti-Trust Act, it operated the largest and most successful of pipelines. From 1870 until the first decade of this century Standard

Oil combined, fought, operated, bought and sold its way to the top of the competitive ladder in oil transportation. It first fought the Pennsylvania Railroad by joining with the Erie and the New York Central to break a near monopoly of the Pennsylvania. It then turned around and allied with the Pennsylvania when the latter's pipeline system, the Empire Transportation Company, could no longer compete. It could not stop the combination of independents known as the Tide Water Pipe Company that competed with it successfully for a time. Standard ended by becoming the chief pipeline operator and transporter of crude oil east of the Mississippi. That was its position in 1906 in the Lima-Indian and Appalachian oil fields. By 1906 the Pure Oil Company had become its principal competitor.

Standard and Pure Oil succeeded because both were able to conduct their affairs according to the best business methods of the time. Hard work, engineering efficiency, and ruthlessness when necessary were the factors making for ultimate success. This is the theme of Johnson's study. When free competition was permitted those companies able to find and follow the best business methods survived. Standard Oil was better managed, better financed, and better organized. It could crush individuals and roll over the opposition in fine style. In so doing Standard looked at the currently accepted practices of its competitors, the railroads, and followed their methods.

The monopolistic position of Standard Oil and the way in which it reached that position came under attack by the muckrakers. Ida M. Tarbell and Henry D. Lloyd directed public indignation against the way in which a vital commodity was being priced and regulated by a private company. The citizens of Kansas became so angry at one point that this otherwise self-proclaimed home of rugged individualism was put into the oil refining business by those people who hated Standard Oil. Not only in Kansas but also in the eastern states, whenever a pipeline pool or monopoly became too strong there was an attack upon it in the state legislatures.

State legislation of pipelines, however, was not too successful, mainly because of the pressure of special interests such as the railroads. In the end it was aroused public opinion, thanks to the reformers, that backed President Theodore Roosevelt in getting Congress to pass effective regulatory legislation. But regulation under the Interstate

Commerce Commission came too late to alter the form and pattern of operation of the pipeline industry. As Johnson writes: "When the pipeline issue appeared on the national scene as a subject for public policy, it was too late to change the place that private enterprise and inadequate public policies on the state level had given pipelines in the petroleum industry" (p. 251).

In writing this first-rate study of a part of one of our most important industries, the author has made use of nearly every possible source. For his use of public documents, biographies, newspapers, and magazines he should be commended for his diligence and his research. The Roosevelt papers and the hearings before committees of various state legislatures proved a mine of information. State and federal investigatory bodies at one time or another accumulated a large amount of information about our economic growth. No one can safely write industrial history and ignore these usually dull compilations of statistics and opinions. One most important source, however, was apparently unavailable for this study and its absence detracts from the overall value of the book: management's side as revealed in its documents was not given prominence either in the book itself or its bibliography. It is quite probable, though, that this information could not be obtained. What material Johnson did use has been treated with impartiality.

This book is not for the general reader. It is written with a concentration and concern for statistics, events, and facts that makes it heavy going for all but the specialist in economic history. Its chief merit lies in the information it gives about how pipelines were made a weapon for successful warfare within the oil industry and how the public at last stepped in to regulate this new form of transportation.

Indiana Historical Society

Robert B. Eckles

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John Filson of Kentucke. By John Walton. (Lexington: University of Kentucky Press, 1956. Pp. xiv, 130. Illustrations, map, and index. \$4.00.)

This slender volume, based upon research extending over a period of twenty years, presents essentially all that is known of John Filson who, though his life is still shrouded