

*placement Militaire en France: Quelques Aspect Politiques, Économiques et Sociales du Recrutement au XIX<sup>e</sup> Siècle* (Paris, S.E.V.P.E.N., 1968) and Nuria Sales de Bohigas, "Marchands d'Hommes' et Sociétés d'Assurance contre le Service Militaire au XIX<sup>e</sup> Siècle," *Revue d'Histoire Economique et Sociale*, XLIV (1968). It was a custom in France, legalized in 1830, that a man liable for military service could provide a substitute whom he remunerated. Since the rich areas of the country in which there were a good many would-be *remplacés* were distant from the poor ones full of would-be *remplaçants*, a business grew up whose function was to bring the two together. The exact number of participants in the trade derisively labeled "marchands d'hommes" is not known, but estimates vary between several hundred and two thousand.

This kind of business was supplemented by a second one, the insurance against military service. In the 1820's there was, besides local mutual insurance companies, only one enterprise offering this type of coverage. It worked nationally through 2800 agents and did a business amounting to about 1,000,000 francs annually. Later, several other companies entered the field. Premiums paid annually, possibly beginning at birth and ending at the age of twenty-one, guaranteed the insured an amount needed to pay a volunteer to replace him if he was selected by lot from the pool of eligibles twenty-one years of age. This insurance business was reputable, and men well known at the time in politics, the army, or in business were among the directors of the firms. "Marchands d'hommes" and insurance against military service were destroyed in France by a law of 1856, but it continued to exist in Spain into the 1860's.

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We are pleased to announce the publication of an anthology of articles from the *Review* entitled *The History of American Management: Selections from the BUSINESS HISTORY REVIEW*, edited by James P. Baughman (Englewood Cliffs, N.J., Prentice Hall, 1969. Pp. ix & 252. \$5.75).

Articles included in the anthology are the following: Alfred D. Chandler, Jr., "The Beginnings of 'Big Business' in American Industry," and "The Railroads: Pioneers in Modern Corporate Management"; Joseph A. Litterer, "Systematic Management: Design for Organizational Recoupling in American Manufacturing Firms"; Earnest Dale and Charles Meloy, "Hamilton MacFarland Barksdale and the DuPont Contributions to Systematic Management"; David F. Hawkins, "The Development of Modern Financial Reporting Practices among American Manufacturing Corporations"; Sidney Fine, "The Ford Motor Company and the N.R.A."; Alfred D. Chandler, Jr., "Management Decentralization: An Historical Analysis"; and Mabel Newcomer, "Professionalization of Leadership in the Big Business Corporation."

The editor and the authors have donated all their royalties to the *Review*.

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The Eleutherian Mills Historical Library, Wilmington, Delaware, offers Grants-in-Aid to a limited number of graduate students who would like to do research at the Library.

The bulk of the Library holdings relate to American economic and business history, with special reference to the middle Atlantic States region, but they also include a great deal of material on French history. In addition, the staff is compiling a list of business and industrial manuscript collections that are held in institutions within an eighty-mile radius of the Library.

The grants are issued throughout the year upon approval of the Research Committee of the Eleutherian Mills-Hagley Foundation, of which the Library is a part. For further information on the collections and the Grants-in-Aid write to the Director, Eleutherian Mills Historical Library, Greenville, Wilmington, Delaware 19807.

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The *Business History Review Five-Year Index: Volume XXXVI (1962) through Volume XL (1966)* can be obtained from our editorial office at \$3.00, postpaid. The fifty-nine page guide provides detailed author, title, proper name, and subject entry to our articles, notes, and reviews over its period of coverage.

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## EDITORIAL AND FOOTNOTE SUGGESTIONS FOR CONTRIBUTORS TO BUSINESS HISTORY REVIEW

### I. MANUSCRIPTS

Manuscripts should be typewritten, double space, on standard size, good grade, white paper (approximately 8½" × 11"). The original copy, not a carbon, should be submitted to the *Review*, the author retaining a carbon for his own reference. Number pages consecutively. The author is responsible for the accuracy of his manuscript as submitted. Substantial changes cannot be made after the manuscript has been set in type. The accepted standard for spelling is Webster's New Collegiate (New International) Dictionary.

### II. QUOTATIONS

The author is responsible for the accuracy of his quotations and references. All quotations must be verified carefully before the manuscript is submitted for publication.

Each quoted passage should be accompanied by a specific reference.

Long quoted passages should be double-spaced but set off from the text by indenting the lefthand margin five spaces.

When quotations totaling more than 200 words are made from any copyrighted work, the author must secure permission to quote from the holder of the copyright and must see that proper acknowledgement is made.

### III. TABLES

Tables should be numbered in Arabic numerals, consecutively. Each table should be on a separate sheet, with its footnotes below it. Footnotes to tables should be indicated by superior letters instead of numerals.

All tables should have a title and all arithmetic within the table should be checked for accuracy. Tables should be clear and concise.

#### IV. FOOTNOTES

Footnotes should be numbered consecutively; they should be indicated in the text by Arabic numerals placed slightly above the line, outside the punctuation. Use *Ibid.* if the exact citation is duplicated in a reference immediately following it. Use a clear short title rather than *op. cit.* if other references intervene.

DO NOT TYPE NOTES ON THE TEXT PAGE. SUBMIT FOOTNOTES ON SEPARATE SHEETS AT THE END OF THE ARTICLE, DOUBLE SPACE.

#### BOOKS AND PERIODICALS

##### *Books*

Name of author in normal order, *Title of Book* (number of volumes, if more than one, City, State [if necessary to prevent confusion], year), volume number(s), page number(s).

Example: Edward D. Adams, *Niagara Power, History of the Niagara Falls Power Company, 1886–1918* (3 vols., Niagara Falls, New York, 1927), I, 76–80.

Name of editor in normal order (ed.), *Title of Book* (City, year), page number(s).

Example: Samuel I. Rosenman (ed.), *The Public Papers and Addresses of Franklin D. Roosevelt* (New York, 1938), 752–54.

Use *Ibid.* if the exact citation is duplicated in a reference immediately following.

Example: <sup>1</sup> Edward D. Adams, *Niagara Power: History of the Niagara Falls Power Company, 1886–1918* (3 vols., Niagara Falls, New York, 1927), I, 144.

<sup>2</sup> *Ibid.*, II, 69.

Use a short title instead of *op. cit.* for succeeding citations if other references intervene.

Example: <sup>4</sup> Edward D. Adams, *Niagara Power: History of The Niagara Falls Power Company, 1886–1918* (3 vols., Niagara Falls, New York, 1927), I, 86–90.

<sup>5</sup> Rosenman, *Public Papers*, 22–25.

<sup>6</sup> Adams, *Niagara Power*, I, 144–51.

##### *Periodicals*

Name of author in normal order, “Title of Article,” *Name of Periodical*, vol. no. (Month, year), pg. no.

Example: <sup>1</sup> Harold I. Sharlin, “The First Niagara Falls Power Project,” *Business History Review*, XXXV (Spring, 1961), 59–74.

Use a short title instead of *op. cit.* in succeeding citations if other references intervene.

Example: <sup>4</sup> Harold I. Sharlin, "The First Niagara Falls Power Project," *Business History Review*, XXXV (Spring, 1961), 59-74.

<sup>5</sup> Rosenman, *Public Papers*, 24-350.

<sup>6</sup> Sharlin, "Niagara Power Project," 211.

### *Dissertations and Theses*

Name of author in normal order, "Title of Manuscript" (Degree of dissertation, University, Date), pg. no.

Example:

<sup>1</sup> Henry August Pochmann, "The Mind of Mark Twain" (Ph.D. dissertation, University of Texas, 1924), 24.

### *Newspapers*

Name of Newspaper (location if not clear), Month, day, year (Page number is not given.)

Example:

<sup>1</sup> New York *Times*, June 28, 1961.

<sup>2</sup> London *Times*, June 29, 1961.

<sup>3</sup> Clarksville (Ga.) *Gazette*, June 30, 1956.

### GOVERNMENT PUBLICATIONS

<sup>1</sup> U.S. Bureau of the Census, Fifteenth Census of the United States, Census of Distribution, Retail Distribution (Trade Series), *Automobile Trades* (Washington, 1934), Table 9A, 72.

<sup>2</sup> U.S. Bureau of Labor Statistics [instead of U.S. Department of Labor, Bureau of Labor Statistics], Bulletin No. 752, *Wholesale Prices, 1931* (Washington, 1933), 24-36.

<sup>3</sup> Federal Trade Commission, *Utility Corporations: Economic, Financial, and Corporate Phases of Holding and Operating Companies of Electric and Gas Utilities*, Sen. Doc. 92, Pt. 72-A (Washington, 1944), 46.

<sup>4</sup> Hearings before the Senate Committee on Small Business, *Impact of Price Controls and Stabilization Policies on Small Business: VII*, Pt. 82, 79 Cong., 2 Sess. (Washington, 1946), 9335.

Use a short title in succeeding citations instead of *op. cit.* if other references intervene.

Example: <sup>4</sup> Federal Trade Commission, *Utility Corporations: Economic, Financial, and Corporate Phases of Holding and Operating Companies of Electric Gas Utilities*, Sen. Doc. 92, Pt. 72-A (Washington, 1944), 46.

<sup>5</sup> U.S. Census, *Automobile Trades*, 72.

<sup>6</sup> Federal Trade Commission, *Utility Corporations*, 46.

### MANUSCRIPT COLLECTIONS

Specific item cited, where located in collection, official title of collection, name of archives, city, state.

Example: <sup>1</sup> John Brown Letter Book, 1830, Box 22-A, John Brown Papers (Robert E. Lee Library, Slippery Rock College, Jonesboro, New York).

Use a short title in succeeding citations.

Example: <sup>1</sup> Abraham Lincoln to Brown, March 2, 1840, Letters Received, 1830–1840, Box 30-B, Brown Papers.

### LEGAL CITATIONS

In citing legal cases, the title of the case is underlined (or italicized). The volume number precedes the abbreviated title of the report, and the page number and date follow. Since court decisions usually appear in two or more reports, the reference frequently mentions more than one report; the official report is cited first. Some federal and state reports are known by the name of the official reporter. For a reporter of the U.S. Supreme Court, U.S. should appear after the name; for a state reporter, the state abbreviation.

Examples: <sup>1</sup> U.S., *Constitution*, Art. 4, sec. 3.

<sup>2</sup> Illinois, Constitution (1848), Art. 5, sec. 2. [The date of a constitution is indicated ordinarily only when it is not the one in force.]

<sup>3</sup> Massachusetts, *Annotated Laws* (Supplement, 1951), c. 184, sec. 8.

<sup>4</sup> *Lisemba v. State of California*, 314 U.S. 219 (1939). [Note that the v. is not underlined.]

<sup>5</sup> *Collector v. Day*, 11 Wallace (U.S.), 113 (1870).