



The Winthrop Group

Selected Publications

Since 1982, Winthrop professionals have authored more than 70 books and articles, many published by distinguished university and trade presses like Oxford, Cambridge, Harvard Business Review Press, University of Chicago, Hyperion, and John Wiley & Sons, and all written to the highest professional standards. We are proud that many of these works have made original contributions to management and academic literature. But our first priority is to help our clients understand and communicate their stories in ways that matter to them. That's why we tailor our efforts to their specific needs and the audience(s) they wish to reach. Whatever form it takes, whether in print or digital formats, all of our work bears witness to the power of history to entertain, illuminate, inspire, and convince.

For more information about Winthrop, our people, and our work, please visit our website:
www.winthropgroup.com.

Aerospace/High Tech

Architects of Information Advantage (MITRE)

Timken: From Missouri to Mars

TRW: 1901-2001

Diversified

Dover Corporation

The Making of Harcourt General: A History of Growth Through Diversification

Education

Charity and Merit: Trinity School at 300

After the Harkness Gift: A History of Phillips Exeter Academy Since 1930

A Joyous Adventure: Sixty Years at St. Hilda's and St. Hugh's

Financial Services

The Life and Times of Dillon Read

Mutually Beneficial (Guardian Life)

The New Financial Capitalists (KKR)

Reflections (Brown Brothers Harriman)

Underwriting America's Success (MetLife)

The Transformation of Financial Capitalism: Essays on the History of American Capital Markets

Financing the Dream: The Federal Home Loan Bank of Indianapolis

Client, Firm, Self: The History and Culture of Wellington Management Company

General Business and Entrepreneurship

Changing Fortunes: Remaking the Industrial Corporation

Engineering Invention: Frank J. Sprague and the U.S. Electrical Industry

The Entrepreneurs: An American Adventure Forbes Greatest Business Stories of All Time

Knowledge for Generations: Wiley and the Global Publishing Industry (John Wiley & Sons)

"Northwest Airlines: Integrative Case Studies" (Harvard Business School)

Performance Without Compromise (Emerson)

Waste Management: An American Corporate Success Story

Wisdom from the Ancients

Wisdom from the Robber Barons

A Vision for Venture Capital (Advent)

Manufacturing

America's Paint Company: A History of Sherwin-Williams Company

The Anatomy of a Business Strategy (AT&T)
Becton Dickinson and Company

Centennial in Cement: A History of Medusa Corporation
Corning: A Story of Discovery and Reinvention
Driving Change: The UPS Approach to Business
Emerson Electric Co.: A Century of Manufacturing
The Generations of Corning
Labors of a Modern Hercules: The Evolution of a Chemical Company
Lincoln Electric
Mylan: 50 Years of Unconventional Success From Monopoly to Competition (ALCOA)
Pitney Bowes at 75
Timex: A Company and Its Community

Sales and Marketing

Cotton's Renaissance (Cotton Incorporated)
Donnelley and the Yellow Pages: The Birth of an Advertising Medium
Retail Revolutionary: Kinney Shoe's First Century in Footwear
Rising Tide: Lessons from 165 Years of Brand Building at Procter & Gamble
The Long Blue Line: A History of Selling at Procter & Gamble

Non-Profit

Celebrating 150 Years (YMCA of Greater Boston)
Children, Race, and Power (Northside Center for Child Development)
The Christian A. Johnson Endeavor Foundation
The Riverside Church in the City of New York
 "Sustainability and the Scholarly Enterprise: A History of Gutenberg-e" (Andrew W. Mellon Foundation)

Professional Services

Accounting for Success: A History of Price Waterhouse in America
Cadwalader, Wickersham & Taft: A Bicentennial History
Celebrating 75 Years: Viewing Chicago History Through Our Private Art Collection (William Blair & Company)
From Practice to Profession: A History of the Financial Analysts Federation and the

Investment Profession (AIMR, now CFA Institute)
A History of the Firm (McKinsey & Company)
Reflections: 50 Years of McKinsey in the UK
Ropes & Gray
Shepley Bulfinch Richardson and Abbott
The Story of BCG: A Commitment to Impact (Boston Consulting Group)

Real Estate/Construction

Broken Buildings, Busted Budgets (Barry LePatner)
Enterprise & Technology (LKC, Inc.)
Too Big to Fall (Barry LePatner)
Trammell Crow, Master Builder: The Story of America's Largest Real Estate Empire

R&D/Innovation

Corning and the Craft of Innovation
From Invention to Innovation (AT&T)
R&D for Industry (ALCOA Labs)
TRW: Pioneering Technology and Innovation Since 1900