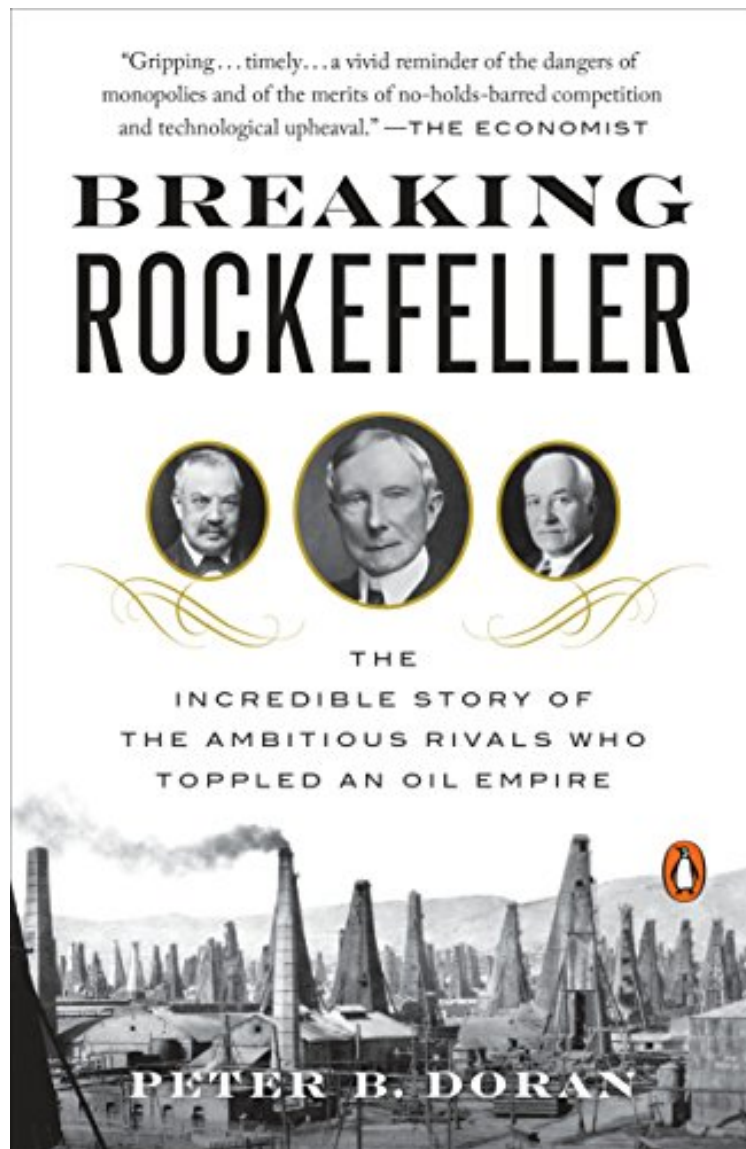


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## Breaking Rockefeller: The Incredible Story of the Ambitious Rivals Who Topped an Oil Empire

*Peter B. Doran*

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**Peter B. Doran : Breaking Rockefeller: The Incredible Story of the Ambitious Rivals Who Topped an Oil Empire** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Breaking Rockefeller: The Incredible Story of the Ambitious Rivals Who Topped an Oil Empire:

5 of 5 people found the following review helpful. Development of Royal Dutch Shell and the challenge of Standard

OilBy Steven PetersonA fascinating book. John D. Rockefeller had established the Standard Oil Company, which used its near monopoly power to dominate the oil market in the United States. This book is a study in how two entrepreneurs--competitros at times and collaborators at other times--entered the American market and competed with Standard Oil. The success of the new group--Royal Dutch Shell--was a bit less than met the eye, but it was surely an important event in American oil business and policy and politics.The progenitors of Royal Dutch Shell. . .Marcus Samuel began with developing a plan of action for oil from Baku and other sites in Russia. Thus became, over time, Shell Oil. Then, Henri Deterding, who used oil from Southeast Asia to create what became known as Royal Dutch. While they were working to develop their separate enterprises, Other figures were involved in the picture--such as the Rothschild family.With the development of oil tankers that could traverse the Suez Canal, Samuels experienced a breakthrough. Over time, he and Deterding developed a prickly business relationship.In the United States, Standard Oil was torn apart under the aegis of antitrust laws. At a point in time, Royal Dutrh Shell entered the American market and succeeded. Calling this a Rockefeller "breaking" is a bit off target, since Standard Oil had been weakened by government action. Nonetheless, a fascinating book about oil politics and business. . . 3 of 3 people found the following review helpful. A page turnerBy Hector E.While John D. Rockefeller's story is a well traveled road, Royal Dutch/Shell's history was totally unknown to me. And this book does the job thoroughly, I enjoyed the description of London's neighborhoods in the mid 1800s, how the name Shell came about, the far away oil fields in Baku, Sri Lanka and Borneo. The details about the first oil tanker I found it to be fascinating.I could not put it down, I strongly recommend this book, specially to those who enjoy financial history but also to any one who enjoys a good biography. I loved it.0 of 0 people found the following review helpful. Distance, geography, risk, technology greedBy Lynn LyonIt all started with a hashtag - #LNG. I was introduced to Peter Doran on Twitter with a mutual interest in natural gas. His tweets are insightful but limited with 140 characters. He is a gifted thinker and author. He educates and entertains with this story that looks at the challenges of distance, geography, risk, technology and greed.I love this book. Every chapter was my new favorite through the final pages. Peter is an excellent story teller in writing and in person. Breaking Rockefeller provides a depth of knowledge with personal context for Rockefeller, Samuel Deterding.This story needs to be told. The energy, innovation and associated wealth of this era deserve a spotlight. I hope we see a blockbuster movie based on the book. The tale of the Titanic is a small story compared to the tale of the Murex. The Big Short is nothing compared to The Big Monopoly ran by the wealthiest man in the world.I love this story and Peter's book. I sent my Dad a copy and look forward to getting his perspective too.

The incredible tale of how ambitious oil rivals Marcus Samuel, Jr., and Henri Deterding joined forces to topple the Standard Oil empire nbsp; Marcus Samuel, Jr., is an unorthodox Jewish merchant trader. Henri Deterding is a take-no-prisoners oilman. In 1889, John D. Rockefeller is at the peak of his power. Having annihilated all competition and possessing near-total domination of the market, even the U.S. government is wary of challenging the great ldquo;anacondardquo; of Standard Oil. The Standard never losesmdash;that is until Samuel and Deterding team up to form Royal Dutch Shell. nbsp; A riveting account of ambition, oil, and greed, Breaking Rockefeller traces Samuelrsquo;s rise from outsider to the heights of the British aristocracy, Deterdingsquo;s conquest of America, and the collapse of Rockefellerrsquo;s monopoly. The beginning of the twentieth century is a time when vast fortunes were made and lost. Taking readers through the rough and tumble of East Londonrsquo;s streets, the twilight turmoil of czarist Russia, to the halls of the British Parliament, and right down Broadway in New York City, Peter Doran offers a richly detailed, fresh perspective on how Samuel and Deterding beat the worldrsquo;s richest man at his own game.

ldquo;Breaking Rockefeller emulates the best oil literature, in which geology and geopolitics go hand in hand.rdquo;mdash;The Wall Street Journalldquo;[Marcus Samuel and Henri Deterdingsquo;s]nbsp;story, though not new, is grippingly retold in Breaking Rockefeller. . . . The guts, greed and gusto of this cast of characters are what give the book its vigor. . . . The book is timely in an era when Americarsquo;s shale revolution has upset the OPEC cartelrsquo;s efforts to control the worldrsquo;s oil markets, and Eastern Europe struggles to free its gas markets from dependence on Russiarsquo;s Gazprom. It is a vivid reminder of the dangers of monopolies, and of the merits of no-holds barred competition and technological upheaval.rdquo;mdash;The Economistldquo;It is the authorrsquo;s love affair (it can be called nothing less) with oil itself that most effectively entices the reader to make her way through these pages. . . .nbsp;When Doran talks about [oil], it is with a sensuality of language comparable to that of the most decadent of gourmets. . . .nbsp;Peter Doranrsquo;s writing style is lively, accessible and sometimes slightly breathless. Each one of his chapters ends with a dramatic, almost apocalyptic-sounding statement that leads neatly to the next one. It works. Even the most ardent of fossil fuel haters will findnbsp;Breaking Rockefellernbsp;hard to resist.rdquo;mdash;The Post and Courierldquo;Why havenrsquo;t you heard [Marcus Samuelrsquo;s] full story before? Because his history is more elusive than a shell game: He had all of his papers and correspondence burned. Now Doran has gathered enough secondary evidence to tell his tale.rdquo;mdash;Thenbsp;New York Postnbsp;(a must-read book of the week)ldquo;Innbsp;Breaking Rockefeller, author and energy expert Peter B. Doran tells the story of an unlikely partnership that dared to take onmdash;and take downmdash;Rockefeller. . . .nbsp;[A] well-

researched history. . . . Fort Worth Star-Telegram . . . Doran has written a vastly entertaining book. . . . The St. Louis Post-Dispatch . . . An expansive and engaging overview of the first tumultuous decades of the oil industry. His vigorous prose and persuasive narrative manage to capture all of the major players and events of that industry's first 50 years . . . I used to tell readers who want to understand the history of the oil industry to read famed oil historian . . . Daniel Yergin's Pulitzer Prize-winning . . . The Prize. I still do. But now I say that they should read Doran's . . . Breaking Rockefeller . . . too. . . . It really is a ripping nonfiction yarn that illuminates the oil industry's formative years. . . . Bizmology . . . [A] lively history of the early petroleum industry. . . . Doran's vigorous narrative conveys the drama of the oil industry in its heroic days, featuring grueling stretches of dry wells followed by marathon gushers; lurid, greedy oil boomtowns; and the wars, revolutions, and production gluts that made the business a roller-coaster. He's also good at untangling the underlying dynamics of finance, marketing, technology, and transportation. The result is an entertaining portrait of the oil industry's past and the business forces that still shape its present. . . . Publishers Weekly . . . [Doran's] main accomplishment is his illumination of the saga of how Marcus Samuel Jr. and Henri Deterding became rivals in the world oil trade and then, around the turn of the century, found enough common interest to attack the Standard Oil juggernaut from Japan, Russia, and elsewhere outside the U.S. . . . A readable popular history told largely through the actions of swashbuckling tycoons. . . . Kirkus . . . Doran is a gifted writer and storyteller; his first-rate history and introduction to the petroleum business . . . delivers a page-turner sure to appeal to economists, historians, political scientists, and general readers interested in global economics. . . . Library Journal . . . Peter Doran's Breaking Rockefeller is the best kind of history, telling great stories, providing fascinating detail, and reflecting real knowledge. In this story of the origins of the modern oil industry, there are plenty of lessons for the present too. . . . Anne Applebaum, Pulitzer Prize-winning author of . . . Gulag: A History and . . . Iron Curtain: The Crushing of Eastern Europe 1944-1956 . . . Peter Doran's enthralling account of the early days of the oil industry . . . particularly the mano-a-mano battle between a Jewish merchant in England and the original industry titan, John D. Rockefeller . . . reads like a thriller without sacrificing good solid scholarship. . . . With some relevant observations for our own time, this is a gem of a book. . . . Robert Kagan, New York Times bestselling author of . . . Of Paradise and Power and The World America Made . . . Peter Doran tells a riveting and exciting account of the formation of Royal Dutch Shell and how it managed to stand up to Standard Oil at the turn of the 19th century. With color and delight, he has captured the nature of the oil business at the time in this well-researched volume. . . . Anders Aarling-Sund, Senior Fellow, Atlantic Council . . . Breaking Rockefeller is fast-paced yet anchored by a treasure of fascinating detail. It is an insightful historical background for today's global energy politics. . . . Robert D. Kaplan, Senior Fellow, Center for a New American Security and author of In Europe's Shadow . . . About the Author . . . Peter B. Doran . . . is vice president for research at the Center for European Policy Analysis (CEPA) in Washington, D.C., where he leads the center's energy horizons and defense programs. . . . He is the author of the popular . . . History of Oil . . . podcast on iTunes. A recognized expert on international affairs and national security, his articles have appeared in . . . Foreign Policy, Defense News, National . . . The American Spectator, and . . . Journal of Energy Security. His analysis and commentary are regularly featured in U.S. and European media, such as Fox News, . . . The Wall Street Journal, and . . . Newsweek. He holds a master's degree from Georgetown University's Edmund A. Walsh School of Foreign Service in the Center for Eurasian, Russian, and East European Studies. . . .