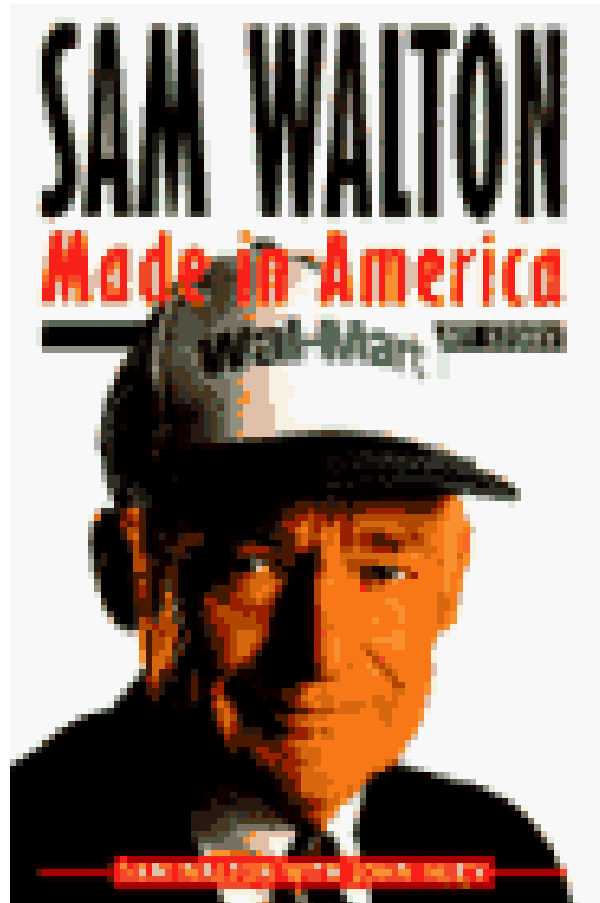
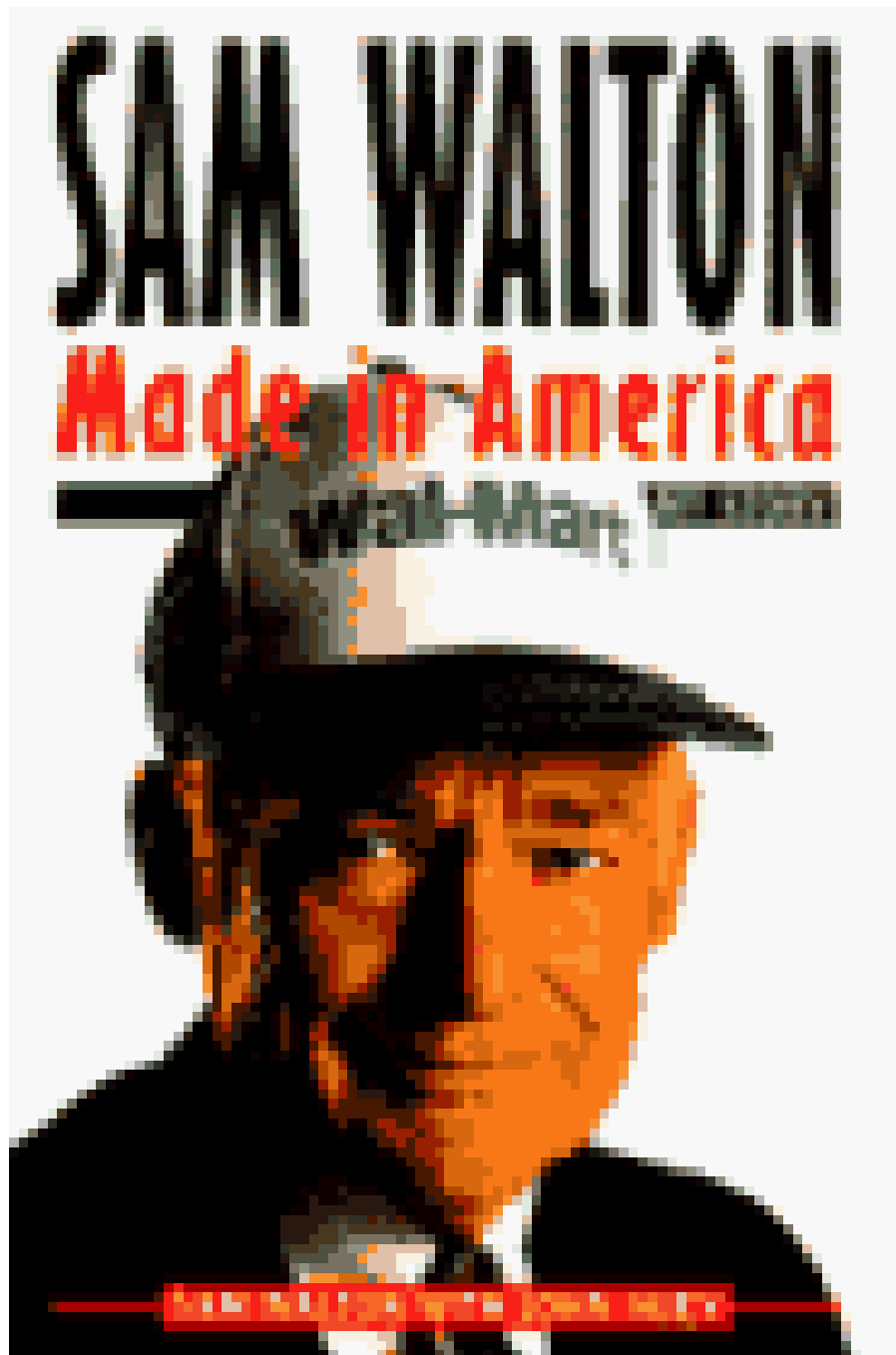


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The late Sam Walton was one of the shrewdest and richest merchants in America. Centered on the building of his Wal-Mart empire, his book, like fellow magnate Sandra Kurtzig's *CEO: Building a \$400 Million Company from Ground Up* (LJ 5/1/91), is light on biography. However, readers will enjoy the folksy narrative of the small-town millionaire who revolutionized retail distribution. Walton also addresses accusations against him, such as running the competition out of town. Coauthor Huey does a fine job of incorporating candid testimonials from family members and associates, who thought Walton's ideas were sometimes silly. Shortly after Walton's death, the book was given an overly sentimental postscript (a minor detraction) and rushed into print. Highly recommended for public and academic business collections.

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In an autobiographical account of his rise to the pinnacle of the American retail business, the personal reminiscences of the late billionaire retailer are combined with dozens of interviews with Sam Walton's family and friends. Large first printing. Major ad/promo.

- Sales Rank: #116720 in Books
- Published on: 1992-05-01
- Released on: 1992-05-01
- Original language: English
- Number of items: 1
- Dimensions: 9.75" h x 6.50" w x 1.25" l,
- Binding: Hardcover
- 288 pages

Features

- walmart
- sam walaton
- made in america

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0 of 0 people found the following review helpful.

This is a brilliantly written book about an incredible individual telling his spectacular ...

By Sabrewolfy

What can I say: This is a brilliantly written book about an incredible individual telling his spectacular success story. If you're reading this review, do yourself a favor: stop wasting time and start reading this book

instead.

If you're still foolishly reading my review, here's why I love this book so much:

- Sam tells his story from beginning to end, and explains his thinking and principles behind his decisions. He is extremely humble and down to earth.
- Sam will tell a story from his point of view and then on the next page, there will be long quote from someone involved giving their angle on the same story.
- I did my MBA a few years ago; this book should have been required reading. Anyone who understands Sam's principles and applies them will be extremely successful.

Lastly, the people who haven't even read this book and are giving it one star reviews...I hope someday they accomplish enough in life to be worthy to lick Sam's shoes. I wonder if anyone has ever worked harder, improved the lives of more people, and took less for himself than Sam Walton.

The USA is in desperate need of an education on free trade and economics. People believe that trade, robots, etc "destroy jobs." While you are hating robots and trade, why not add shovels to your list? One shovel destroys the jobs of 100 men digging with spoons. Don't stop at shovels. Every tool that improves efficiency and makes our lives better "destroys" jobs.

The secret to high paying jobs and being able to pay employees the highest wage possible is to give them the best tools possible so they can maximize their production. Every job that is eliminated by increased efficiency frees up a worker to do something else. After you're done reading this book, read Henry Ford's "My Life and Work." He paid extremely high wages and constantly hired more people while constantly cutting costs and improving efficiency.

0 of 0 people found the following review helpful.

As unassuming -and wise- as its author, Sam Walton

By Kindle Customer

"Made in America" is as unassuming as its author, Sam Walton. It is written in very colloquial plain "American" English, so you can almost image Mr. Walton, in his death bed, dictating this little book of wisdom. It is filled with many pearls of wisdom, on how to be a small business owner, on never giving up and always trying new things. I am surprised more people don't read this little known book, given that Sam Walton has to go down in history (maybe Bill Gates?) as the most successful entrepreneur in American history. The book is not filled with technical lexicon found in MBA programs. It is a non nonsense book, told from Walton's perspective. I recommend this book.

1 of 1 people found the following review helpful.

Sam, and klan you are such down home folk, never woulda guessed you'd all become filthy rich.

By StevenM

All I can say is when reading this Sam seems like such a good ol boy. A story starting with his humble beginnings, oh, and how he'd work his store managers constantly, yea lotta them got rich in the process. Decent, honest, family man, who started out with a few Ben a Franklin stores. He, saw what was happening in the sixties, big stores like K Mart, Moreway, Arlans, etc. He wanted to compete, well you know who won ! Despite those who dislike Walmart and refuse to step inside, you really need to admit that they have driven prices down. But, the cost had been the small business owner, and small town / and city business districts have been mostly laid to ruin. It was bound to happen, just like it has in most other catagories, retail and wholesale. Just a few major players.

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