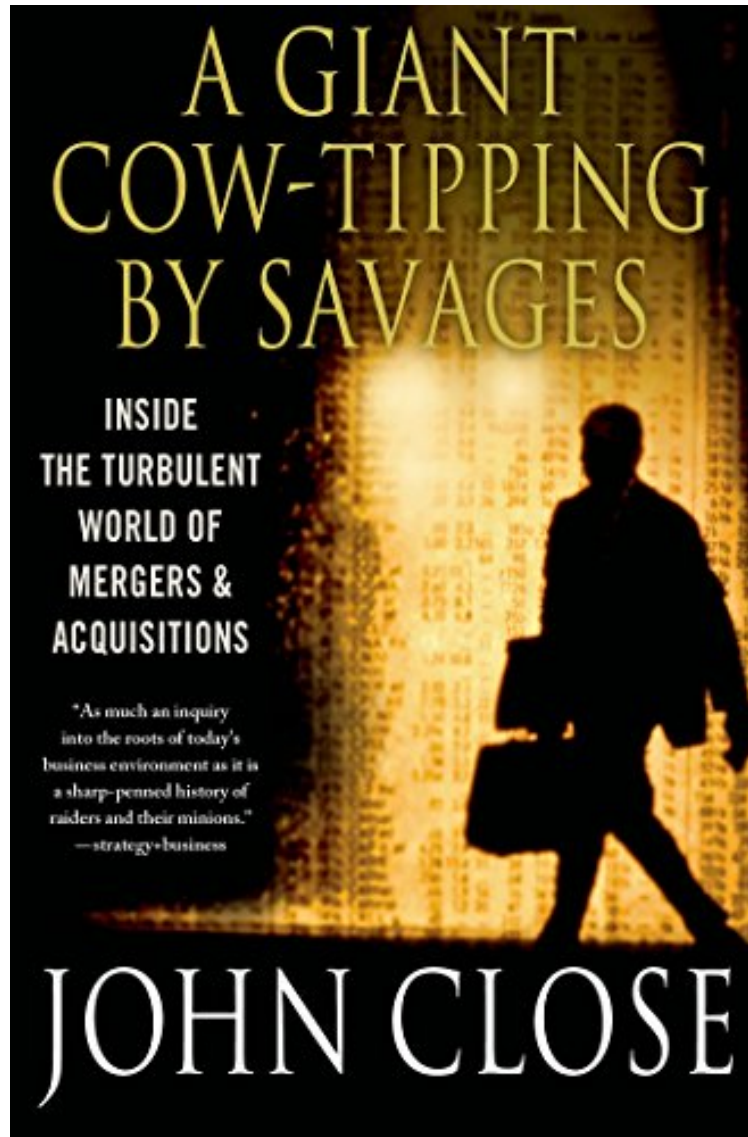


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A Giant Cow-Tipping by Savages: The Boom, Bust, and Boom Culture of MA

John Weir Close

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John Weir Close : A Giant Cow-Tipping by Savages: The Boom, Bust, and Boom Culture of MA before purchasing it in order to gage whether or not it would be worth my time, and all praised A Giant Cow-Tipping by Savages: The Boom, Bust, and Boom Culture of MA:

3 of 3 people found the following review helpful. Solid Insight and InformationBy Dr. ANNE T.A great title captures you and then the story takes you on a journey unlike any other. It's a mesmerizing combination of "House of Cards,"

"Inside Job," and "I, Claudius," --the 70s series about ancient Rome. It's full of detailed and well-researched information and insight that comes from the author's long experience of reporting on mergers and acquisitions. There are nefarious characters and sad dysfunctional people, as well as courageous and brilliant and determined fighters for their place among the powerful. I felt pulled through the story with speed and care, and by a welcome clarity. The author's writing is excellent, and captures an amazing picture of the world of finance and intrigue. This is a superb piece of work. It deserves to become a classic.

2 of 2 people found the following review helpful. A must read for MA workers. It is the history of big time MA. By Dimi I don't normally read non-fiction books but I bought this one since I am in the MA industry. This was a fascinating telling of the period from the 70s to the early 90s in big deal MA. Everything I vaguely remembered from those days was brought to life with all of the back stories and the private lives of the player. The invention of the poison pill, hostile acquisitions, intrigue, and close calls. While some reviews took issue with the writing style it was a fun read (remember I don't like non-fiction so that is saying something coming from me). It seemed very well researched and even handed. It brought out trends and themes I had not spotted before and it covered a lot of who was sleeping with whom (literally and figuratively). If you are in the MA field or you are a business history nerd you have to read this book.

0 of 0 people found the following review helpful. Well researched and very detailed. By Julian Douglass Well researched and very detailed. A fun book to read about some of the major deals and transactions that have not only shaped the way that consumers obtain their products, but the way that business was and is still conducted in the world of high finance. A little weird format where the first 10 chapters are 65 pages total and then at least two chapters are about the same amount. The stories though are fun to read and very detailed. Good read.

Modern mergers and acquisitions, or MA as it's more commonly known, is a new phenomenon. The buying and selling, the breaking up and combining of companies--the essence of MA--has been a part of commerce throughout history, but only in our era has MA itself become a business. In 2007, before the recession hit, it was a \$4.4 trillion global enterprise. And yet, it remains largely unexplored. Discrete stories have been pulled from the annals of MA, both true and fictionalized, that have become touchstones for wealth and excess. Who can forget Gordon Gekko and his "Greed is Good" speech? But while there have been a few iconic characters and tales to emerge, no one has told the rich history of MA, until now. This is a look into that world and the people who created it. This reads like Dallas meets Wall Street, told through an intriguing narrative that not only brings to light in gritty detail all of the back room drama of such powerful players as Carl Icahn and Ronald Perelman, Marty Lipton and Joe Flom, Jimmy Goldsmith and Sumner Redstone, but also reveals how the new generation, including activist whirlwind Bill Ackman and iconoclastic new Delaware judge Leo Strine, will dominate the next tsunamic, and imminent, MA boom.

From Publishers Weekly The mergers and acquisitions industry may seem like it's always been a part of the financial world, but as journalist Weir Close, founder and editor of the MA Journal, shows, the history of MA only begins in the mid-1970s. This detailed and lively chronicle looks at the world of MA, the people who created it, and the next MA boom. The story begins with Joe Flom and Marty Lipton, two rivals who took advantage of newly instituted government regulations and turned the buying and selling of companies into a profession of its own. Weir Close then takes the reader into the wild excesses of the years that followed, from workplace lunch-hour lap dances to coffee carts stocked with beverages, donuts, and cocaine, and 400-hour work months. In addition to Flom and Lipton, readers meet a host of influencers, including Merrill Lynch's Jeffrey Chandor and Drexel's Michael Milken, as well as famed eccentric Jimmy Goldsmith, who was known for his rubber band phobia. The narrative travels from Hollywood and the battle between John Kluge and Sumner Redstone over Orion, to publishing house Macmillan, to industries too numerous to count. Exhaustive and well written, Weir Close's account offers an insightful look forward and perceptive look back at the world of MA. Agent: Larry Weissman, Larry Weissman Literary. (Oct.)

Close details prevailing practices, drawing on a wealth of information, flavored with gossip about wild parties, cocaine use and sexual extravaganzas during the working days of "nocturnal underground Wall Street." --Kirkus "A Giant Cow-Tipping By Savages is uncommonly lively and literate in its sweeping depiction of one of the great upheavals in modern business history." --Benjamin Wallace, author of *The Billionaire's Vinegar* "A Giant Cow-Tipping by Savages is Mad Men mixed with House of Cards, a bird's eye view into a world rarely seen, exposing the lives of men who changed corporate America, a drama filled with late-night deal making, fortune-hunting and pathos." --Darci Picoult, Sundance fellow, screenwriter of award-winning *Mother of George* "The excellence of this book begins with its title. It is a worldly and exhilarating account of America's corporate wars from the boisterous 1980s to the present." --James Buchan, author of *The Authentic Adam Smith* "John Close vividly captures the tumult we experienced and the exhilaration we felt manning the battle stations in the takeover frenzy of the '80s--the most fascinating MA decade in our history." --James Freund, Retired Partner, Skadden, Arps, Slate, Meagher Flom, LLP

Reading this compelling, colorful, and extraordinarily well-written romp through the MA wars will bring back a flood of memories to the Players of the MA Games. John Close persuasively documents how MA fees corrupted Wall Street from serving its clients to treating them as revenue sources to be squeezed and,

when emptied, discarded. Read this book; you will be thoroughly entertained and it will give you pause to think.”
—Stuart L. Shapiro, Partner, Shapiro Forman Allen Sava LLP