



The Merchant of Power: Sam Insull, Thomas Edison, and the Creation of the Modern Metropolis

John F. Wasik

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A timely rags-to-riches story, *The Merchant of Power* recounts how Sam Insull--right hand to Thomas Edison--went on to become one of the richest men in the world, pivotal in the birth of General Electric and instrumental in the creation of the modern metropolis with his invention of the power grid, which still fuels major cities today. John Wasik, awarded the National Press Club Award for Consumer Journalism, had unprecedented access to Sam Insull's archives, which include private correspondence with Thomas Edison. The extraordinary fall of a man extraordinary for his time is revealed in this cautionary tale about the excesses of corporate power.



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