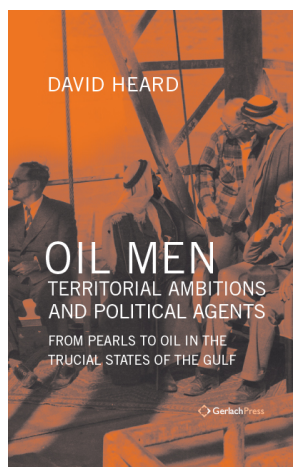


**David Heard**

**OIL MEN, TERRITORIAL AMBITIONS AND POLITICAL AGENTS.  
FROM PEARLS TO OIL IN THE TRUCIAL STATES OF THE GULF  
(2 Volumes)**



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“Oil Men“ represents a unique resource for the student of the challenges, both physical and political, of oil prospecting in a region with no infrastructure and no formal boundaries between local power bases. The book charts the slow and unexpected transformation of the emirates from poverty to undreamed-of wealth.

Detailed coverage with extensive access to primary sources describes the frequently tortuous negotiations between oil companies, sheikhs and regional political agents, all of whom sought to protect their different vested interests.

The author has had full access to company records which are quoted throughout, including progress reports, minutes of meetings, telegrams and other primary sources, which are collected in full in Volume 2.

**Key Subjects**

Middle Eastern Studies, Gulf Studies,  
Economic and Political History

**About the Authors/Editors**

David G. Heard CBE studied geology and physics and arrived in Abu Dhabi in 1963 where he worked as a petroleum engineer and has lived there ever since.

**Markets**

University and National Libraries,  
Researchers in Politics and  
Economic History of the Middle East

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