



Doing Business Across Borders

A Conference at Hagley Museum and Library

Friday, November 6, 2015 • Hagley Soda House

8:00 - 8:20 – Coffee

8:20 - 8:30 – Welcome, Greetings

Erik Rau, Hagley Museum and Library

8:30 - 10:15 – Commodities and Networks

Chair: Owen White, University of Delaware

George Zhijian Qiao, Stanford University
“Dashengkui: Sino-Mongol Trade and the Rise of Big Business in the Qing Empire”

Kashia Arnold, University of California, Santa Barbara
“No Taste for Lard?: The American Fat Economy and Globalization during the Interwar Period”

Jason Petrusis, Colgate University
“Flowing Hair: How Wigs Created Transregional Commercial Networks in and through Hong Kong, 1962-1971”

Comment: Andrew Liu, Villanova University

10:45 - 12:30 – Knowledge and Control

Chair: James Brophy, University of Delaware

Juan Carmona Zabala, University of California, San Diego
“The Rise and Fall of Greek-Ottoman Tobacco Merchants in Dresden (1880-1929)”

Joyman Lee, Pacific Lutheran University
“Rejecting Gerschenkron in Business: Cross-Border Transfer of Japanese Information Policies to China, 1906-1912”

Brian Frehner, Oklahoma State University
“Exploring Across Borders: Geophysics, Capitalism, and the Modern Oil Industry”

Comment: Shakila Yacob, University of Malaya

12:30 - 1:30 – Lunch

1:30 - 3:15 – Policing Borders

Chair: Lynn Catanese, Hagley Museum and Library

Simon Mollan, University of York
“Ronald Prain Goes to Washington: The McClellan Committee and the Investigation of British International Business in the Cold War”

Philip Thai, Northeastern University
“Smugglers, Travelers, Patriots, Spies: Illicit Coastal Markets in the Early People’s Republic”

Chris Deutsch, University of Missouri
“‘Second Only to a Great War:’ The Campaign to Eradicate Foot-and-Mouth Disease in the Business Borderlands between the United States and Mexico”

Comment: Philip Scranton, Rutgers University

3:45 - 5:30 – Contesting Globalization

Chair: Yda Schreuder, University of Delaware

Ted Fertik, Yale University
“Autarky as its own Export: The Krupp-Renn Process Around the World, 1925-1940”

Tim Paulson, University of California, Santa Barbara
“The Beef and Citrus War & the Aggravation of Pacific Rim Trade, 1980-Present”

Jonathan Cohen, University of Virginia
“USA for Africa, Africa for USA: American Business, American Labor, and the End of South African Apartheid”

Comment: Amy Offner, University of Pennsylvania

5:30 - 6:30 – Reception

Advance registration for the conference is required. Registration is free. Lunch on site can be purchased in advance for \$15. To register, visit www.hagley.org/hagleyconference2015. For more information, contact Carol Lockman at (302)-658-2400, ext. 243, or clockman@hagley.org.

The conference will be held in Hagley’s Soda House building. Use Hagley’s Buck Road East entrance off Route 100 in Wilmington, Delaware. GPS: 298 Buck Road East, Wilmington, DE 19807. Additional directions are available at www.hagley.org/directions. For those staying overnight, we recommend the Best Western Brandywine Inn, www.brandywineinn.com; there is a block of rooms available for attendees and shuttle service during the conference is provided.