Since its founding in the early 1960s, the Hagley Library has earned a reputation as North America’s premier center for the study of business history. This reputation has been built on the strength of a collection of archival materials, publications, and visual media that spans more than five centuries and chronicles the activities of more than 2,500 businesses, trade associations, and government entities. These vast holdings, conserved and curated by the Library’s staff and interpreted by a legion of visiting scholars, tell compelling stories about the dynamic interplay between enterprise and society that has so profoundly shaped the American experience.

But the Hagley Library is not solely a peerless resource for academic researchers. Many of the business organizations whose records reside in the Library, such as the U.S. Chamber of Commerce, Sunoco, Wawa, Avon, and the National Association of Manufacturers, have discovered that preserving their histories at Hagley can pay real dividends—now and in the future. When companies and trade associations celebrate important anniversaries and milestones, recruit talent, or launch new products and services, they find that uncovering and sharing stories from their past can help them achieve their strategic objectives. Enterprises themselves, as well as students and scholars, can benefit from the preservation and interpretation of business history.

In 2015, the Hagley Library developed a new program, “Hagley Heritage Curators” (HHC), to formalize our partnerships with the growing number of organizations who wish to place their business records on deposit at Hagley—and to tap into the Library’s expertise as they mine those records in search of a “usable history.” HHC promises to be a boon to businesses and historians alike. If your organization has a history worth preserving, I encourage you to be in touch with our team of curators at info@hagleyheritage.com. We look forward to learning more about your story.
A “barn find” is a classic car that has been found, often in derelict condition, in storage in a barn or other building, unused or neglected for decades. Such rare cars are of great interest to collectors despite their condition. This year’s Hagley Car Show feature is “The Way They Were: Barn Finds and Un-restored Originals.”

Hagley’s Car Show, now in its twenty-first year, will feature barn finds and a general field of more than 500 vintage vehicles. Visitors can also enjoy motoring music, a vintage jukebox display, a NASCAR simulator, pedal car race course, and a festival food court.

The ultimate barn find would be something that has been untouched since it was made and displays all original equipment, meaning it represents a vehicle as it was when it left the factory. Un-restored originals mean no modifications have been made that would differ from what was available from the manufacturer. They have often been cleaned and polished and given new parts such as tires and batteries, but all replacement parts must match the original equipment. Thus the title “The Way They Were,” meaning that they accurately depict the vehicles of that era.

One of the barn finds at the Hagley Car Show is a circa 1920 “Pushmobile” made by K. K. V. Casey, a smokeless powder specialist for DuPont. The car was stored in the basement of Irénée du Pont’s estate, Granogue, in 1923 and recovered in 2016.

“This is one of the largest car shows in the Mid-Atlantic area,” said Curator of Mechanical Exhibitions John McCoy, who also serves as chair for the show. “We display more than 500 cars every year.”

Unlike many car shows that take place in sun-baked parking lots, Hagley’s show places the cars in a beautiful grass-covered setting on the historic grounds near the Brandywine.
On September 22, Roger Horowitz, director of Hagley’s Center for the History of Business, Technology, and Society will offer an author talk, “Kosher USA: How Coke Became Kosher and other Tales of Modern Food.”

Based on his recent book with the same name, Horowitz will chart the fascinating journey of kosher food through the modern industrial food system. Drawing on stories about his own family, he will recount how iconic products such as Coca-Cola and Jell-O tried to become kosher; how Manischewitz wine became the first kosher product to win over non-Jewish consumers (principally African Americans); and the difficulties encountered by kosher meat and other kosher foods that fell outside the American culinary consensus.

On November 17, University of North Carolina historian Mark R. Wilson will discuss “Destructive Creation in World War II: American Business and the Winning of the War.”

Based in part on research in Hagley’s archives, Wilson will discuss how war mobilization relied on private companies as well as public investment and government regulation. This partnership involved plenty of government-business cooperation, but it also generated antagonism in the American business community that had lasting repercussions. Wilson also will suggest how the struggle to define the heroes and villains of wartime has continued to shape economic and political development to the present day. His talk will draw on his recent book, Destructive Creation.
Artisans, Artists: Inspired by Nature

The breathtaking colors and textures of fall on the Brandywine provide the perfect backdrop for Hagley’s annual Craft Fair because some participating artisans are so often inspired by these same colors and textures. The Craft Fair features more than fifty artists and artisans with a selection of original jewelry, textiles, wood working, art, and whimsical crafts to provide you with the perfect gift.

Linda Doucette of Shades of Nature in Millville, Pennsylvania, crafts beautiful felted wool creations that not only feature flowers, but use dye extracted from plants to color the wool fiber.

Linda Jacobsen of Reisterstown, Maryland, creates leaf castings from a special mix of concrete to make accents for outdoor living spaces. She uses elephant ear, burdock, and rhubarb leaves.

Paul Grecian of Quakertown, Pennsylvania, expresses his reverence of nature to capture compelling photographs of wildlife and the landscape in which they live.

Pen and ink nature drawings by Ramona Maziarz, of Middletown, Delaware, reflect her belief that “nature leaves no space untouched.”

The Craft Fair will also include an outdoor specialty food market, featuring jams, jellies, oils, vinegars, baked goods, pastas and coffees. Please visit www.hagley.org for a listing of artisans and specialty food vendors scheduled for this year’s fair.

Hagley Craft Fair
Saturday, October 15
10 a.m. to 5 p.m.
Sunday, October 16
10 a.m. to 4 p.m.
Admission $5
Free for Hagley members and children five and under.
Use Hagley’s Buck Road East entrance off Route 100 in Wilmington, Delaware.

Left: Chickadee and Ginkgo
by Ramona Maziarz.
Top: The outdoor specialty food market, part of the Craft Fair.
Bottom: Shoppers at the Craft Fair.
This fall you can once again experience the fall colors of the Brandywine’s most beautiful mile on a hayride at Hagley. On Saturdays and Sundays from October 15-30, your family can enjoy an afternoon of crafts, apple cider, and demonstrations.

During the hayride, visitors can try to spot landmarks on a scavenger hunt. Passengers can also ask the ride-along guide, an expert on Hagley’s history, about the mills and other buildings they see along the way. Before and after the ride, visitors can enjoy making fall-themed crafts such as needle felting and fall sachets and enjoy apple cider.

Visitors arriving before noon on hayride days will receive free admission for kids age 14 and younger. Visitors are encouraged to walk through the historic Powder Yard, visit the Millwright Shop to learn how black powder was made, and tour the Machine Shop to see nineteenth-century machines in operation powered by the Brandywine. They can also stop at the Belin House Organic Café for fresh seasonal selections.

“This is one of our most popular fall events,” said Education Program Manager Jeff Durst. “Visitors get to ride along some of the most spectacular scenery of the Brandywine.”

All activities are included with admission and are free for members. A donation of $1 per rider is encouraged. Hayride seating is limited, and rides depart every half hour, starting at 11 a.m. until 4:30 p.m. Participants are asked to sign up in the Visitor Center when they arrive. Use Hagley’s main entrance off Route 141 in Wilmington, Delaware.
Impressions of Hagley Honored

Out of more than 1,200 submissions from 33 countries, Hagley has won an Honorable Mention recognition in the 2016 Muse Creative Awards competition. The winning work, Impressions of Hagley, was designed by Adam Albright, Hagley’s publications and graphic design manager, and features photography by Ashley Schroeder of Fantail Photography. It is available for purchase in the Hagley Store.

“Hagley is like home to me,” Schroeder said. “No matter what kind of other photography work I do, coming to work at Hagley brings me a deep sense of personal peace and boundless creative opportunities, not to mention the incredible folks who work here.”

“Ashley is incredibly talented,” said Albright. “She takes wonderful nature and scenic photography, which you can see in Impressions, and she also has a knack for getting great candid photos of people enjoying activities at Hagley. Her photos made designing the book easy. The difficult part was choosing from all of her beautiful work.”

The Muse Creative Awards is an international competition for creative professionals who inspire through concept, writing or design, in traditional or electronic media. “We wish to recognize the singular achievements of small and medium-sized firms, and the creative professionals who represent the heart and soul of the global marketing communications industry,” said Kenjo Ong, co-managing director for the Muse Creative Awards.

“Winning a Muse Creative Award is a significant career accomplishment for the recipients,” Ong said. “With vetted panelists, tough criteria, blind judging processes, and strict bylaws limiting winners, only the best entries received recognition.”
Great Books Share Prize

Since 1999, Hagley Museum and Library has partnered with the Business History Conference to offer an annual prize for the best book in business history. The prize committee is particularly interested in innovative studies that have the potential to expand the boundaries of scholarship in business history.

The Hagley Library benefits directly from this annual competition, since a copy of each book submitted for consideration is accessioned into the library collection. The library receives up to 100 books per year in this fashion.

This year the quality of the finalists led to an impasse and two prize-winning authors. Vicki Howard won for *From Main Street to Mall: The Rise and Fall of the American Department Store*. Remember Wanamaker’s? Or Strawbridge & Clothier? Howard’s book is the first national study of the department store industry, charting the transformation of the American shopping experience from small-town stores to national chains and from city centers to suburbia.

Jonathan Coopersmith won for *Faxed: The Rise and Fall of the Fax Machine*. The history of the fax machine has never been told until now. If you think you know the story, think again: the fax machine first appeared in 1843, about 140 years earlier than commonly assumed.

A full list of the past Hagley Book Prize recipients can be found at www.hagley.org/hagley-prize-winners.
Hagley Heritage Curators is developing the library’s world-renowned research collections through new partnerships with businesses and trade associations. In early March, the program, started with support from the Longwood Foundation, achieved a notable milestone when Erik Rau, director of Library Services, was invited to the National Association of Manufacturers spring board meeting.

The association’s records at Hagley are an important national resource for historians interested in the development of manufacturing in the United States since 1895, when the association was founded. The association regularly draws on the collection at Hagley, aided by the library staff’s expertise, in preparing for its many events and in its advocacy of American manufacturing. In fact, the display that welcomed board members in Naples, Florida, was composed largely of association images curated and made available by Hagley’s library staff.

Rau made his presentation to 300 participants with John Heubusch, executive director of the Ronald Reagan Presidential Foundation. In introducing Rau and Heubusch, association president and CEO Jay Timmons announced the association’s commitment to preserving and making available its previously inaccessible records at Hagley. The records affected will cover association history since the early 1970s and will be made available through Hagley’s stewardship during 2020, the association’s 125th anniversary year.

Timmons also encouraged the audience in Naples to preserve their own companies’ histories, both for their firm’s benefit, and for the larger mission of promoting manufacturing in the United States.
Did you know that designs can be patented? The Patent Act of August 29, 1842, declared that “Any person, who by his own industry, genius, efforts and expense, has invented any new and original design” could potentially receive a design patent. The first design patent was issued to George Bruce (1781-1866) from New York on November 9, 1842, for a printing typeface.

Hagley’s collection of almost 5,000 patent models includes 21 design patents. One example is Jeremiah Meyer’s patent (#D1,174), which he received on December 20, 1859, for his beautiful design for floor oil cloths and carpets. In the patent, he said “The colors and the arrangement of them may in the use of this design, be the same as shown in said pattern, or varied to suite (suit) the views or fancy of the user.”

Currently two design patent models are on display in the Library Copeland Room. The first is a Design for a Collar-Box (#D4,446) patented by Albert Aronson in 1870. Aronson’s patent was intended to “furnish an improved design for a collar-box, which shall be neat and simple and at the same time peculiar, so as to attract attention and please the taste.” The second is a design for a Wood-Incased Can (#D5,023) patented by John Evenden in 1871.

Information about viewing the patent models is at www.hagley.org/models-of-invention.
Restoration of a Hagley Icon

Hagley’s distinctive yellow boxcar provides an even brighter pop of color to the powder yard landscape after its restoration was completed in August.

The boxcar was made by local manufacturer Jackson and Sharp Company using DuPont’s specifications in the late 1800s and was used at DuPont’s Carney’s Point Works in New Jersey. Inside, the paint is preserved to show the circular rings from the ends of gunpowder barrels or kegs that the boxcar transported. In the April/May 1944 *DuPont Magazine*, DuPont considered the color yellow to be one of high visibility under almost all lighting conditions. Hagley’s boxcar is the sole surviving example of a custom-built boxcar used in a smokeless gunpowder plant.

“The side of the boxcar that faces the river gets exposed to sunlight during the day, which keeps the wood dry,” said Objects Conservator Ebenezer Kotei. “We didn’t have to replace the door or much of the wood on that side. The side that faces the millrace is always in the shade, so the wood rots.”

“We decided against using pressure-treated wood because it seeps chemicals,” said Kotei. “Also, the treating process puts more water into the wood, and combined with the shade and moisture, it wouldn’t hold the paint very well.”

The restoration process involved power washing the mildew from the boxcar undercarriage; replacing any rotted wood; repairing and replacing the doors, panels, cross braces, and decks; and re-painting the boxcar with its distinctive yellow latex paint.

Ebenezer was assisted by Curator of Mechanical Exhibitions John McCoy, Exhibitions Technician Chris Corbin, and Carpenter Michael Crawford.
Hagley Museum and Library, M&T Bank, and Wilmington Trust thank the Delaware Volunteer Firefighter’s Association (DVFA) and its member companies who provide critical community-based fire, rescue, medical, and other emergency-related services to the citizens of Delaware. In honor of the service and sacrifice of volunteer firefighters throughout our state, Hagley’s June 17 fireworks were dedicated to these community heroes. We were proud to share an evening of activities and spectacular pyrotechnics with DVFA member families.
At the Hagley Car Show on Sunday, September 18, you can browse more than 500 antique and restored cars, and enjoy vehicle parades, motoring music, video and pedal car racing, and a festival food court.

Find the auto parts in the grid of letters below.

**WORD LIST**

- Alternator
- Battery
- Brakes
- Distributor
- Engine
- Fender
- Grille
- Headlight
- Hood
- Hubcap
- Odometer
- Radiator
- Spoiler
- Starter
- Trunk
- Wheels
- Windshield

- Alternator
- Battery
- Brakes
- Distributor
- Engine
- Fender
- Grille
- Headlight
- Hood
- Hubcap
- Odometer
- Radiator
- Spoiler
- Starter
- Trunk
- Wheels
- Windshield

**AMAZING MAZE**

At Hagley’s Science Saturday on August 27, “Rocking Roller Coasters,” you can rock and roll with acceleration, physics, and lots of loops.

Some fascinating facts about roller coasters:

- The fastest roller coaster is currently the Formula Rossa in Ferrari World, Abu Dhabi. It reaches a speed of 149 miles per hour.
- Early roller coasters were inspired by Russian ice slides.
- The tallest roller coaster is currently the Kingda Ka in Six Flags Great Adventure, Jackson, New Jersey.
- The first roller coaster, the Switchback Railway in Coney Island, New York, opened in 1884. It was 50 feet tall and had a maximum speed of 6 miles per hour.
- The world’s oldest roller coaster, Leap-the-Dips, was built in 1902, and you can ride it in Lakemont Park in Altoona, Pennsylvania.
- The longest coaster, at 8,133 feet (1.5 miles) is currently the Steel Dragon in Nagashima Spa Land in Mie Prefecture, Japan.

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Hagley is open daily, year-round, at 10 a.m. and closed Thanksgiving Day and Christmas Day.

The Belin House Organic Café is open daily 11 a.m. to 3 p.m.

For guided tours, research library hours, and event details, visit www.hagley.org.

Science Saturdays are sponsored by Mercer Health & Benefits, LLC. InterDigital; M&T Bank; and The Belin House Organic Café at All-American Day. Photo by Ashley Schroeder

Connect with us!

Unlimited otherwise noted, activities listed below are included with admission and free for members and children five and under.

**Walking Tours — visit www.hagley.org for schedule**

Hagley offers weekend walking tours exploring gunpowder production, water power, geology, life in an industrial village, and Hagley’s gardens. A new explosions tour for 2016 tells remarkable stories of black powder explosions that occurred when Hagley was a gunpowder manufactory. Walking tours are included with admission, reservations requested at (302) 658-2400, ext. 261.

**Science Saturdays — visit www.hagley.org for schedule**

Experiment and innovate with Hagley’s series of science activities! Visitors use their creativity to make scientific discoveries.

**Wednesdays in August — 5 to 8 p.m. Bike and Hike (and Brews!**

Enjoy the final Wednesday evenings for curious guests and families to bicycle or walk. Visit areas normally closed to foot traffic. Bring a picnic, dine at the Belin House Organic Café, or order a Date Night Picnic Tote for $20 from Toscana Catering@Hagley by calling (302) 658-2400, ext. 271, by 3 p.m. Tuesday. The final brew night featuring Dogfish Head beer will be held August 24. Admission is $5 per person, free for members and children five and under.

**Saturday, September 10 – 1 to 4 p.m. All-American Day**

Enjoy a historically accurate nineteenth-century “Base Ball” game. Come early for batting practice and try out some other traditional nineteenth-century games. Ballpark food available for purchase. Bring your own seating — this game is very informal. Activities are included with admission and free for members and visitors to the game only. Visitors to the game only should use Hagley’s Buck Road East entrance off Route 100 in Wilmington, Delaware.

**Sunday, September 18 – 10 a.m. to 4 p.m. Hagley Car Show**

This year's theme is, "The Way They Were: Barn Finds and Un-restored Originals." Browse more than 500 antique and restored cars. Enjoy vehicle parades, motoring music, video and pedal car racing, and a festival food court. Rained or shine. $10 for adults, $5 for children 6-14, free for members and children 5 and under. Discounted advance tickets available, visit www.hagley.org for details.

**Thursday, September 22 – 7 p.m. Author Talk — Kosher USA: How Coke Became Kosher and Other Tales of Modern Food**

In his talk, Dr. Roger Horowitz will follow the journey of kosher foods through the modern industrial food system. Those planning to attend should contact Carol Lockman at clockman@hagley.org or (302) 658-2400, ext. 243. Held in the Soda House, use Hagley’s Buck Road East entrance.

**Thursday, October 4 – 6:30 p.m. Research Seminar — Lee Vinsel**

Attendees are encouraged to read Vinsel’s paper “The Rise and Fall of the First American Auto Safety Network, 1919-1940” which may be obtained by contacting Carol Lockman at clockman@hagley.org. Held in the Library Copeland Room, use Hagley’s Buck Road East entrance.

**October 15 and 16 Saturday 10 a.m. to 5 p.m. — Sunday 10 a.m. to 4 p.m. Hagley Craft Fair**

This artisans' marketplace brings talented artisans from the Mid-Atlantic area to display and sell fine arts, crafts, and gourmet items. Admission is $5 and free for Hagley members and children five and under. Use Hagley’s Buck Road East entrance off Route 100 in Wilmington, Delaware.

**Hagley’s First American Auto Safety Network, 1919-1940**

Research Seminar – Amanda Casper Attendees are encouraged to read Casper’s paper “New Business of Disability, Design, and Technology” which may be obtained by contacting Carol Lockman at clockman@hagley.org. Held in the Library Copeland Room, use Hagley’s Buck Road East entrance.

**E N V I R O N M E N T A L  C A L E N D A R**

**Thursday, November 3 – 6:30 p.m. Research Seminar – Joseph Malherek**

Attendees are encouraged to read Malherek’s paper “Does Motivation Matter? Ernest Dichter, Alfred Politz, and the Debate Over Consumer Psychology in Cold War America” which may be obtained by contacting Carol Lockman at clockman@hagley.org. Held in the Library Copeland Room, use Hagley’s Buck Road East entrance.

**Friday, November 11 – 10 a.m. to 5 p.m. Veterans’ Day Admission is free for military veterans. Admission is always free for current military personnel and their families.

**Thursday, November 17 – 7 p.m. Author Talk — Destructive Creation in World War II**

In his talk, Dr. Mark R. Wilson of the University of North Carolina at Charlotte will offer a groundbreaking reinterpretation of the history of the giant U.S. military-industrial mobilization for World War II. Those planning to attend should contact Carol Lockman at clockman@hagley.org or (302) 658-2400, ext. 243. Held in the Soda House, use Hagley’s Buck Road East entrance.

**Thursday, December 8 – 6:30 p.m. Research Seminar – Amanda Casper**

Attendees are encouraged to read Casper’s paper “New Business from Old Houses: Promoting Electricity through Home Alteration in Progressive Era Philadelphia” which may be obtained by contacting Carol Lockman at clockman@hagley.org. Held in the Library Copeland Room, use Hagley’s Buck Road East entrance.
Foxes, Ribbons, and Jewelry

Foxes are known for their curiosity and cleverness. These three fox-themed items will enhance any decor.

1a) Fox Head Framed Painting
Charming painting in rich colors.
_item #13026 - $35.00

1b) Brass Fox Door Knocker
A lovely welcome for friends and family.
_item #17055 - $22.00

1c) Fox Bone Box
Perfect for your desk or dresser.
_item #17000 - $21.50

2) Ribbon Embroidery & Stumpwork
This new edition by Di van Niekerk presents more than 30 designs to stitch with a comprehensive, illustrated stitch glossary. Ideal for first-time embroiderers as well as those who wish to brush up on their technique.
_item #6254 - $29.95

3) Ginkgo Biloba Necklace and Earrings
The ginkgo is a beautiful tree with fan-shaped leaves and yellow flowers. Some consider the ginkgo sacred, a precious living link with the remote past and today.
_Necklace - Item #49454 - $98.00
_Earrings - Item #49332 - $80.00

Hagley Store Information
Hagley members receive a 10 percent discount at the Hagley Store.
Open daily at 10 a.m. Closes thirty minutes after museum closing time.
(302) 658-2400, ext. 274