

# Seeing Like a Capitalist: Histories of Commercial Surveillance in America

A Conference at Hagley Museum and Library  
November 8 and 9, 2018 • Wilmington, Delaware



## Thursday, November 8

### 7:00-8:15 p.m. – Keynote Address

Sarah E. Igo, Vanderbilt University  
“Invasions of Privacy: An American History”

## Friday, November 9

8:00-8:30 – Coffee

### 8:30-10:15 – Laboring Subjects: Work and Surveillance

Caitlin Rosenthal, University of California, Berkeley  
“Watching: Enslaved Surveillance on American and West Indian Plantations”

Daniel Robert, University of California, Berkeley  
“Surveillance of Emotional Labor and the Survival of Monopoly Capitalism in the Early Twentieth Century”

Jeremy Milloy, Trent University  
“High Priority: The War on Drugs and Corporate Surveillance of American Workers”

Comment: Eric Arneson, George Washington University  
10:15-10:45 – Coffee

### 10:45-12:30 – Hand in Hand: Public/Private Surveillance

Zachary Nowak, Harvard University  
“The Railway Panopticon: State Surveillance over Corporate Space in Late Nineteenth-Century America”

Morgan Shahan, Johns Hopkins University  
“Private Enterprise for Public Order: Commercial Surveillance and Parole in Illinois”

Jocelyn Wills, Brooklyn College, City University of New York  
“Capitalist Expansion, Government Contractors, and the Synergies between State and Commercial Surveillance Systems”

Comment: Sarah E. Igo, Vanderbilt University  
12:30-1:30 – Lunch

### 1:30-3:15 – Listening in and Zeroing in: Collecting and Using Information

Brian Hochman, Georgetown University  
“Dirty Business: A Short History of Wiretapping in Corporate America”

Andrew Meade McGee, Carnegie Mellon University  
“The Databank Dilemma: State, Industry, and Media Influences on U.S. Firm Data Aggregation Practices in the 1960s and 1970s”

Dan Guadagnolo, University of Wisconsin-Madison  
“Why Did Uptown Go Down in Flames?: Uptown Cigarettes and the Targeted Marketing Crisis”

Comment: Josh Lauer, University of New Hampshire  
3:15-3:45 – Coffee

### 3:45-5:30 – The Business of Surveillance

Jamie Pietruska, Rutgers University  
“Paperwork, Bureaucracy, and Surveillance in the Case of the Two Pinkerton Detective Agencies”

Rachel Bunker, Rutgers University  
“Retail Credit Company, Racial Capitalism, and the Making of the ‘Corporate-Surveillance Apparatus’ in the Early Twentieth Century United States”

Dolores E. Janiewski, Victoria University of Wellington  
“Spy vs. Counterspy: The Clash between Two Surveillance Networks in California, 1932-1952”

Comment: Ken Lipartito, Florida International University  
5:30-6:00 – Reception

All sessions held in the Hagley Soda House via Hagley’s Buck Road entrance. GPS: 298 Buck Road, Wilmington DE 19807. The conference is free, advance registration required. Contact Carol Lockman [clockman@hagley.org](mailto:clockman@hagley.org) to register. Lunch is available on Friday for \$15 if reserved in advance through Carol Lockman. Additional directions at [www.hagley.org/directions](http://www.hagley.org/directions).

For those staying overnight, we recommend the Best Western Brandywine Valley Inn. There is a block of rooms available for attendees and shuttle service during the conference is provided. Call (800) 537-7772 for reservations and indicate that you are attending Hagley’s fall conference to receive the discounted rate.