



PLATE VI.—CANELA.

FROM GARCIA DE ORTA, COLLOQUIES ON THE SIMPLES  
AND DRUGS OF INDIA. PLATE 6, CINNAMON.

# Negotiating Trade:

**Commercial Institutions &  
Cross-Cultural Exchange in the  
Medieval & Early Modern World**

*An interdisciplinary conference presented by the  
Center for Medieval and Renaissance Studies at  
Binghamton University (SUNY)*

**September 24-25, 2010**



### **References:**

Images featured in the program are from Garcia de Orta, *Colloquies on the simples and drugs of India* (Lisbon, 1895; London, 1913, repr.), pl. 6 cinnamon, pl. 11 cloves, pl. 14 nutmeg, and pl. 20 pepper. Used with permission of Special Collections, Binghamton University Libraries.

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# Table of Contents

Schedule at a Glance .....	Page 4
----------------------------	--------

## **Conference Program:**

Friday Afternoon Panels.....	Page 5
------------------------------	--------

Friday Evening Keynote Address .....	Page 7
--------------------------------------	--------

Friday Evening Banquet.....	Page 7
-----------------------------	--------

Saturday Morning Panels .....	Page 8
-------------------------------	--------

Saturday Plenary Panel.....	Page 9
-----------------------------	--------

Saturday Afternoon Panels .....	Page 10
---------------------------------	---------

Saturday Evening Keynote Address.....	Page 12
---------------------------------------	---------

Saturday Evening Banquet .....	Page 12
--------------------------------	---------

Banquet Entertainment.....	Page 13
----------------------------	---------

## **Additional Information:**

<i>Mediaevalia</i> Call for Submissions .....	Page 14
-----------------------------------------------	---------

Trade Institute Calendar of Events, 2010-2011.....	Page 15
----------------------------------------------------	---------

Center for Medieval & Renaissance Studies and Acknowledgements .....	Page 16
----------------------------------------------------------------------	---------

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# Schedule at a Glance

## Friday, September 24:

1:00 – 6:00 p.m.....	<b>Registration &amp; Refreshments</b> <i>University Union West, Third Floor</i>
1:30 – 3:30 p.m.....	<b>Session 1 – Concurrent Panels</b> <i>University Union West, Rooms 324 and 325</i>
3:30 – 3:45 p.m.....	<b>Coffee Break</b> <i>University Union West, Third Floor</i>
3:45 – 5:45 p.m.....	<b>Session 2 – Concurrent Panels</b> <i>University Union West, Rooms 324 and 325</i>
5:45 – 6:00 p.m.....	<b>Coffee Break</b> <i>University Union West, Third Floor</i>
6:00 – 7:30 p.m.....	<b>Keynote Address</b> <i>Fine Arts Building, Room 258</i>
8:00 – 10:00 p.m. ....	<b>Banquet Dinner</b> <i>Chenango Room</i>

## Saturday, September 25:

8:00 a.m. – 6:00 p.m.....	<b>Registration</b> <i>Fine Arts Building, Grand Corridor</i>
8:00 – 9:00 a.m. ....	<b>Continental Breakfast &amp; Book Display</b> <i>Fine Arts Building, Grand Corridor</i>
9:00 – 11:00 a.m.....	<b>Session 3 – Concurrent Panels</b> <i>Fine Arts, Rooms 209 and 212</i>
11:00 – 11:15 a.m.....	<b>Coffee Break &amp; Book Display</b> <i>Fine Arts Building, Grand Corridor</i>
11:15 a.m. – 12:45 p.m.....	<b>Session 4 – Plenary Panel</b> <i>Fine Arts Building, Room 258</i>
12:45 – 1:45 p.m.....	<b>Buffet Lunch &amp; Book Display</b> <i>Fine Arts Building, John Arthur Café</i>
1:45 – 3:45 p.m.....	<b>Session 5 – Concurrent Panels</b> <i>Fine Arts Building, Rooms 209 and 212</i>
3:45 – 4:00 p.m. ....	<b>Coffee Break &amp; Book Display</b> <i>Fine Arts Building, Grand Corridor</i>
4:00 – 6:00 p.m.....	<b>Session 6 – Concurrent Panels</b> <i>Fine Arts Building, Rooms 209 and 212</i>
6:00 – 6:15 p.m.....	<b>Coffee Break &amp; Book Display</b> <i>Fine Arts Building, Grand Corridor</i>
6:15 – 7:45 p.m.....	<b>Keynote Address</b> <i>Fine Arts Building, Room 258</i>
8:00 – 10:30 p.m. ....	<b>Banquet Dinner</b> <i>Tau Club Room</i>

# Friday, September 24

***Registration & Refreshments: 1:00 - 6:00 p.m.***

**Session 1 (Concurrent Panels): 1:30 – 3:30 p.m.**

## **SPIRITUAL, PHILOSOPHICAL, AND LITERARY POSITIONS ON TRADE AND MERCHANTS**

**Chair:** Marilyn Desmond, Binghamton University

**Location:** University Union West, Room 324

**Claire Schen, SUNY Buffalo**

*Merchants and the Seas: Temporal and Spiritual Traffique*

**Matthieu van der Meer, Syracuse University**

*Trade in Philosophy: Commercial Metaphors in the Work of Nicolas of Cusa and the Medieval Market in Ancient Books*

**Evelyne Oliel-Grausz, Université Paris I Panthéon Sorbonne**

*Revisiting the Nexus between the Early Modern Sephardi kehillah and Economy*

**Christian Beck, University of Central Florida**

*Chaucer's Trade: Florentine Guild Culture and English Literary Production*

## **FINANCIAL INSTITUTIONS: DEBT, CREDIT, AND TRUST**

**Chair:** Dennis Romano, Syracuse University

**Location:** University Union West, Room 325

**Jeffrey Miner, Stanford University**

*Collective Enterprise, Communal Debt: Public Finance and Trade in Late Medieval Genoa*

**Jeroen Puttevils, Research Foundations Flanders, University of Antwerp**

*Relational and Institutional Trust in Merchant Guilds in Sixteenth-Century Antwerp: A Comparative Perspective*

**Ariel Rubin, Columbia University**

*Going Under in a Sinking City: City Regulation of Bad Debts and Bankruptcy in Sixteenth-Century Leiden*

**Michael Toch, Hebrew University**

*At the Origins of the Commercial Revolution?: Re-Dimensioning the Contribution of Medieval Jewish Credit*

***Coffee Break: 3:30 - 3:45 p.m.***

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## Friday, September 24

**Session 2 (Concurrent Panels): 3:45 – 5:45 p.m.**

### PORT CITY AFFAIRS IN THE SIXTEENTH AND SEVENTEENTH CENTURIES

**Chair:** Francesca Trivellato, Yale University

**Location:** University Union West, Room 324

**Corey Tazzara, Stanford University**

*“A Continuous Fair of Foreigners”: Merchants, Customs Officials, and the Free Port of Livorno in the Seventeenth Century*

**Stephanie Nadalo, Northwestern University**

*Negotiating Freedom: Cultural Mediators in Livorno’s Slave Trade*

**Zuzana Stastna, McMaster University**

*Women’s Trade in a Mediterranean Metropolis: Port Life and Prostitution in Seventeenth-Century Marseille*

**Philip J. Hnatkovich, The Pennsylvania State University**

*The Narrow Road: Anglo-Huguenot Community in the Western Channel, 1558-1628*

### TEXTUAL AND VISUAL MEDIATIONS OF THE CROSS-CULTURAL ENCOUNTER

**Chair:** John Chaffee, Binghamton University

**Location:** University Union West, Room 325

**Carla Nappi, University of British Columbia**

*Translating Treasure in Early Modern China*

**Ittai Joseph Tamari, Ludwig-Maximilians-Universität Munich**

*Elia Levita and the Development of an International Market in Jewish Manuscripts and Printed Books*

**Joseph Stanley, Binghamton University**

*Statistical Erudition and Cultural Assimilation: Medieval Pratiche della mercatura and Trans-Mediterranean Trade*

**Elizabeth Sutton, University of Northern Iowa**

*Advertising Abroad: The Commodification of Travel Images in Amsterdam*

***Coffee Break: 5:45 - 6:00 p.m.***





PLATE XI.—CLAVOS.  
FROM GARCIA DE ORTA: COLLOQUIES ON THE SIMPLS  
AND DRUGS OF INDIA. PLATE II, CLOVES.

## Keynote Address

6:00 – 7:30 p.m.

“INTERNATIONAL LUXURY PRODUCTS: SCARCITY, VALUE AND UNIQUENESS”

By Professor Paul Freedman, Yale University  
Introduced by Marilyn Desmond, Binghamton University  
**Location:** Fine Arts Building, Room 258

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## BANQUET DINNER

8:00 – 10:00 p.m.  
**Location:** Chenango Room

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## Saturday, September 25

**Registration:** 8:00 a.m. - 6:00 p.m.

**Breakfast & Book Display:** 8:00 - 9:00 a.m.

**Session 3 (Concurrent Panels):** 9:00 – 11:00 a.m.

### MERCHANT PROTOCOLS AND MARKET TRANSACTIONS

**Chair:** Andrew Walkling, Binghamton University

**Location:** Fine Arts Building, Room 209

**Susannah F. Baxendale, UCLA Center for Medieval and Renaissance Studies**

*Business Partnerships and Patrimony in Late Trecento Florence: An Examination of the Alberti Nuovi*

**Kenneth R. Hall, Ball State University**

*Cross-Cultural Commercial Competition on the Vietnam Coastline in the Fourteenth and Fifteenth Centuries*

**Dennis Romano, Syracuse University**

*The Art of the Deal: Buying and Selling in Late Medieval Italian Cities*

**Meisha T. Lohmann, Binghamton University**

*“On the Pavement, Thinking about the Government”: The Corpus Cristi Cycle and the Emergence of Municipal Merchant Power in York*

### MUSLIM, JEWISH, AND CHRISTIAN EXCHANGES AROUND THE MEDITERRANEAN

**Chair:** Travis Bruce, Binghamton University

**Location:** Fine Arts Building, Room 212

**Bernard Dov Cooperman, University of Maryland**

*Jewish and Non-Jewish Courts: Jurisdiction over Commerce between Tunis and Livorno in the Seventeenth Century*

**Isabel O’Connor, Indiana University, South Bend**

*Muslims Navigating New Markets in Late Thirteenth-Century Spain*

**Russell Hopley, Bowdoin College**

*Aspects of Trade in the Western Mediterranean during the Twelfth and Thirteenth Centuries: Perspectives from Tunisian fatwas and State Correspondence*

**Coffee Break & Book Display:** 11:00 - 11:15 a.m.





PLATE XIV.—NUEZ MOSCADA.  
FROM GARCIA DE ORTA: COLLOQUIES ON THE SIMPLES  
AND DRUGS OF INDIA. PLATE L<sub>4</sub>, NUTMEG.

**Session 4 (Plenary Panel): 11:15 a.m. – 12:45 p.m.**

## RESEARCH ON THE GENIZA IN THE TWENTY-FIRST CENTURY

**Chair:** Jonathan Karp, Binghamton University

**Location:** Fine Arts Building, Room 258

**Roxani Margariti, Emory University**

*The “India Book” and the Indian Ocean Trade*

**Jessica Goldberg, University of Pennsylvania**

*A Mediterranean Society and Mediterranean Trade*



***Lunch & Book Display: 12:45 - 1:45 p.m.***

# Saturday, September 25

**Session 5 (Concurrent Panels): 1:45 – 3:45 p.m.**

## TRANSIENT SPACES: INNS, HOSTELS, AND THE MARKETPLACE

**Chair:** Nancy Um, Binghamton University

**Location:** Fine Arts Building, Room 209

**David Celetti, University of Padua**

*The Venetian Fondaci (an Institution for Long-distance Trade): Economic, Social, and Architectural Aspects (Twelfth to Sixteenth Century)*

**Noelia Sol Cirnigliaro, Dartmouth College**

*Homes Beyond the Domestic: The Inn and the City Gate in Seventeenth-Century Madrid*

**Giada Damen, Princeton University**

*The Ruga di Oresi: An International Marketplace in Sixteenth-Century Venice*

**Wan-Chuan Kao, CUNY Graduate Center**

*Hotel Tartary: Marco Polo, Yams, and the Biopolitics of Population*

## CONTRACT ENFORCEMENT IN CROSS-CULTURAL PERSPECTIVE: JEWISH, CHRISTIAN, & MUSLIM LEGAL ENVIRONMENTS IN THE EARLY MODERN PERIOD

**Chair:** Karen-edis Barzman, Binghamton University

**Location:** Fine Arts Building, Room 212

**Cátia Antunes, University of Leiden**

*Prosecuting the Persecutor: Commercial Contracts, Jews, and Inquisitors, 1580-1640*

**Chislaine Lydon, University of California, Los Angeles**

*Contracting Trust: Enforcement Mechanisms in Early Modern Saharan Trade*

**Francesca Trivellato, Yale University**

*Foxes and Hedgehogs?: A Research Agenda for the Historical Study of Cross-Cultural Trade*

***Coffee Break & Book Display: 3:45 - 4:00 p.m.***

**Session 6 (Concurrent Panels): 4:00 – 6:00 p.m.**

**EURASIAN TRADE NETWORKS: MARITIME CHANNELS AND LANDED SUPERHIGHWAYS**

**Chair:** Rifa'at Abou-El-Haj, Binghamton University

**Location:** Fine Arts Building, Room 209

**Alan M. Stahl, Princeton University**

*Where the Silk Road Met the Wool Trade: Italian and Muslim Merchants in Tana in the Late Middle Ages*

**Angeliki Tzavara, Centre d'Histoire et Civilisation de Byzance (CNRS)**

*Those Who Followed on from Marco Polo: The Venetian Merchants in Asia (Fourteenth to Fifteenth Century)*

**David Jacoby, Hebrew University**

*Late Medieval Silk: Cross-Cultural Exchange in a Globalized Economy*

**Matthew P. Romaniello, University of Hawai'i**

*Exasperating Exchanges: Russia's Commercial Regulations between Europe and Asia*

**ON THE GOVERNANCE OF TRADE: CITIES, STATES AND MERCHANT NETWORKS**

**Chair:** Barbara Abou-El-Haj, Binghamton University

**Location:** Fine Arts Building, Room 212

**Céline Dauverd, University of Colorado at Boulder**

*Trade Diaspora in the Early Modern Mediterranean: Genoese Colonies in Naples and Constantinople*

**Rowan Dorin, Harvard University**

*Of Commerce and Coattails: The Use of Third-Party Institutions in Twelfth- and Thirteenth-Century Mediterranean Trade*

**Jerzy Mazur, Binghamton University**

*Jewish Trade Networks in Central Europe, Fourteenth to Sixteenth Century*

**Christopher Beck, Fordham University**

*Double Edged Words: Reprisal, Letter of Marque, and the Protection of Trade in Late Medieval Marseille*

***Coffee Break & Book Display: 6:00 - 6:15 p.m.***

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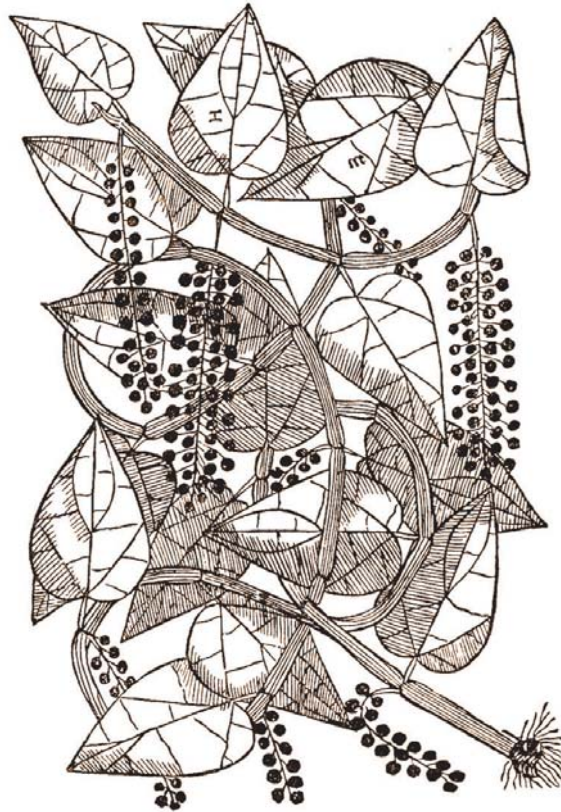


PLATE XX.—PIMIENTA.  
FROM GARCIA DE ORTA: COLLOQUIES ON THE SIMPLIS  
AND DRUGS OF INDIA. PLATE 20, PEPPER.

## Keynote Address

6:15 – 7:45 p.m.

**“MAKING ENDS MEET: THE EMPORIA OF MONSOON ASIA  
AND THE NEWCOMERS FROM EUROPE”**

By Professor Leonard Blussé, University of Leiden  
Introduced by John Chaffee, Binghamton University

**Location:** Fine Arts Building, Room 258



## BANQUET DINNER

8:00 – 10:30 p.m.

**Location:** Tau Club Room

# Banquet Entertainment

Friday Evening Banquet: September 24

## “MEDIEVAL MIDDLE EASTERN MERCHANT: A DRAMATIC MONOLOGUE FOR JOHANN WOLFGANG VON GOETHE”

An original poem composed for the Trade Institute  
by Martin Bidney, Professor Emeritus, English, Binghamton University

Read by Andrew Scholtz, Classics, Binghamton University



Saturday Evening Banquet: September 25

## MUSICA MEDITERRANEA

A Program of Mediterranean Music presented by *Mignarda*

This after-dinner program, which concludes the conference, highlights music from the cusp between the Medieval and Renaissance periods, most of which originated in Venice, a crossroads for music as well as for trade and commerce. Prominently featured is music of the composer and singer Bartolomeo Tromboncino (c.1470-1535) and the lutenist Joan Ambrosio Dalza (fl.1508), both of whom had Venetian connections. There is some speculation that Dalza, whose lute book was published by Petrucci in Venice (1508), had Spanish roots and may have been connected with Guglielmo Ebreo da Pesaro, an Italian dancing-master active in mid-fifteenth century Pesaro. This would explain the predominance of dance music with a Spanish flavor in Dalza's book. Tromboncino is mostly associated with the Mantuan court of Isabella d'Este but he appeared later in Venice, where many of his *frottole* were arranged for solo voice and lute by the Bosnian composer Franciscus Bossinensis and printed by Petrucci (1509). Textiles, spices and other goods were far from the only commodities exchanged in the late medieval global marketplace. The international character of the sources of music, its composers, its purveyors, and its melting-pot amalgam of styles represent a clear example of the dissemination of an important cultural medium through trade.

*Mignarda (Donna Stewart & Ron Andrico) is the preeminent duo for voice and lute in the US. Their fresh and engaging approach to historical music has set a new standard for interpretation, authenticity and musicianship. They have produced seven critically acclaimed CDs and a series of editions of historical music for voice and lute. Mignarda's CD, Divine Amarillis, was awarded the 2009 JPF award for best classical vocal album.*

*For more information about Mignarda, visit [www.mignarda.com](http://www.mignarda.com).*



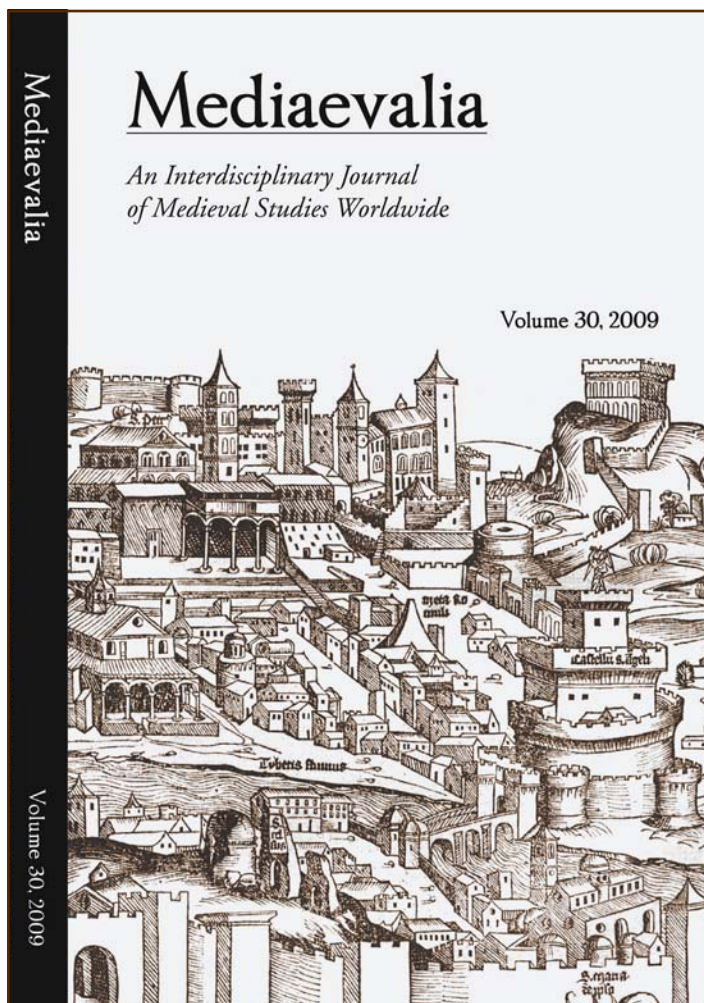


# Mediaevalia

*Mediaevalia* is now accepting submissions for its 2011 volume, which will be dedicated to topics concerning global trade. One of the first multi-disciplinary journals in North America, *Mediaevalia* provides a forum for innovative scholarship in Medieval and Renaissance Studies. To be considered for inclusion, articles should be submitted as e-mail attachments in MS Word to the journal's editor, Dana Stewart, at [stewart@binghamton.edu](mailto:stewart@binghamton.edu), by November 15, 2010. Articles should be limited to 35 pages (double-spaced, in 12-pt. Times New Roman), should follow the MLA in matters of style, and may contain up to 5 black and white images (permissions must be obtained in advance by the author). Please feel free to contact the editor with any questions.

Founded in 1975, *Mediaevalia* is published once annually through the Center for Medieval and Renaissance Studies (CEMERS) at Binghamton University.

For back issues including the most recent, pictured below, please contact [mediaevalia@binghamton.edu](mailto:mediaevalia@binghamton.edu).



## CONTENTS

### IN VINO VERITAS: INTRODUCTION

*Dana E. Stewart*

### WINE AND DEATH: *CARPE DIEM* OR *VANITAS*?

*John Varriano*

### MEDIEVAL AND RENAISSANCE WINES: TASTE, DIETARY THEORY, AND HOW TO CHOOSE THE RIGHT WINE (14<sup>TH</sup> – 16<sup>TH</sup> CENTURIES)

*Kathryn McKinley*

### SACRED COMMODITY, COMMODIFYING THE SACRED: RECKONING WITH WINE IN LATE MEDIEVAL FRENCH CULTURE

*Francesca Canadé Sautman*

### THE CASE OF *DE VINIS*, A PSEUDO-ARNALDIAN TREATISE ON WINE AND MEDICINE

*Azéline Jaboulet-Vercherre*

### RABELAIS AND *LE VIN DIVIN*

*Florence Weinberg*

### THE POISONED CHALICE: WINE AS A VEHICLE OF DEATH IN *WOMEN BEWARE WOMEN*, *THE TRAGEDY OF MARIAM*, AND *HAMLET*

*Kathleen McGlone*

### *YAYIN KODESH*: PERSPECTIVES ON WINE IN ISAAC (FERNANDO)

CARDOSO'S *LAS EXCELENCIAS DE LOS HEBREOS*, 1679

*Bruce S. Gartner*

### WINE SHOULD TASTE LIKE WINE: DRINKING AT COURT IN EARLY MODERN ITALY

*Karen-edis Barzman*



CEMERS TRADE INSTITUTE  
**Calendar of Events – Fall 2010**

FRIDAY AND SATURDAY, SEPTEMBER 24 AND 25

“Negotiating Trade. Commerical Institutions and Cross-Cultural Exchange  
 in the Medieval and Early Modern World.”

WEDNESDAY, OCTOBER 13, AT 12 NOON IN THE UNIVERSITY ART MUSEUM

Robert Finlay – Professor of History, University of Arkansas, Fayetteville

*“Porcelain Stories: from China to the World.”*

WEDNESDAY, OCTOBER 27, AT 12 NOON IN THE UNIVERSITY ART MUSEUM

John Guy – Curator of South and Southeast Asian Art, Metropolitan Museum of Art

*“Dress and Authority in the Courts of Southeast Asia.”*

WEDNESDAY, NOVEMBER 3, AT 12 NOON IN LN-1106

F. Regina Psaki – The Giustina Family Professor of Italian Language and Literature,  
 University of Oregon, and Visiting Professor of Italian, The Pennsylvania State University

*“The Book’s Two Fathers: Marco, Rustico, and the Making of Marco Polo’s Description of the World.”*

WEDNESDAY, NOVEMBER 10, AT 5:15 P.M. IN LN-1106

William Kennedy – Professor of Comparative Literature, Cornell University

*“Transacting Petrarch: Figurations of Economic Exchange in Renaissance Poetry.”*

\* \* CEMERS Co-Sponsored Event \* \*

THURSDAY, NOVEMBER 11, AT 4:30 P.M. IN THE ANDERSON CENTER RECEPTION ROOM

Ronald J. Mellor – Phi Beta Kapa Visiting Scholar, Professor of Greek and Roman History, UCLA

*“East Meets West: Encounter along the Ancient ‘Silk Road’.”*

*(Lecture presented by Binghamton University’s Phi Beta Kapa Chapter.)*

*In Spring 2011 the Trade Institute will include a workshop on commercial challenges related to border-crossing and a symposium on global silk and cotton (the latter co-organized by faculty at the University of Warwick in Coventry, England and the European University Institute in Florence, Italy). Speakers in the spring lecture series include Travis Bruce, Visiting Assistant Professor at CEMERS, Olivia Remie Constable, Professor of History and Director of the Medieval Institute at the University of Notre Dame, and Daniel Smail, Professor of History at Harvard University. For additional information about spring events, visit our website ([www.cemers.binghamton.edu](http://www.cemers.binghamton.edu)).*

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## Acknowledgments

Many campus centers and programs helped to make this conference possible. CEMERS acknowledges the generous support of the following: The Office of the Provost, the Harpur College Speakers Fund, the Aldo and Reta Bernardo Fund, the Departments of Art History, Asian and Asian American Studies, Classical & Near Eastern Studies, Economics, English, History, Judaic Studies, and Political Science, the Institute for Advanced Studies in the Humanities, the Fernand Braudel Center for the Study of Economics, Historical Systems, and Civilizations, and the Institute for Asia and Asian Diasporas. Off-campus supporters include WSKG Public Television, the Teacher Center of Broome County, and the Société Internationale des Historiens de la Méditerranée.

We would also like to thank Heather Allen, Catherine Dolber, Diana Dutan, Lalaine Little, Meisha Lohman, and Dale Tomich for their assistance. Special thanks to Joe Laskaris, Danielle Rogers, and Barbara Knighton for their extraordinary service and attention to detail, and to Nancy Um, whose scholarly vision shaped the program and whose creative energies made an event of this magnitude possible.

### **CEMERS 2010 Conference Committee:**

Nancy Um (Art History), Chair  
Karen-edis Barzman (Art History and CEMERS)  
John Chaffee (History)  
Marilynn Desmond (English)  
Jonathan Karp (Judaic Studies)



## Center for Medieval and Renaissance Studies

CEMERS, Binghamton University's Center for Medieval and Renaissance Studies, was established in 1966 to promote innovative research and scholarly exchange in medieval and Renaissance studies. The Center's "Trade Institute" comprises a year-long initiative focusing on the historical and cross-cultural study of evolving global markets and the challenges of international trade, transport, commercial banking and credit. In addition to the conference, the Institute features a lecture-series, workshops, and symposia focusing on popular items today, including sugar, coffee, tea, chocolate, and tobacco, which were transformed from humble comestibles at the edges of the "civilized" medieval world to luxury commodities in trans-regional emporia and, finally, to "staples" (cheap sources of energy and pervasive "snack" foods) in our current global culture and economy. Global markets in wheat, flax, rice, cotton, wool, silk, porcelain and other raw materials and crafted items (subsistence and luxury) will also be considered. The Institute is linked to a "core curriculum" of undergraduate and graduate courses offered through twelve departments and programs in Harpur College and the School of Management. It includes a "community outreach" component targeting multiple publics, from local to international, and offers opportunities for alumni and community involvement. For additional information, visit our website ([www.cemers.binghamton.edu](http://www.cemers.binghamton.edu)).

*To become a "Friend of CEMERS" and receive announcements about upcoming events,  
contact the CEMERS office (607-777-2730 or [cemers@binghamton.edu](mailto:cemers@binghamton.edu)).*

**CEMERS welcomes charitable contributions to support its programming and curricular initiatives. To learn more, please contact our office or visit our website ([www.cemers.binghamton.edu](http://www.cemers.binghamton.edu)) and click on "Giving."**

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