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CULTURE AND COMMERCE IN CONRAD'S ASIAN FICTION

Andrew Francis's *Culture and Commerce in Conrad's Asian Fiction* is the first book-length critical study of commerce in Conrad's work. It reveals not only the complex connections between culture and commerce in Conrad's Asian fiction, but also how he employed commerce in characterization, moral contexts, and his depiction of relations at a point of advanced European imperialism. Conrad's treatment of commerce – Arab, Chinese, and Malay, as well as European – is explored within a historically specific context as being both intricate and resistant to traditional readings of commerce as simple and homogeneous. Through the analysis of both literary and non-literary sources, this book examines capitalism, colonialism, and globalization within the commercial, political, and social contexts of colonial Southeast Asia.

ANDREW FRANCIS received his PhD from the University of Cambridge in 2010. He has published in *The Conradian* and contributed to *The New Cambridge Companion to Joseph Conrad* and is currently working on a book on economics, politics, and society in Conrad's Asian fiction.

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Andrew Francis
Frontmatter
[More information](#)

For Ann

Cambridge University Press

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Frontmatter

[More information](#)

Contents

<i>List of Illustrations</i>	page viii
<i>Acknowledgements</i>	ix
<i>Texts and Abbreviations</i>	xiii
<i>Orthography and Translation</i>	xv
Introduction	I
1 Commerce and the Edge of Colonialism: <i>Almayer's Folly</i>	27
2 Competing for the Prizes of Commerce and Overlordship: <i>An Outcast of the Islands</i>	49
3 Standing Out against the Irresistibility of Progress: <i>The Rescue</i>	65
4 Negotiating the Nets of Commerce and Duty: <i>Lord Jim</i>	81
5 Imperialism, Commerce, and the Individual: Appetites and Responsibilities in 'Falk'	117
6 Testing the West, Testing the Individual: <i>The Shadow-Line</i>	130
7 The 'Irreducible Minimum': The Plantation and Comprehensive Commercialization in 'The End of the Tether'	147
8 The Rise of the Commodity: Mining, Pan-European Financing, and Commercial Imagination in <i>Victory</i>	161
Conclusion	187
<i>Bibliography</i>	195
<i>Index</i>	215

Illustrations

1	‘View of a Coal Seam on the Island of Labuan’	<i>page</i> 2
2	Extracts from the company prospectus for The Northern Tjiliwoeng Plantations, Limited	3
3	Map of Conrad’s South-east Asia c. 1888	11
4	‘A brownie of that enchanted garden that men call Java’	97
5	Map of central and southern Surabaya	183
6	Map of northern Surabaya	184

Cambridge University Press

978-1-107-09398-0 - Culture and Commerce in Conrad's Asian Fiction

Andrew Francis

Frontmatter

[More information](#)

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Andrew Francis

Frontmatter

[More information](#)

x

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Cambridge University Press
978-1-107-09398-0 - Culture and Commerce in Conrad's Asian Fiction
Andrew Francis
Frontmatter
[More information](#)

Acknowledgements

xi

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Cambridge University Press

978-1-107-09398-0 - Culture and Commerce in Conrad's Asian Fiction

Andrew Francis

Frontmatter

[More information](#)

Cambridge University Press

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Andrew Francis

Frontmatter

[More information](#)*Texts and Abbreviations*

All quotations from Joseph Conrad's writings are from the Uniform Edition (London: Dent, 1923–28), with the exception of the following works from *The Cambridge Edition of the Works of Joseph Conrad* (Cambridge University Press, 1990–) :

Almayer's Folly, ed. Floyd Eugene Eddleman and David Leon Higdon (1994)

Lord Jim, ed. J.H. Stape and Ernest W. Sullivan II (2012)

Notes on Life and Letters, ed. J.H. Stape (2002)

A Personal Record, ed. Zdzisław Najder and J.H. Stape (2008)

The Shadow-Line, ed. J.H. Stape and Allan H. Simmons (2013)

Tales of Unrest, ed. Allan H. Simmons and J.H. Stape (2012)

'Twixt Land and Sea, ed. J.A. Berthoud, et al. (2008)

Within the Tides, ed. Alexandre Fachard (2012)

Youth, Heart of Darkness, The End of the Tether, ed. Owen Knowles (2010)

The following abbreviations are used:

CEW Norman Sherry, *Conrad's Eastern World* (Cambridge: Cambridge University Press, 1966)

CEI P. Boomgaard, et al., *Changing Economy in Indonesia: A Selection of Statistical Source Material from the Early 19th Century up to 1940*, ed. P. Boomgaard, et al., trans. J.W.F. Arriens, 17 vols (Amsterdam: Royal Tropical Institute, Amsterdam, 1975–96)

FOCP Great Britain, Foreign Office Confidential Print

KITLV Koninklijk Instituut voor Taal-, Land- en Volkenkunde [Royal Institute for Language, Geography and Ethnology]

KPM Koninklijke Paketvaart Maatschappij [Royal Packet Company]

Letters Laurence Davies, et al., eds., *The Collected Letters of Joseph Conrad*, 9 vols (Cambridge: Cambridge University Press, 1984–2007)

When the work by Conrad to which reference is made is not evident, the following abbreviations are used:

<i>AF</i>	<i>Almayer's Folly</i>
<i>BoD</i>	'Because of the Dollars'
<i>EoT</i>	'The End of the Tether'
<i>F</i>	'Falk'
<i>Fr</i>	'Freya of the Seven Isles'
<i>LJ</i>	<i>Lord Jim</i>
<i>MS</i>	<i>The Mirror of the Sea</i>
<i>NLL</i>	<i>Notes on Life and Letters</i>
<i>NoN</i>	<i>The Nigger of the 'Narcissus'</i>
<i>OI</i>	<i>An Outcast of the Islands</i>
<i>PR</i>	<i>A Personal Record</i>
<i>Re</i>	<i>The Rescue</i>
<i>SL</i>	<i>The Shadow-Line</i>
<i>V</i>	<i>Victory</i>

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Orthography and Translation

Place names are spelled as generally in current usage, unless in a quotation. Consequently, Conrad's spellings of, for example, 'Aceh', 'Bankok', 'Makassar', and 'Surabaya' (and the Dutch spelling 'Soerabaia') are usually 'Acheen', 'Bangkok', 'Macassar', and 'Sourabaya'. However, current usage also sometimes includes alternatives, for example, 'Macassar'.

Unless otherwise stated, all translations are mine. For the avoidance of doubt these are occasionally stated as such.

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‘The experiences of a life spent in mercantile adventures hardly seem to contain sufficient interest to warrant their being made the subject of a book.’¹

‘Commerce is the agency by which the power of choice is obtained’.²

‘Commerce [. . .] is an affair of money and management; of a thinking man in a dark office, computing the prices of guns or worsteds.’³

¹ Ludvig Werner Helms, *Pioneering in the Far East, and Journeys to California in 1849 and to the White Sea in 1878* (London: W.H. Allen, 1882), p. iii.

² John Ruskin, *The Works of John Ruskin*, 11 vols (London: Smith Elder, 1871–80), II: *Munera Pulveris. Six Essays on the Elements of Political Economy* (1872), p. 95.

³ Walter Bagehot, *Economic Studies*, ed. Richard Holt Hutton (London: Longmans, Green, 1880), p. 53.