

has been organized within the last year whose sole duty it is to build up American trade. The suggestion that this force be created came from a democratic executive. It was approved by a democratic congress, and now in ten of the world's great centers in four different continents trained commercial attaches are busy promoting the commerce of this country. To it they give their whole time. They have no other duties. Their services are at the free use of American commerce. They are trained commercial men, speaking the language of the country to which they are assigned, or one which is current in commercial circles therein. They have received the warmest commendation from our diplomatic service, with which they fully co-operate. They work in closest accord with the consular service. They have been of great service to many American manufacturers and exporters. This is all new. Is this another evidence of democratic indifference to trade?

It is not long since American cement was excluded from the markets of one of our sister peoples by specifications which shut it out. By the co-operation of the state department and that of commerce, the specifications have been altered, and now not only are those markets open to this American product but many thousands of barrels of it have entered the doors which once were closed. Is this a further proof of our indifference to trade?

It is not so many weeks since the shortage of sisal threatened not only the prosperity of the binder twine industry, but menaced our farmers with an absolute famine of that necessary material for harvesting the huge crops with which a kindly nature promises to bless us.

The source of supply of this material lies in Yucatan, and in that country conditions threatened at once the stoppage of transit for sisal and the possible destruction of the material itself. The effect upon American agriculture would have been disastrous, and upon some of our industries most hurtful. Is it not because of the active support given by several branches of the administration to the needs of American industry and agriculture in this important case that today the supply of sisal moves freely into our mills and through them to our farms? I fear few of our farmers know the intense activity necessary to bring about this happy result; but those who know it do not say that the administration is indifferent to the needs of business.

PRACTICAL AID TO INDUSTRY

Through the bureau of standards more has been done in recent months than there is time to tell in the way of practical aid to our industries.

A Michigan manufacturer had his products stopped by the Australian customs, which claimed the goods were not what they were alleged to be. The result of tests made by us were transmitted by cable to Australia and the embargo promptly removed thereby.

A supply of tracing cloth hitherto obtained largely from Great Britain and Germany has been directed into the hands of American manufacturers since we tested the material made at home and gave out official evidence that it was good.

It would be easy to add more. Suffice to say that any one who questions whether the spirit and the acts of the department of commerce are helpful to the business world may go if he will to the bureau of standards and see for himself in the morning mail what the business world has to say.

And now, finally, let us turn to the position of wonderful dignity and power which our nation holds in the eyes of all the world. We are the one great nation among the larger powers of the world which is at peace and intends to stay at peace. The alarms of war beat harmlessly upon our shores. Our purpose is helpful, our minds are quiet. Our emotions are calm. We refuse to get excited and angry. We are friends to all the peoples that are at war. We wish them all good and not evil, and we have observed toward all strict impartiality, and we have acted toward all within the accepted rules of international law. The suggestion may be permitted that the official communications from this government to others in recent months are such as to bring honest pride to every American. In them not only have the dignity of law and the obligations of international courtesy been maintained, but the rights of America have been asserted with friendly firmness and with sober restraint. This has been done in such a way as to win the approval even of those with whom we have disagreed. It has shown to the world the spectacle of a great nation too mighty to be other

than quiet, preserving its calm in the midst of a world on fire; fearless at once in stating what it deems its rights to be, and courteous in recognizing the painful conditions under which the assertion has to be made.

The shock of war fell on us at a time when we were ill-prepared for it. We were debtors to foreign peoples. We owed perhaps five thousand millions in the form of funded debt and perhaps four hundred millions in the form of floating debt. The former could be sold at will in our exchanges for what it would bring. The latter was payable in gold at call. Both of these processes were tried upon us. Either brought to an extreme might have brought serious trouble, if not disaster. Neither has occurred. The floating debt has been paid in goods and not in gold. The funded debt has been in some part purchased back, and so far as this process has gone it means that we shall pay interest to ourselves instead of to foreigners hereafter.

I must not let this subject pass without expressing again as I have often done before my sense of the thanks which are due to the bankers and business men of the country who so ably co-operated with the government in the stormy days of August and September last, in putting the country on a safe basis.

A BRIGHT PAGE IN HISTORY

When time enough shall have elapsed to permit writing the history of this period, it will prove one of the bright pages in our country's story. I have yet to hear a voice lifted up in condemnation of what the administration did at this time of trial. I venture to think there are none so bold as to dare attack upon this subject. Nay, it seems to be the fact that our enemies leave the larger things that have been done out of account, and yelp at the smaller and the lesser things.

From the shock of August there has been a wonderful recovery. Not only is our floating debt paid and our funded debt in part absorbed, but we have accumulated in the last four months a balance in our favor with European nations amounting to over six hundred millions of dollars. Today the nations of the earth turn to us for money and for goods, for there is almost nowhere else that they can go. We are the cynosure of every eye the wide world round, the envy of every statesman in lands embroiled in war. Men wish they were as we are. Compared with others we know not what taxes or distress means. Our sons are busy in productive work and not being led like lambs to the slaughter. There is no posted list in your fair town of your children that have been killed or wounded or made prisoner. Yet no one dares say that America lacks power, and no one with temerity would venture or with discourtesy desires to offend us.

There is about to gather a conference which will be a landmark in the history of our foreign commerce and influence. It has fallen to this administration to gather at Washington next month the official financial representatives of the

nations of Latin America. They come as to a friend, fearlessly. They know we seek neither their land nor the increase of our power save in the peaceful paths of commerce. They know that our conception of commerce is not one of industrial war but of mutual exchange for mutual gain. They look to us for the sources of credit to replace those which have been torn from them by war, and they offer to us goods we need in exchange for the credits which they hope we shall establish.

It is not only from this source that the invitation has come to us. We have loaned in one or another form to foreign peoples in the last six or eight months sums exceeding two hundred millions of dollars, and with these loans has gone abroad the influence of our country in a peculiar and practical way. It is perfectly well known that the gun is not behind the loan; that we are not of those who seek to foreclose a mortgage. It is understood that our spirit is friendly; that the gain we frankly hope to make is conditioned upon the equal good of those with whom we deal in making it.

It is not necessary to pursue this subject in detail longer. The story of our rise from the days of shock into the days of power, of the growth in the minds of other peoples of appreciation of our spirit and our helpfulness, of the turning of all men's eyes hitherward as to friends who can and will help, this story I say, is one that should make Americans proud, and in it there is no happiness for those who would do evil to the administration.

Let it be that criticism shall come. We shall be the better for it; but let it be that the criticism shall be fair, and truthful and candid; that it shall state the facts and draw its inferences fairly from those facts. If it is not so, the criticism will fall of its own folly. If it is so, the criticism will do good. And when we shall approach in the coming year the decision for the future, let it be approached not with a scowl or a whine, not with the partial statement of half-truths, but let the facts be known in all their roundness to the American people, and then in God's name let the best man win.

HAVE FAITH IN AMERICAN PEOPLE

I venture to take for the democratic party these words from the statement by a New York bank as a portion at least of our creed:

"We believe in the American people, their genius, their brain, and their brawn. We believe in their honesty, their integrity and dependability. We believe that nothing can stand in the way of their commercial advancement and prosperity; and we believe that in our country are being worked out great problems, the solution of which will be for the benefit of all mankind."

Believing these things, let us approach them with openness of mind, with candor of speech, and with balance of judgment. This being done, the democratic party looks fearlessly forward.

The Work of the President's Cabinet

DEPARTMENT OF COMMERCE

BUREAU OF FOREIGN AND DOMESTIC COMMERCE

American Trade in Cheese.

American cheese, of which the exports had decreased from nearly 150 million pounds in the fiscal year 1881 to less than 2½ million in 1914, is again finding its way to foreign markets in rapidly increasing amounts, the aggregate for eight months of the current fiscal year ending February, 1915, being 13 million pounds, or more than in any fiscal year since 1907.

England is now and for many years has been the largest foreign market for American cheese. In the fiscal year 1894, when our exports of cheese were much larger than at present, we exported 61½ million pounds to the United Kingdom, 10 million to Canada and other British North America, and nearly a half million pounds to South America. Last year's exports were distributed not only to the foregoing countries but also to Panama, the British West Indies, Cuba, China, Hongkong, and other oriental countries.

Federal and state laws have tended to restrict the sale of cheaper grades of American cheese. The most recent general legislation affecting

its sale was the pure food and drugs act of June 30, 1906, which requires manufacturers to state specifically on the label the character of the goods offered for sale. "Filled cheese," by which is meant cheese from which the butter fat has been removed and foreign fats added, has been legislated against in several states, though it is understood that certain grades of cheese which may not be lawfully manufactured for sale in the United States may be manufactured for export in response to foreign orders for those grades.

In the period from 1893 to 1902 imports of cheese fluctuated between 10 and 17 million pounds annually; from 1903 to 1906, between 20 and 30 million, and from 1907 to 1913, between 30 and 50 million, while in the fiscal year 1914 the total was 63,784,213 pounds, valued at \$11,010,693.

Italy and Switzerland are the leading sources of our imported cheese, having supplied last year 26½ million and 22½ million pounds respectively, as against 5½ million from France, 3 2-3 million from the Netherlands, 3¼ from Greece, 1 million from Canada, and smaller amounts from Norway, Germany, England, and Austria-Hungary. The most popular varieties, according to special reports made by the collectors of customs in connection with an investiga-