

derstood for lack of experience in it and they are passing things—indeed have largely passed away, and they are also things against which our business public, which is intent on doing its work in the right way, seeks carefully to guard itself and on which it welcomes light.

Let me emphatically state that confidence may be put upon the honor of American business houses and their purpose to give value for value. In every large country there are individuals who sin, but we are all too wise to judge the country a wholesale sinner on that account.

A beginning has been made (a welcome beginning but only a beginning) in placing American banking facilities among the peoples of Spanish America. It is earnestly to be hoped that this may greatly increase and that it may not be long before in every important center throughout America there shall be a banking institution through which the currents of fiscal affairs may readily flow through all the length and breadth of our two great continents. I hope the day will soon come when the securities of the different nations here represented, and of the subdivisions thereof and the great enterprises therein, shall be well known in our exchanges; and not only so, but it shall also soon come to be true that in every important city in the lands here represented it shall be an ordinary and simple thing to receive and to remit funds drawn upon strong financial institutions in either of the two continents whom we represent. Such an ideal can not be rushed into being, for haste would mean waste, but it is earnestly to be desired that there shall be steady progress toward it. We recognize that if the commerce between us is to be of mutual service we must do our share of the buying as well as of the selling, and we welcome every instrumentality which makes it easier for us to do our part.

#### OUR CONCEPTION OF COMMERCE

Finally, we pass to our conception of commerce, and especially to the form which it seems that commerce must for the present take if it is to be developed to the full. There are in many of your lands great resources, some of them all but untouched. They need the magic power of money to turn them into living factors in your national life. The great stream of credit which has flowed out from European bourses is interrupted or cut off. America is in a peculiar sense thrown back upon herself. This is true throughout her length and breadth, in all her divisions. Never was she, since our commercial and industrial and financial system was established, so isolated from the world upon the one hand and so necessary to the world upon the other as now she is. It is of course true that a great and in some respects a growing business is being done, particularly between us and the other peoples of the world who have been deprived by the war of the sources of supply which have been normal to them. Nevertheless it is financially true, so far as we of the United States are concerned, and it is commercially true in large measures so far as our sister nations of Latin-America are concerned, that we are independent or rather separate in a sense that we have never known before. That separation has not been wholly happy in some of its results. It has deprived many of our sister nations of sources of credit to which they were accustomed, of sources of supply from which they have long drawn, and nothing has as yet arisen to take their place sufficiently.

It is here that the door opens for great good if we are but wise and courageous enough to see it. The peoples of Latin-America have been richly endowed by nature. They have great abundance of things which are drawn out of the bosom of the kindly earth. We of the United States, being blessed also in this same respect, have been fortunate in having added a highly developed and powerful industrial system also. The machines in our factories may be said to yearn for the supplies which come from the fields and forests of the south. Much that is there grown is indispensable to our needs. Much of it we can not at all grow ourselves.

It has so happened that we though until recently a debtor people, and perhaps in some degree still in that class, are also a great saving people, and that under present conditions we have available larger amounts of free money than ever before in our history. I have noticed with much gratification that some of this money has been invested either in securities of Latin-American lands or in the form of credits for them. If I note the current of affairs correctly, it seems to me that the course which is indicated for the United States is to extend the right hand of fellowship and of aid to her sister nations of kindred forms of government, from whom the

shock of war has without fault of their own removed the financial basis on which they have hitherto largely depended.

It is earnestly hoped both for the sake of American finance and commerce that the men who guide our fiscal institutions may see their way to a broader participation in the financial growth of Spanish America. There is no such solid foundation on which to build a great commercial structure as that of mutual self-help. If we who have the means will say to our brethren in the southern lands, "We are ready to help you to the extent of our power; we are not without our own problems, indeed, but we will serve you as well as we are able," then having done our part we may with more reason ask them for a larger share in the larger commerce that will normally spring out of our participation.

#### MEN OF VISION AND IDEALS

Fortunately for us all the bankers and the manufacturers of the United States count among them many men of vision and of high ideals. They play the game of finance and commerce according to high standards and by fine rules. They look not so much at the thing which today is, as at that which tomorrow shall be. They are willing to act today to help develop the tomorrow. They know that more profit comes to each when both sides are gainers. They do not need to be told that rich prizes await him who develops the resources our southern sisters so abundantly possess; but they are too wise to think that to attempt this in a purely selfish way would long remain either pleasant or profitable.

We have begun to get together. Our men of light and leading in finance and commerce have taken the first step. There should be many more taken. The department of commerce, which I have the privilege of representing before you, will do all it can now and hereafter to promote mutual intercourse to mutual gain, and will welcome suggestions as to how this can best be done. It possesses means of publicity at home and abroad. It will not hesitate to ask congress for such further powers as may be shown to be practicable in the development of our mutual trade, and congress, I believe, looks with broad sympathy on practical efforts to unite America in a commercial bond, which means mutual intercourse for mutual good.

#### SECRETARY M'ADOO'S CLOSING ADDRESS

Following is the address of Secretary McAdoo at the closing session of the Pan-American Financial Conference, Saturday afternoon, May 29, 1915:

Secretary McAdoo: I think it would be unwise to do that. I think that is just a bit outside the scope of this conference. The shipping question has, I regret to say, gotten to be very much of a political question in this country, and I am very anxious that politics shall not be injected into this meeting in any form at all.

Are there any resolutions of any kind, or any motions anyone wishes to make? If not, then I will ask if any gentleman desires to say anything before we take up the last phase of the conference. If not, gentlemen, then permit me to say a few words in conclusion.

First of all I wish to return my most sincere and heartfelt thanks for the resolutions you have passed today, in which you are good enough and generous enough to make complimentary allusions to your presiding officer, and to say that I feel deeply touched not only by those resolutions, but also by the exceeding great courtesy, kindness and consideration which you have shown to me throughout this notable gathering.

In conducting this conference I have felt that it was not my part to seek in any way to impress my views upon this gathering; that, on the other hand, I should simply use whatever power I possess to encourage as free an expression of views on your part as you might care to give. It has been my earnest desire that each one of you should leave here with the feeling that there has been no attempt on the part of your chairman to interfere in the slightest degree with the free and untrammelled expression of your views and opinions, and I hope, gentlemen, that you will at least credit me with having conducted the conference along these lines with strict impartiality. If I have failed in doing so it is because my poor powers have not enabled me to do better.

We do not want all the effort and work of this conference to "go up in smoke." I did not expect, when this conference was conceived, that we should get the fruit of it by the time it adjourned. On the contrary, we know as a fact in nature as well as in the affairs of life, that

in order to secure the fruit, seed have to be planted, and after the seed have been planted, they must be cultivated in a practical, efficient and intelligent manner. What I hoped we could accomplish was to plant some genuine seed, seed that have within them the elements of life, seed that are vital with potentialities, so that by intelligent cultivation along practical lines we would, in due season, reap the fruit of our efforts; and I do not mean fruit of a material sort only, although as I said in my opening remarks, a wholesome materialism is essential to the prosperity and happiness of the people of every nation; but I mean fruit, also, of that finer and nobler quality which represents the cardinal principles of truth and morality; fruit which we may eat with the knowledge and in the confidence that it is going to make us stronger in unity of purpose and community of ideals, and more powerful for the promotion of the peace of mankind. Let us hope that we have laid here the secure foundations for enduring peace in the northern and southern continents of this hemisphere, at least, and that having accomplished that, we may set an example to the world of high political, material and industrial morality, through which there may be brought, in time, to our unfortunate neighbors of the eastern hemisphere, the beatitude of restored and perpetual peace and prosperity.

#### VITAL SEED PLANTED

I believe, gentlemen, that you have through your group reports planted some very vital seed and that you will certainly reap a harvest if we get the right sort of cultivators of these seed. We have got to see to it that after we adjourn today this work is going to be kept up. I am very happy that the committee on uniform laws has adopted the suggestion made in my speech at the opening of this conference for the appointment of a joint high commission to co-operate with the Pan-American Union for the purpose of bringing about the great reforms outlined in their report.

The committee has suggested an admirable way of securing quickly the appointment of this joint high commission, namely, that the finance minister of each country appoint a commission of nine men to continue the work so auspiciously begun here. The secretary of the treasury in the United States corresponds to the finance minister in other countries, and I assume, Mr. Chairman (addressing Mr. John Bassett Moore), that you mean to include him in your description of finance minister and expect him to act for the United States. (Mr. Moore replied "Yes.")

I shall be very happy to appoint such a commission in this country. Of course, it will have no official status, but it will have character and standing as a committee acting under the authority of this conference, and I hope that the finance minister of each of the countries represented here will take similar action and appoint similar commissions. When this has been done a joint high commission will be constituted by voluntary action, and may present the report of this conference to their respective countries and seek such governmental aid and action as may be necessary to carry out the objects in view.

Much of the success of this conference has resulted from the group conferences through which the delegates from each of the Latin American countries have been brought into close contact with a committee of representative financiers and business men of the United States, with a resulting interchange of views at close range and under conditions where the problems of each country could be threshed out and the difficulties and impediments in the way of more extended trade, commerce and intercourse between them developed. The group committees in this country should be made permanent, and if I may be permitted to say so, the delegates of each of the countries represented here should be continued as group committees in their respective countries, for the time being, so that they may keep in touch with each other and continue the good work we have started here.

#### COMPOSITION OF COMMITTEES

I am going to take the liberty, therefore, of appointing in this country group committees of able and reputable men of the United States to replace the group committees which were appointed to serve during the sessions of this conference. These will have to be selected with great care. I wish I could continue the group committees already organized, but since there are officials of this government on these committees, you can readily understand that the conditions under which these committees must act in the future, make it impracticable, if not inadvisable, to have representatives of this govern-