

efficient public servants leading a staff as admirable for its character and skill as he is remarkable as a leader.

I like to think of this as the place where selfishness stays outside, and where profit has no room within. For here we seek and find truth. We do not estimate the cost of finding the truth, but we seek the truth with infinite belief in its value as truth. Here, in searching for knowledge, we search without the commercial necessity of finding that knowledge at such a time and in such a way that we can earn something thereby. We are happily free from that embarrassment. So this is one of the few places—one of the rare spots in the world—where truth is sought and truth is taught merely for its own sake, and for its great public and general usefulness. That distinguishes this bureau of standards from many another place where similar work is done. Here we act on behalf of us all, to find that which is of interest and use for us all. This is catholic in its sympathies and universal in its scope, and is one of those places where the good of every one is the only thing that we can consider, for into these doors no private interest can enter.

I like to think of your conference, too, as one of the most efficient branches of the great informal society for the suppression of American liars. You are the very apostles and soldiers of truthfulness. Your business is to get the liar in the act of lying, and to punish him; to preach the real truth about things; to get away from hysteria; to avoid the superficial and deal with the fundamental. You do not bother with the headlines of your art; you are concerned with fundamental facts that are so often concealed beneath a lurid headline. And I am glad that there is this body of men gathered from all over the land, whose duty it is to get the real truth and to see that the real truth is followed, squarely and honorably followed, by others over whom you have jurisdiction. I am glad of that, for it is a thing sorely needed in this America of ours—to pierce beneath the shadows; to get below the superficial; not to mistake the foam on the crest of the tossing wave for the mighty currents of the ocean itself that lie beneath. We need so much, in this land of ours—more now, I sometimes think, than ever before—to get at the truth beneath, as distinguished from that which is purely on the surface above.

And so I value this conference, and I value your going from this conference. Now, in a word of welcome, it may seem strange to you that I should say that I value your going; but I do. Because I look at you gentlemen, collectively and individually, as the antennae by which from here we reach out into communities all over this land, and through which, in your own particular communities, this bureau reaches down into practical usefulness. You are the wires—the live wires—by which we convey the currents of our activities. We need you in our business. Our business would not be thoroughly well done without you to carry it down into the little places, as well as the large places, and translate into business honor and practice the fundamental truths of science which here are taught.

That is a high commission; that is a fine thing. It means that the work of thoughtful, unselfish, and able men is by you translated into honorable dealing for the humblest citizen. That is a good job; that is a man's job, and infinitely well worth doing. So you are preachers, all of you; you are preaching the gospel of plain truth and a square deal. That is a good gospel to believe in; it is a good gospel to preach, and the world is a better place, and men and women are better off, for what is here taught and what is by you conveyed throughout our beloved land.

I thank you, gentlemen.

The oft-repeated complaint of the railroad managers is that the government is constantly interfering with their business, which they assert they are entirely competent to run themselves. In fairness, however, it should be stated that no railroad president has repeated this since the lid folk tilted in the New Haven inquiry showed the strong necessity of somebody interfering to show how its affairs ought to have been conducted.

The crop experts say that the winter wheat yield this year will be one of the largest in the agricultural history of the country. This will add more gray hairs to the heads of those republicans who have religiously held to the belief that good crops were impossible under a democratic administration.

## ENCOURAGING OUR FOREIGN TRADE

(Continued from page 1.)

cerned, in the foreign markets and in the foreign commerce of the world. The fact that this new organization is effected—this is its first meeting—is evidence that we are going forward and not backward. It is to be expected that the ability which our business men have shown in the creation of the productive power of this country will commend them to the countries that need development. Statistics show that our commerce with foreign nations is increasing; that our export of manufactured products is increasing. If we can send the products of our factories across the ocean and compete with the established industries of the old world, there is no doubt that we can compete with them in the newer countries that are awaiting complete development. If we can in this country produce and consume, as we do, three times as much as any similar population in the world, it must of necessity follow that the countries that need enterprise, ability, and genius, will turn to the country where it can be found in the largest quantity, and in the greatest variety. It is, therefore, certain that our people will find increasing markets, and that they will be an increasing factor in the development of the countries that are not yet fully developed.

But what is the government doing—or, I may more properly say, speaking for the state department, what is the state department doing? The state department is close to the president. His policy is its policy; what the state department does in foreign affairs is but what the president desires. And what does the president desire? The president desires those policies which will promote our industry abroad as well as at home, and in the short time that this administration has been in existence, it has already done several things that tend directly and necessarily to promote commerce. In the reduction of the tariff, he had increased exchanges. The last speech made by President McKinley before his unfortunate and tragic death expressed an idea that has now become a nation's conviction, and that is, that if we are to sell abroad, we must buy from people beyond our own borders. Anything that tends to unite nations together more closely in commercial bonds must necessarily help those interested in foreign trade.

What else has been done in the last year? We have a law now upon the statute books that enables our banking institutions to establish branches in foreign lands. I am not generally considered a financier, and yet I have some knowledge of finance, and I believe that these few lines written into this currency law will do more to promote trade in foreign lands than any other one thing that has been done in our history. The establishment of financial institutions in other countries through which American business men may find needed accommodation—this I believe is a long step forward in the encouragement of foreign trade.

What this law does at home as well as what it does abroad is an encouragement of foreign trade. This law has set a nation free. For nearly a generation we have seen the increasing power of a group of financiers, and their domination became at last so strong that business men held their position largely according to the favor of those who controlled. It was for the benefit of the business men of the country that this law, backed by an overwhelming sentiment, has set business free and allowed business men to stand upon their own merits and not be dependent upon the mercy of those who controlled the money market.

But more than that, this administration is making you friends in foreign lands. One sentence from President Wilson's Mobile speech has done a great deal to encourage commerce. When President Wilson said there that this country would never take another foot of land by conquest, he opened the doors of all the weaker countries to an invasion of American capital and American enterprise.

If you go into these lands you will find that there is not one of the weaker countries that does not fear that an army will follow foreign business enterprises. Give to these men assurance that when they invite American capital they do not invite conquest of their land and they will welcome you as they will not welcome the representatives of any nation that stands for a different policy. In traveling around the world I was impressed, as I have no doubt the secretary of commerce was, with the fact that everywhere where development is needed there

has been the fear that if the treasures of the land became known the envious eyes of other nations would be turned in that direction. Now that these countries know that they can open their casket of jewels and invite our inspection without having to put a guard around the casket they will welcome American enterprise and American business men.

What else is being done to encourage trade? This administration is trying to unite the world in the bonds of universal peace, and you gentlemen know that commerce relies for its safety and its progress, not upon war, but upon peace. You represent the industries that grow best when men can turn their energies to industry and are not compelled to give their time to military service. The only people who profit by war directly or largely are the men who furnish ammunition and arms—those who profit by war contracts, and these are comparatively few. The great mass of business men live and thrive and prosper in peace.

And when this nation invites, as it does, every other nation in the world to come and make a treaty with us under which there will never be a war between us and those nations until there has been an investigation of the dispute and time for passion to subside—when this nation does that it does more for our nation's commerce abroad than it can do in any other way. And by doing this it not only gives us assurance of peace between this country and other countries, but it sets an example that tends to promote peace between other countries as well as between us and them.

Now, my friends, I have felt that I was justified in saying what I have. I know that it is not a discussion of the details of trade—I yield to Secretary Redfield on trade. He is an authority on commercial affairs—but when you come to examine the business in which we are engaged, no matter what that business is, if it is legitimate, you find that underneath that business are great fundamental principles. When we can lift up the level on which our business stands we are doing more for business than if we lift up a few enterprises and make them profit at the expense of other enterprises. I am glad to meet these representatives of foreign trade, and I promise you that the state department agency of it will be back of every honest business man in pushing legitimate enterprise in all parts of the world. The Spanish-speaking countries hospitality is expressed by a phrase, "My house in your house." It is a generous offer, but you are not expected to take possession. I can say, not merely in courtesy—but as a fact—my department is your department; the ambassadors, the ministers and the consuls are all yours. It is their business to look after your interests and to guard your rights. If any of them fail to live up to their responsibilities, we shall be pleased to have you report them. We shall endeavor to open all doors to you. We shall endeavor to make all people friendly to you, and when we have done all that a government can do legitimately to help business, we ask just one thing in return, and that we ask for business as well as for the honor of the nation. We ask that every business man shall carry with him the ideals of business that are respected in the United States. We ask every honest business man to help the government to drive out of foreign trade every business man who by dishonesty brings odium and reproach upon his country. We ask you to be interested in larger things than your own pecuniary returns. We ask you to go into these countries and engage in enterprise as those who are sowing seed and not as those who are merely reaping a harvest. Let every business man who enters a foreign nation so conduct himself that those who know him will be glad to have others come. Let him be so representative of the ideals of our nation and the honor of our land that the more business men we have in the country the higher will be our standing, and the more secure our place among those people. That is all we ask in return for what we try to do, and we shall be glad to have any business man bring any trouble that he has to the department for it is the business of the state department to protect not only the nation's flag but every right that an American has wherever he may go. I thank you, gentlemen.

Leaders of the progressive party are very strongly opposed to any fusion with the republicans, but they indicate that under certain circumstances they will amalgamate. Fusion and amalgamation—amalgamation and fusion—a rose by any other name, etc.