

thought of as it should be, if this aspect of commerce is forgotten. Even in so wonderful a civilization as that of ancient Greece a stranger was a barbarian. We have outgrown the idea that a stranger is a barbarian; but no man and no nation makes friends of strangers. People must know each other before they can be friends, and commerce is one of the greatest agents for bringing about such acquaintance. It has many aspects, of course; but I want to emphasize at this time that the commercial relations between the peoples of different countries help to make each people acquainted with each other's institutions, with each other's ideas, with each other's manners, with each other, in a word. Therefore it is much to be desired that the development of Pan Americanism should see closer commercial relations between the twenty-one American republics, as was said at the meeting in Washington the other day. Señor Quesada pointed out, with singular acumen, that one reason why the United States has made such small progress in the development of commercial relations with the republics to the south on the American continents is due to the fact that our business as a nation, from the time of the Declaration of Independence, has been to develop so much of the continent as has been given into our keeping. That has been especially true since the Civil War, and until very recently. I have told you of my father's early experience. This country was settled on a fringe of the Atlantic coast and after the Revolution it took to foreign commerce as a duck takes to water. When my father died in 1893, although he had lived for seven years in China, and had had his own establishments in some of the largest ports in the East, he did not have a single interest outside of the

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