

CO-OPERATION IN ORIENT.

Science of Competition.

JAPAN AND AMERICA IN FAR EAST.

Co-operation between Japanese and American business men was the theme of talks at a luncheon tendered to Mr. W. H. Williams, of New York, treasurer of Gaston, Williams and Wigmore, at the Imperial Hotel, Tokyo.

"Leaving America in August, I went through Norway and Sweden to Petrograd, then visited the commercial centres of Odessa, Kiev and Moscow, and after a return to Petrograd I came on to Japan," said Mr. Williams. "I have seen the sad sight of the war, I have seen the destruction of the war, and the damage it has caused to commerce and industry, to science and culture.

"Here, and in America, I have seen the side of those countries which are benefiting almost in inverse ratio of proportion to the suffering of the belligerent countries.

War Prosperity Can't Last.

"We must understand that this day-to-day prosperity, this ephemeral prosperity, is not based on a lasting foundation. Sooner or later it will disintegrate and crumble away as fast as it came.

"I want you to look at the war impartially and ask yourself what possible gain the war can be to Europe. For a moment we will admit that Germany might have won the war—an unlikely supposition. The loss of her chief customers, the piling up of debt and the loss of her manhood still have been her lot. On the other hand, France gets Alsace Lorraine, Italy gets Trentino, while other countries get Constantinople and a share of the Balkans. Is there any man but will say that Europe would have been better off a hundred-fold if the war had never started?

"The war is close to ourselves—that is the possibility as referred to by others of war with Japan. I have never heard of the possibility of war with Japan from a citizen of Japan or a citizen of the United States, but in my travels I have heard it stated that the next great war will be between the United States and Japan, and always stated by citizens whose countries would materially benefit from a war between the United States and Japan. As a citizen of the United States I should say that the remotest thing in the minds of the people of the United States

is even a suspicion of trouble with our friends in Japan. I ask for active co-operation between our nations for the good of us all.

New Science of Competition.

"We used to think the purposes of competition was to destroy our rival. Now the science of competition is the science of active co-operation. That is the science of competition in which we all work for a large and quick result and we all participate proportionately in the whole.

"It is easy for America to understand Japan's position. You have an island of 60,000,000 inhabitants. Your progress of the last fifty years has been remarkable.

"Keep on building ships. That is the salvation of your country. Just as certain as that in our country, after the introduction of automobiles the good roads followed them, so in your country after the introduction of ships the yen will follow.

"It is perfectly natural for you to seek a world market for the surplus manufacturing you are doing. As competitors you must be reckoned with. We are your great customers and you are ours. The question of the relationship between the customer and the seller is very easy to build up.

"Our second position is where we sell goods in a field near which you are geographically so situated that even if we wished to keep you out, we couldn't.

Co-Operation Best for All.

"We feel we can co-operate with you in this field—the Far East—and with more beneficial results to both countries.

"I hope that the two countries will co-operate for the benefit of each, for the benefit of our future customers and for the weal of all."

Viscount Kaneko then spoke, saying that while Mr. Williams was speaking, an idea had come to him that twenty years ago he had used pretty much the same language in urging co-operation, in an after-dinner talk before the Chamber of Commerce in New York City.

"The people of the United States and Japan must co-operate if they extend their trade in the Far East," said Viscount Kaneko. "I tried to impress this fact on the business men in New York in the strongest words I knew, but unfortunately they heard me, but they said, 'that is a very difficult question and we will consider it.' They didn't give encouragement or endorsement. But now the same words come from the mouth of a New York man so prominent as Mr. Williams.

Gary of Same Opinion.

"Judge Gary expressed the same opinion. No doubt the thinking men

of America are now urging co-operation between Japan and America in international trade and I hope this idea will be carried through.

"From a business point of view, Mr. Williams explained the dealings between customer and seller and I might go farther and say that in order to co-operate in international trade, we must have some market where we can shake hands and co-operate. China is the place where the Japanese and the American business men can go hand in hand and effect benefits reciprocally and advantageous to both.

"The United States will get the larger proportion of this trade. We do not claim an equal proportion. The United States has larger plants, more abundant engineering, more skilled workmen. Let America get the larger proportion in China and we get our reasonable share. We never try to drive American business from Continental China. We will be prepared to welcome you in China.

"Japan is near to China. America has ships and power and every opportunity to get Chinese trade. If we try to destroy each other it will be to the detriment of both, so we must work in harmony.

America Should Supply Capital.

"America could supply capital, engineering talent and machinery which we cannot supply, but we can supply some material and some workmen, and then we could work hand in hand. I think the Chinese market will witness co-operation between Japan and the United States within a few years, and I hope the co-operation we have been talking about so much will be realized advantageously to both nations and to the people of China and the Chinese nation."

Viscount Kaneko also referred to the important role of Russia in Continental Asia and the great influence she is destined to wield in Chinese diplomacy and trade.

The luncheon was given by Mr. B. W. Fleisher. Among those who attended, besides Mr. Williams, were Baron Sakataui, Viscount Kaneko, Baron K. Okura, Dr. T. Dan, managing director of the Mitsui Gomei Kaisha; Mr. J. Inouye, president of the Yokohama Specie Bank; Mr. S. Hayakawa, director and general manager of the banking department of Mitsui Gomei Kaisha; Mr. Manzi Kusbida, general manager of the Mitsui bishi Giuko; Mr. R. Asano, managing director of the Toyo Kisen Kaisha Messrs. Coleman and Rosencrantz of Gaston, Williams and Wigmore, and Mr. Joseph E. Shankey.