

who predict that the next great war will be between those countries are people of countries that would materially benefit from such a war, said Mr. Williams at a tiffin at the Imperial Hotel in Tokio on December 23, at which were present many prominent Japanese, including Baron Sakatani, 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. Manzo Kushida, general manager of the Mitsubishi Ginko; Mr. R. Asano, managing director of the Toyo Kisen Kaisha; Messrs. Coleman and Rosencrantz of Gaston, Williams and Wigmore, and Mr. Joseph E. Sharkey, correspondent for the Associated Press. The tiffin was given by Mr. B. W. Fleisher, proprietor of the "Japan Advertiser."

SCIENCE OF COMPETITION.

"We used to think the purpose of competition was to destroy our rival," said Mr. Williams. "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 50 years has been remarkable.

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

"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."

ALL FOR CHINA'S GOOD.

Viscount Kaneko replied, saying that while Mr. Williams was speaking he recalled that 20 years ago in an address before the Chamber of Commerce in New York he had made a similar appeal for co-operation between Japan and the United States for purposes of mutual trade extension in the Orient. He got no encouragement at that time, but now the tide of thought had changed and he was glad to hear Mr. Williams speaking along these lines. Judge Gary had expressed the same opinion.

"From a business point of view," said Viscount Kaneko, "Mr. Williams explained the relation between customer and seller, and I might go a step further 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."

Continuing, the viscount said: "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 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" Viscount Kaneko concluded "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."

JAPAN AND AMERICA AND CHINA TRADE.

TWO RIVALS UNITING FOR CHINA'S GOOD.

Among the passengers due to arrive to-morrow on the M. M. S. Athos, from Japan, is Mr. W. H. Williams, one of the founders and treasurer of Messrs. Gaston, Williams & Wigmore, who is to remain in Shanghai a few weeks before sailing for America and thus completing a business trip around the world. He left New York in August, visited Norway and Sweden, and then Petrograd, where his company have a branch. From Petrograd he made a side trip to the commercial centres of Odessa, Kiev, and Moscow, and then went to Tokio, via the Siberian railway.

Mr. Williams believes that the United States and Japan should work hand in hand in extending trade in the Far East and particularly in China. Talk of war between Japan and the United States is never heard from the lips of citizens of either country, and those