

years are now closing. Whoever enters the northern port now sees a beautiful little city. Long lines of noble buildings attest the approach of the West to the East. The fine quarters of the consulates reveal the presence of the diplomatic bodies and the immense traffic which now overlades the roads and the approaches is significant of the ready acceptance by the Chinese of the new life, with its steady impulse. This impression is increased when the study of the change passes beyond the immediate influence of the foreign municipality. In the macadamized roads, which extend from the native city to the home of the viceroy, in the continuous throng of the little jinrickshas, imported from Japan, but now made by the thousand in the native city, in the street lighted at night with kerosene lamps in the shops that are brilliant at night with this imported light from America, in the ceaseless trundle of native burrows laden with cotton goods from America and England, in any or all of the shops which girdle the city wall, filled with a vast variety of foreign goods, glass-ware of every sort, clocks in numberless variety, from Conner, from Switzerland, iron rods and iron ware in enormous quantity, which the native industry could never supply; in all of these and hundred-fold others, the visitor may catch a glimpse of the change which has been wrought by commercial life alone. On inquiry he will find that these are but the mere external and evident signs of the impact of the West. He will learn from the native importers how far-reaching is their trade, so that there is scarce a single little town or village in the north that is not affected by it. He will see how so simple a thing as a trade in matches, which has assumed enormous proportions, has affected the interest and the comfort as well, of millions of the natives, and has made

very real and practical to them the presence of those who could devise and sell so cheaply that little item of convenience? He will learn that into every hamlet through vast regions cotton cloth has gone, carrying not only a good and cheap article of ware, but a wondering interest in the ingenuity that could weave so fine a thread on so wide a loom. The little things of life are the most effective. The little things of commerce are the most widely distributed and the most effective in their enticing of interest and bringing in the day of good fellowship. The traveler will also learn of the new industries that have sprung up in the wake of the incoming commerce. In North China the exports of straw braid and of wools, chiefly camel's wool, have grown into great commercial importance, and are a source of large incomes both to the foreign merchants and to the native factors.

Such, then, is a suggestion of the change that has come to a single and, in a sense, isolated community. Considering that this same process has been induced in all the now opened ports in varying proportions of size and influence, until every portion of the vast empire is permeated and subsidized by the ramifications of trade, we may measure the value of this commerce in its power to recreate the desires and industries of the nation. The first great sign of the change was the introduction of steam navigation. The period of mercantile change which we have been considering may be divided into two, each of fifteen years. From 1833 to 1874 the trade along the coast and up the great artery of China was in the hands of the foreign merchantmen who were accumulating vast wealth and storing it in the fine iron ships which carried their trade. In the year 1874 a company of Chinese merchants with Li, the viceroy, at their head, organized "The China Merchants' Steamship Company" and