

salted and dried fish have been shipped to the Hong Kong market from San Francisco. This is a trade well worth investigating by British Columbia firms. Salted shad is usually imported into Hong Kong in shipments of about 500 cases, each case weighing 250 pounds gross. The price in October, 1915, worked out to approximately $3\frac{1}{2}$ cents Mexican a pound delivered in Hong Kong. The price for salted herrings was practically the same. This is just the right price for the South China market, where there is a great and steady demand for cheap fish.

TINNED MILK.

Tinned milk is sold all over South China in large quantities. It has come to be looked upon as an essential article of diet especially in families where there are young children. The total amount of tinned milk handled through Hong Kong before the war is said to have amounted to approximately 800,000 cases a year. The chief demand is for evaporated skimmed milk sweetened and made very thick. This is very much sweeter and thicker than the tinned milk which is sold in Canada. Condensed cream is imported only for use among Europeans and the better class Chinese who have acquired a taste for tea served in the European way. The large trade is therefore in sweetened tinned milk made especially for the Chinese market.

The trade in tinned milk as in the case of so many other articles sold in China is greatly influenced by the conservatism inherent in the Chinese character and the great reliance placed upon a "chop" or trade mark. Before the war about two-thirds of the tinned milk sold on the Hong Kong market was supplied by a company with factories in England and Switzerland. This particular brand was known all over China and it was difficult to introduce new chops on the market. During the war this company has had difficulties both in the milk supply and in the obtaining of sugar as well as in the shipping of its products to China. They have established factories in Australia especially for supplying the Chinese market during the present difficulties. Before the war this brand of tinned milk sold for \$7.50 Mexican a case wholesale, laid down in Hong Kong. The present price is approximately \$15 Mexican a case and it is stated that any further considerable advance in price would prove prohibitive to the majority of consumers. Tinned milk is always shipped to Hong Kong in cases containing four dozen tins. The second largest supplier of tinned milk to the Hong Kong market has been an American concern, which controls factories in Canada. This brand formerly sold at a higher price than that of the brand referred to above, but was said to be of a little better quality. Now that price for both are about equal and the former company is working under difficulties, the latter brand has been coming to the fore. It has always been stated that a new brand of tinned milk could only be introduced to the South China trade if the market was understocked. The present disturbed condition of the trade therefore presents an opportunity for establishing an independent Canadian "chop" on the market. There is also an opening for the sale of condensed cream of Canadian manufacture. Several firms expressed their desire to secure the representation of a Canadian brand of tinned milk. In view of the great possibilities and the magnitude of the trade, the South China market for tinned milk deserves careful investigation on the part of Canadian firms.

MISCELLANEOUS.

In addition to the various lines dealt with in detail above, there are a great many miscellaneous articles imported into Hong Kong which Canada might be able to supply. There is for instance a large trade in drugs and chemicals of all kinds. Some business could no doubt be worked up in certain drug and chemical lines if Canadian producers would get in touch with importers at Hong Kong. Paints and colours, brushes, enamel-ware, tools and various small hardware articles present other openings for possible Canadian trade. The wearing apparel imported into Hong