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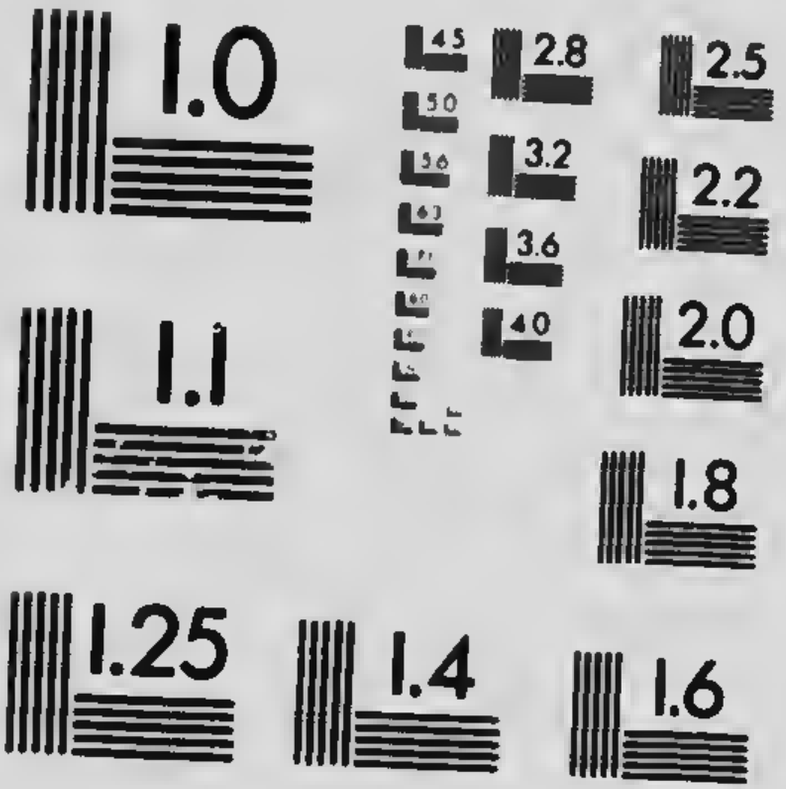

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THE TRADE OF SOUTH CHINA

REPRINT OF ARTICLES PUBLISHED IN THE WEEKLY BULLETIN OF THE DEPARTMENT OF TRADE AND COMMERCE OF CANADA BETWEEN OCTOBER, 1917, AND JANUARY, 1919.

TRADE COMMISSIONER, L. D. WILGRESS.

Published by Authority of Rt. Hon. Sir GEORGE E. FOSTER, G.C.M.G., P.C.,
Minister of Trade and Commerce.
OTTAWA

OTTAWA
J. DE LABROQUERIE TACHÉ
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
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View of Hong Kong from the Peak.

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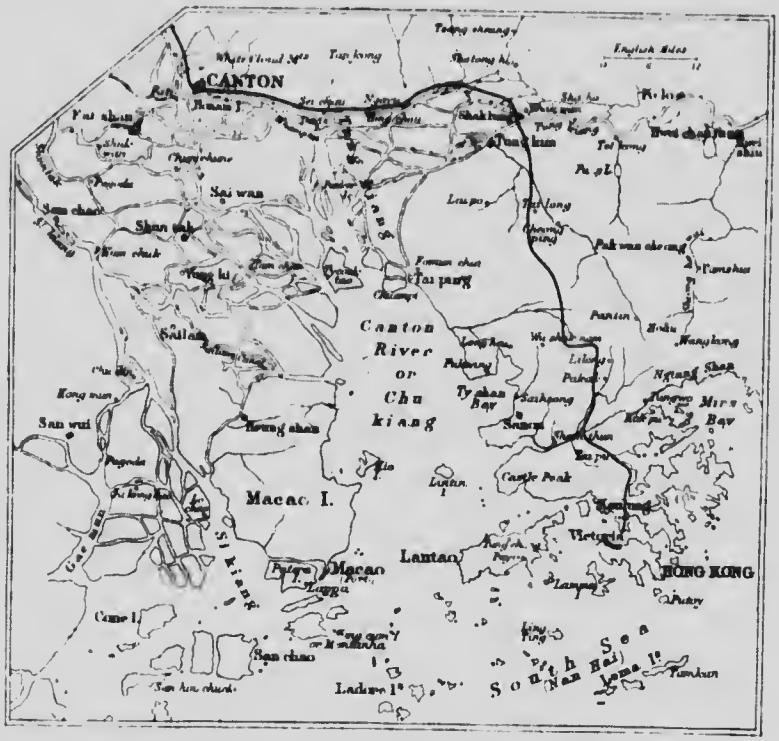
ILLUSTRATIONS AND MAPS.

TRADE POSITION OF HONG KONG.

Hong Kong, June 20, 1918. The British colony of Hong Kong is the principal emporium of trade for South China, filling the same function which for the North China and Yangtze valley is fulfilled by Shanghai. Although extending over a comparatively small area, it is one of the most important Crown colonies of the British Empire, and has been of great assistance to British trade interests in the Far East. The port serves as the distributing centre of imported foreign goods for a large extent of territory, and in the export of Chinese products ranks second only to Shanghai. The value of the trade of the colony is estimated at over $250,000,000 gold a year, and it may be stated that approximately one-fourth of the imports and one-third of the exports of the collective foreign trade of China in normal times are financed and distributed through Hong Kong.



Map of Canton River Delta, showing situation of Hong Kong.

STATISTICS OF TRADE.

Hong Kong has always been a free port and statistics of trade have hitherto not been published. For this reason it is difficult to convey a proper conception of the nature and volume of the trade of the port. Last year a special department was estab-

lished to supervise imports and exports into and from the colony, and henceforth valuable data should be available. The figures for the last four months of 1917 are appended to this report. These returns do not show origin of imports or destination of exports. It is therefore not possible to properly analyze the figures given. Merchandise imported from China or abroad and entered in the import column often appears again under the head of exports when re-exported from the colony. The best indication of the important part which Hong Kong plays in the foreign trade of China is afforded by a reference to the statistical publications of the Chinese Maritime Customs, as may be seen from the following figures covering the year 1917:

	Value $ Gold.	
Total imports of foreign goods into China	591,702,779	
Imports from Hong Kong	163,360,563	27%
Total exports of Chinese products	479,819,579	
Exports to Hong Kong	119,318,234	25%
Total trade of China with foreign countries	1,071,522,358	
Trade of China with Hong Kong	282,678,797	26%

Since Hong Kong has a population of only a little over 500,000, it is evident that only a small proportion of the total turnover given above consisted of goods originating in or destined for consumption within the colony. By far the greater part of the trade of Hong Kong is essentially a re-export business, the colony importing foreign goods for redistribution in the interior and receiving South China products for shipment abroad.

Apart from being the commercial centre of South China, an important transhipment trade is carried on from Hong Kong with the Philippine Islands, French Indo-China, Siam, Straits Settlements, Dutch East Indies and other parts of the Far East, so that the port occupies a position somewhat unique among great centres of trade. Hong Kong owes this position, first of all to its advantageous geographical situation and, secondly, to the unexcelled steamship connection with all parts of the world. Most of the transpacific steamship lines have their Far Eastern terminus at Hong Kong, while all other steamers to and from China and Japan call at the port. In addition numerous and frequent coastal services provide connections with the outports on the mainland and the outlying islands. According to the shipping returns of the British Board of Trade the number and tonnage of vessels in foreign trade entered and cleared during the year 1913 was 47,520 and 25,821,652 tons; thus in respect of tonnage Hong Kong has ranked with London and Liverpool as one of the three largest ports in the world.

In view of the excellent shipping facilities from Hong Kong, many commercial houses find it convenient to keep stocks at the port on which they can draw as occasion requires to supply the various Far Eastern territories to the south. Unfortunately no statistics are available to show the extent of this re-export trade with countries other than China. Many of the steamers calling at Hong Kong take on stores or refit there and this helps to furnish no inconsiderable part of the local business of the colony.

THE SOUTH CHINA TRADE FIELD.

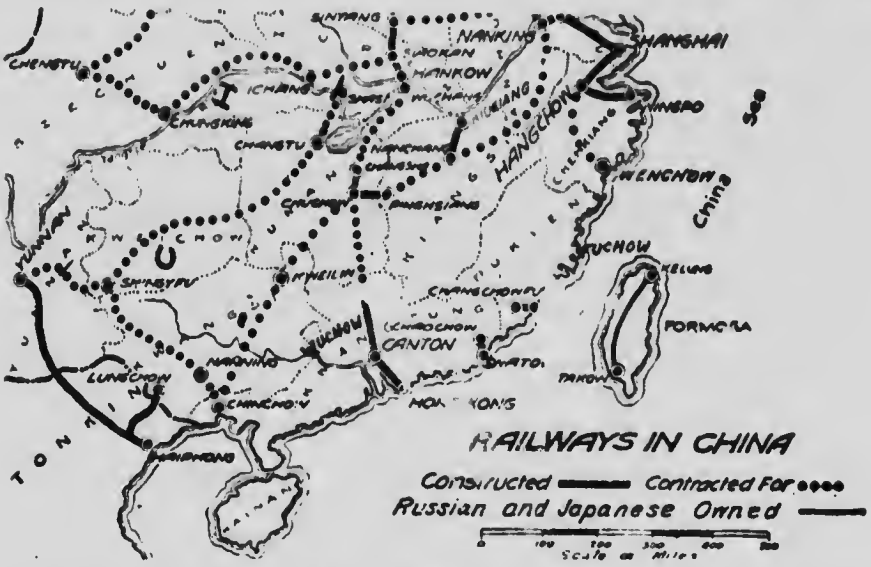
A glance at the map of the Far East will show the advantages which Hong Kong derives from its geographical situation. The colony is situated at latitude 22° 18 N. and longitude 114° 10 E., hence just within the Tropics. The China coast at about latitude 26° makes a great bend to the southwest and Hong Kong is so situated as to be almost in the centre of the semicircle so formed. It is thus within convenient distance of a large part of the interior of China south of the Yangtze valley. The colony also is near the mouth of the Canton or Pearl river, which is formed by the converging of several rivers navigable for great distances and providing fairly easy communication

for a wide tent of territory. This makes Hong Kong the gateway for the whole of the area served by these trade routes. The most important is the West River route from Canton, which commands the whole of the trade of the province of Kwangsi and penetrates into Yunan and Kweichow. Other routes deserving of mention are the North River route which serves the province of Kwantung north of Canton, and by means of the Cheling Pass affords communication with the waterways of Hunan, and the East River route which penetrates over the Meiling Pass into southern Kiangsi. With the outports along the coast and the valleys cut off from the Canton River, and by system of mountain ranges, excellent communication is afforded by the numerous coastal services from Hong Kong.

The territory tributary to Hong Kong commercially therefore comprises the whole of the provinces of Kwangtung and Kwangsi, and a part of the provinces of Fukien, Kiangsi, Hunan, Kweichow and Yunan. Foo w may be said to be the most northerly port, where the trade influence of Hong Ko verlaps with that of Shanghai. The territory outlined is what is known as the S th China trade field, extending over an area of about 300,000 square miles and with a population of upwards of 0,000 people.

RAILWAYS IN SOUTH CHINA.

The south of China is even more poorly provided with railway communication than are the distri s north of the Yangtze river. The most important line at present



in operation is the Canton-Kowloon railway, 111 miles in length. This railway is partly under British and partly under Chinese administration. From Canton a line also runs north to Shao-chow. This is a section, of what will eventually be the Hankow-Canton railway, with a total length of 730 miles and connecting the south of China with the railway system of the north. The other railways already in operation in South China are mostly short lines running from points on the coast and are not of very great importance. Mention may be made, however, of the French railway from the coast of Tonking up into Yunan. This line has diverted a part of the traffic which formerly came down to Canton by the West River route. Lines in South China for the construction of which arrangements have already been made include a railway from the Yangtze river southwest to Yunan, a line from the Hankow-Canton railway

at Chuchow to the coast at Chinchow and another north from Chinchow to the province of Kweichow. It is expected that the building of these lines will be proceeded with as soon as the war is over and the necessary supplies and funds are available. The construction of these railways and especially the completion of the Hankow-Canton line should greatly assist the commercial and industrial development of South China.

PEOPLE AND LANGUAGE.

The inhabitants of South China are an industrial race and are to be distinguished from the more literary Chinese of the Yangtze valley. Agriculture is the chief occupation of the people and the standard of living is low. The surplus remaining after providing for the bare necessities of existence is very small. On the other hand China is beginning to respond to the influence of western ideas. The future will undoubtedly be progressive and the modernizing tendency and the raising of the standard of

Modern Travelling in South China.

living will be reflected in a greater demand for many of the products of the West. Owing to the density of population, a slight increase in the consuming power of the people results in a great increase in the demand for goods imported from abroad.

A multitude of different dialects are spoken in South China, each district almost having its own language. In Hong Kong the prevailing dialect among the Chinese commercial classes is Cantonese, but the people of the surrounding districts speak the Hakka language. The ricksha and chair coolies and porters are immigrants from Swatow and speak the dialect of that district. The majority of educated Chinamen are able to understand and talk moderately well the official Mandarin language. Pidgeon English is the "lingua Franca" for nearly all dealings with foreigners.

TREATY PORTS.

The commercial activity of foreigners in China is largely confined to certain ports opened by treaty or voluntarily by the Chinese Government and subject to regulations agreed upon by the parties concerned. Up to 1842 European traders were

greatly restricted and were only permitted to have dealings with the merchants' guild of Canton. The treaty of that year opened the ports of Canton, Amoy, Foochow, Ningpo and Shanghai to foreign trade and granted special privileges. There are now over forty such treaty ports in China, of which some fourteen are in the south. At these ports foreign nations may establish consulates and their merchants are permitted to live and do business. On the trade of these ports duties and other dues are levied according to a tariff settled by treaty. By the payment of duty at a treaty port goods also are exempted by all further taxation on movement. This latter privilege is of great importance. Foreign imported goods having once paid duty at a treaty port can be sent to another treaty port in the interior or on the coast free of the "Likin" or transit duties, which have so greatly hindered the domestic trade of the country. The duties at the treaty ports are collected by officers of the Chinese Maritime Customs, which is under the administration and management of foreigners.

The chief treaty port in South China is Canton, which for many years held a monopoly of foreign trade. Since the development of Hong Kong, the direct trade

Modern Travelling in South China.

of Canton with foreign countries has been limited, the port having become a commercial dependency of the British colony. The city is favourably situated to serve as a distributing centre, being near the confluence of three navigable rivers flowing from the northeast, north and west. The most important treaty ports on the South China coast are Swatow, Foochow, and Amoy. The trade of the two latter ports is on the decline with the falling off of the traffic in Formosan and local teas. Swatow is a busy little port with a fairly extensive hinterland, which is cut off from Canton and the ports to the north by ranges of hills. Southwest of Hong Kong are the treaty ports of Pak-hoi and Kiungchow and the French leased territory of Kwang-chow-wan. The trade of the two former is at present small, but capable of development. In the interior the treaty ports of Wuchow at the head of steamboat navigation of the West river and Nanning further up the same river are important distributing points. Kongmoon on

the west side of the Canton River delta taps a part of the trade of a rich hinterland, from whence come many of the emigrants to North America and the East Indies. The Portuguese colony of Macoa is no longer important as a commercial centre, except as a port of departure for coolie emigrants.

THE COLONY OF HONG KONG.

The crown colony of Hong Kong comprises the island of that name and the dependent territory across the harbour known as Kowloon and the New Territory. The total civil population of the colony was estimated in 1916 at 529,010, consisting of 13,390 non-Chinese and 515,620 Chinese. The harbour is one of the finest and most beautiful in the world and has an area of 10 square miles. The anchorage has a general width of a mile and there are entrances from two sides, both well protected. The bulk of the population live in the city of Victoria, which is spread for about 4 miles along the shore of the island. On the hills above the town there is a foreign residential section known as the Peak. The island is about 11 miles long and from

View of Shameen European Settlement of Canton.

2 to 5 miles broad and consists of a broken ridge of lofty hills. There is little land suitable for tillage and the natural productions of the colony are few and unimportant. The situation of the town is very beautiful. The streets and roads are well made and kept and there are many substantial buildings. The planting of forest trees and the draining of stagnant waters has made a desolate and malarial island into one of the healthiest spots of the world in the same latitude. The colony therefore reflects great credit on the colonial system and administration of Great Britain.

ACQUISITION OF THE COLONY.

The island and harbour of Hong Kong was ceded to Great Britain by the Chinese Government in 1841. Up to that time foreign traders doing business with the merchants' guild of Canton had their headquarters at the Portuguese colony of Macoa.

From the year 1856 the development of Hong Kong was rapid and the importance of Macoa as a centre for trade declined. In 1860 the peninsula of Kowloon was definitely ceded to the British and in 1898 another agreement was concluded whereby China granted the territory behind Kowloon, together with the adjacent islands, for a period of 99 years, thus completing the defence system and assuring the fortifications of the colony. The area of this new territory is 376 square miles, thereby bringing the total area under the British flag up to 410 square miles.

City of Victoria, Hong Kong.

GOVERNMENT.

The Government of the colony is administered by a governor, assisted by an executive council of six official and two unofficial members. Ordinances are enacted by the legislative council, composed of seven officials and six unofficials, and presided over by the governor. One of the unofficial members is elected by the Chamber of Commerce and another by the justices of the peace. The other four, two of whom are Chinese of British allegiance, are appointed by the Government. The governor is appointed by and acts under the Colonial Office at London and holds office usually for a term of five years.

INDUSTRIES OF HONG KONG.

Hong Kong has several important industries, including extensive dockyard and engineering works, three sugar refineries, a rope factory, cement works, a glass factory; feather-cleaning works, soap factory, paper mills, a match factory and several ship-building establishments. In view of the advantageous situation of Hong Kong it is felt by many of its business men that many more industries could be attracted to the

colony if proper encouragement was forthcoming. The dock accommodation is fully adequate for the needs of the port. There are two docks over 700 feet in length and several of smaller size. One company has three extensive dockyard establishments fitted with the latest appliances and equipment. This concern is now preparing three new shipways and expects to be in a position next year for building steamships up to 16,000 tons gross. Another company has an up-to-date plant, which includes a dock 787 feet in length and a building yard fitted for turning out vessels of various kinds. A steamship of over 5,000 tons was recently built by this company. There is also a naval dockyard with a dock capable of accommodating the largest vessels and several private concerns building small steamers, launches, junks and other vessels. Another industry in Hong Kong deserving of mention is that managed by the Dairy Farm Company, which supplies the European population both at Hong Kong and throughout the Far East, as well as the steamers which call at the port, with fresh milk and other dairy products, poultry, meats, hams, bacon and other produce. This concern has lately been experimenting with the canning and preserving of meats for supplying ships and for shipment to the tropical districts to the south.

TARIFF.

Hong Kong is a free port and duties are levied only on a limited number of articles, such as wines, liquors and tobacco, when imported for local consumption, goods imported and then reshipped from the colony pay no duty. Imports into South China ports from Hong Kong are subject to the Chinese tariff, which is a general *ad valorem* tariff for revenue purposes, the scale of duty being 5 per cent.

THE IMPORT TRADE OF HONG KONG.

A consideration of the trade of Hong Kong is rendered difficult at the outset owing to the absence of detailed statistics. There are no figures available to show from whence originates the large quantity of foreign goods which pass through the port, nor is it possible to indicate the destination of South China products shipped from Hong Kong. Some idea of the nature of the goods imported may be obtained by a reference to the returns of the Chinese maritime customs covering the import into the principal treaty ports of South China, the bulk of the goods imported into these ports being distributed from Hong Kong. The following table shows the principal articles imported during the year 1916 through the ports of the Canton River delta by steamer and junk. This table is abstracted from the returns of the Canton, Kowloon, Lappa (Macoa), Kongmoon and Samshui customs houses. The unit of quantity given, viz., the picul, is the equivalent of 133⅓ pounds avoirdupois. The average value of the Haikwan tael during the year 1916 was the equivalent of 79 cents gold. This table will indicate the nature of the imports into South China and the opportunities which are presented thereby for the enlargement of Canadian trade:—

IMPORTS INTO PORTS OF THE CANTON RIVER DELTA, 1916.

Description of Goods.	Classifier of Quantity.	Total. Quantity.	Value. Hk. tls.
Opium—			
Bengal	Piculs.	124·29	925,301
Malwa	"	14·62	142,475
Cotton goods—			
Shirtings, grey, plain	Pieces	94,875	289,295
" white, plain	"	172,400	810,281
Drills and jeans	"	11,135	56,746
T-cloths	"	37,921	96,638
Lenos and balzarines	"	29,771	73,005
Printed goods	"	22,479	68,381
Dyed goods	"	70,301	326,187
Cotton Italians	"	46,202	311,778
" lastings	"	19,792	108,624
" Spanish stripes	"	3,076	21,863

Description of Goods.	Classifier of Quantity.	Total Quantity.	Total Value. Hk. tls.
Cotton Goods—*Con.*			
Flannelettes	"	86,471	293,717
Handkerchiefs	Dozens.	66,292	25,514
Towels	"	247,364	118,409
Cotton yarn	Piculs.	141,213	3,273,370
Description of Goods.	**Classifier of Quantity.**	**Total. Quantity.**	**Value. Hk. tls.**
Woollen goods—			
Camlets	Pieces.	1,283	29,396
Lastings	"	3,122	73,867
Spanish stripes	Yards.	3,460	3,391
Metals—			
Brass and yellow metal sheets and plates	Piculs.	2,397	119,560
Copper ingots, slabs, and sheets, new and old	"	247	12,824
Iron and mild steel, new—			
Bars	"	22,340	126,341
Nail-rod	"	7,398	39,947
Nails	"	21,508	172,721
Iron and mild steel, old	"	20,372	57,523
Lead, in pigs, bars, and sheets	"	15,248	235,526
Steel	"	2,201	26,362
Tinned plates	"	20,129	204,435
Zinc (spelter)	"	67	2,743
Sundries—			
Beancake	"	157,907	382,720
Beans	"	999,973	2,874,475
Betelnuts	"	28,552	264,525
Bicho de Mar	"	3,855	137,720
Bran, rice	"	2,310,160	3,384,297
Cereals—Rice and paddy	"	9,851,465	28,312,624
Chinaware, earthenware, and pottery	"	57,674	309,963
Cigars and cigarettes	Mille.	.....	1,033,389
Coal	Tons.	379,492	2,597,715
Cotton cloth, native	Piculs.	31,441	1,997,070
" raw	"	24,873	368,180
Dyes—Coal-tar products	Value.	.....	93,611
Fish and fishery products	Piculs.	868,939	7,482,101
Flour	"	538,040	2,022,134
Glass, window	Boxes.	10,385	93,519
Groundnuts	Piculs.	1,897,524	8,579,086
Leather	"	50,513	3,121,476
Matches, wood	Gross.	1,544,716	632,147
Oil, bean, groundnut, etc.	Piculs.	144,435	1,437,078
" kerosene	Amer. gal.	17,827,017	5,468,114
Paper	Piculs.	66,548	543,635
	Value.	.....	5,772
Rattans	Piculs.	87,507	643,096
Saltpetre	"	491	10,521
Sandalwood	"	6,426	71,195
Seed, sesamum	"	44,907	214,545
Sugar, brown	"	114,118	449,886
" white	"	329,059	2,280,930
" refined	"	25,353	225,130
Sulphur	"	4,314	54,181
Timber, hardwood	Cubic feet	578,776	282,481
Tobacco	Piculs.	39,915	495,638
Vermicelli and macaroni	"	57,828	559,[illegible]

IMPORTS OF FOREIGN GOODS.

As may be seen from the above table, the chief imports of foreign goods into Hong Kong are much the same as the goods which enter Shanghai and the other ports of China, and are comprised principally of cotton piece-goods, cotton yarn, woollen goods, iron and steel and metals, hardware, timber, machinery, household stores, flour, leather, chinaware, paints and oil, dyes and chemicals, kerosene oil, soap, cigarettes, matches, fruit, confectionery and biscuits. Great Britain is the chief supplier of cotton piece-goods to South China, while a considerable business is also done by the United States and Japan. The competition of the latter country, especially in the coarser grades of cotton cloth, has lately become serious and has created much speculation regarding the maintenance of the trade position of Great Britain in the China market. About two-thirds of the trade of Great Britain with

South China is accounted for by cotton and woollen textiles. Japan and the United States have taken advantage of the opportunity presented by the war to enlarge the market for their products in China. United States firms have been making considerable headway in building up an extensive trade and have been shipping large quantities of iron and steel and other metals, machinery, railway equipment, hardware, canned provisions, timber and flour. The Japanese in South China have pursued the aggressive policy of economic penetration, which also characterizes their activities in the north. The province of Fukien they regard as their special sphere of influence by reason of its proximity to Formosa and have been active in the buying up of concessions and the installation of electrical and other plants in this province. Every effort has been made by the Japanese to increase their exports to South China. The streets of Canton and other cities reveal a great variety of goods from Japan, including all kinds of the cheap utensils and trinkets, which have such a large sale among the Chinese. Among other prominent imports from this source may be mentioned textiles, machinery, electrical appliances, drugs and chemicals, hosiery, matches, flour, household stores, beer, paper, chinaware, clocks and hardware. Up to the present the business done with South China in Canadian products has not been large. A varying quantity of Canadian flour has been shipped to the Hong Kong market in past years. A good opportunity should be presented after the war for the enlargement of Canadian trade in such lines as flour, timber, iron and steel, canned provisions, dried and salted fish, tinned milk, paper and leather. A consideration of the trade with Hong Kong in each of these lines is given below.

DISTRIBUTION OF IMPORTS.

The trade of Hong Kong with other countries both in foreign goods and Chinese products is handled almost entirely by foreign merchant houses. These firms in many cases have branches throughout the country. Although often devoting special attention to certain lines, they generally deal in all sorts of goods and are usually prepared to take on any new branch of trade that presents itself. The native dealers at Canton and other centres are often represented in Hong Kong by brokers and make their purchases through these intermediaries. The trade in foreign goods is very largely centered in Hong Kong. There are a few foreign firms at Canton, Swatow and other South China ports, who order merchandise direct from the countries of supply, but their field of activity is limited. There is no apparent tendency for these other ports to become independent commercially of the British colony. The native dealers by buying through Hong Kong have the choice of a larger and more assorted stock, while no other town is so well situated to serve as a distribution centre. The trade of South China is also in large measure financed from Hong Kong.

DIRECT DISTRIBUTION.

Foreign goods are therefore mostly distributed by native dealers throughout South China, who obtain their supplies from the foreign merchant firms established at Hong Kong. In certain lines, however, there has been a noticeable development of direct business connections with Chinese in the interior. Such articles as kerosene oil, household soap, cigarettes and sugar, having a universal demand and involving the maintenance of large stocks are sold through the medium of an extensive organization of native agents, superintended by foreigners stationed at local centres in all parts of the country. In this way the competition of rivals is rendered difficult and better control can be had over distribution. It is thought by some that this principle could be extended to other lines and that foreigners should in general take a more active part in the sale of goods to the Chinese. A better knowledge of the special requirements of the market can be acquired in this way. It is pointed out that this policy can be associated with the buying of Chinese products for export abroad along the lines followed by the Germans. In the case of machinery, for instance, a staff of trained Chinese engineers or mechanics under the supervision of foreigners is neces-

View of the River Bund, Canton, to-day.

The Bund at Canton 15 years ago.

sary in order to thoroughly investigate the field and demonstrate the machines. The prospective Chinese buyer before placing his order likes to see the actual machinery in operation and not merely a photographic representation.

It is probable that in the future there will be an extension of this principle of direct sales in the interior, but the great majority of imported articles will no doubt continue to be distributed by native dealers, purchasing supplies from the foreign merchant at Hong Kong, who takes no further interest in the goods. The foreign merchant naturally prefers to leave the troublesome details connected with the distribution of goods to the native dealers, who thoroughly understand the ways of their countrymen and the confused conditions resulting from the vagaries of the currency, etc. The foreign business community of Hong Kong take comparatively little interest in the surrounding Chinese life and customs and nearly all business is transacted in the English language. The conditions arising out of the war are bringing about a certain change in this respect and greater attention is being paid to the study of Cantonese and other dialects. Hitherto with the exception of members of the large selling organizations referred to, very few foreigners trading in South China spoke any of the Chinese dialects. The need of a knowledge of the language of the natives is now being more generally recognized.

THE TRANSACTION OF BUSINESS.

One feature of the way in which business is conducted at Hong Kong is what is known as the compradore system, which is in vogue throughout China. This is really a modern development of the Co-Hong practices of the old factory days at Canton, when foreigners were confined in their dealings to members of the trade guild. When China was opened to foreign trade by the treaty of Nanking in 1842, the foreign merchants found it convenient to continue the practices then in use. As a consequence a Chinaman of high standing was attached to each of the merchant houses and all dealings with the native Chinese were transacted through this officer, who was known as the Compradore.

The compradores are men of unquestionably high character and ample means. They are intimately acquainted with the business connections and standing of their customers and guarantee individual accounts. In return they receive a commission on the total turnover usually amounting to 1 per cent. The manager of the foreign house leaves a great deal to his compradore and seldom sees even the largest native buyers.

Although much has been written predicting the gradual disappearance of these practices, it must be admitted that the compradore system has proved to be of the greatest utility and it is doubtful if it will ever be entirely superseded. The personal factor is of great importance in all business dealings among the Chinese and the foreigner cannot be expected to have the requisite knowledge and understanding of the Chinese character and methods to be able to do without the services of an intermediary such as the compradore.

NEW INFLUENCES.

The modernizing tendency, which is making its influence felt in all phases of Chinese life, is having the result of breaking down the more conservative of the old ways of doing business. The foreigner is finding that it pays to cultivate more intimate relations with the native dealers. There is also the factor introduced by the modernized Chinaman who has learnt the customs and up-to-date practices of the West. These men are commencing to establish business houses of their own, which deal direct with foreign countries. In some cases they are content to follow the example of the foreign firms and transact business through a compradore. In other cases they devote the

commission saved by doing without a compradore to entertaining dealers and in other ways working up business, which they are well qualified to do by reason of their knowledge of the language and customs of their countrymen.

As an example of the enterprise of the modernized Chinese business man, mention may be made of the large up-to-date department stores at Hong Kong and Canton. These stores compare favourably with similar establishments in other countries and a great variety of all kind of goods are on sale. As a rule these firms obtain supplies through the foreign houses at Hong Kong, but also frequently supplement these dealings by direct importations from foreign countries when required.

The number of such Chinese firms in South China who deal direct with foreign countries is very limited. The great bulk of the business is transacted through the medium of the foreign merchant firms. A canvas of the large Chinese dealers at Hong Kong showed that very few are prepared to import goods direct, even when large quantities are required. Various reasons were given, chief of which were the difficulty of obtaining redress if the goods were not up to sample and the limited financial means at the disposal of most of these dealers. Those Chinese firms who do direct business with foreign countries are included in the list of importing houses at Hong Kong, which may be obtained by interested Canadians on application to the Department of Trade and Commerce, Ottawa (refer file No. 20069).

Water Fete, opposite Shameen, Canton.

BANKING FACILITIES.

Hong Kong in common with the other trade centres of the Far East is well provided with banking facilities which enable the Canadian exporter to do business with South China on almost the same terms that are customary in the domestic trade of Canada. The importer, if of satisfactory standing, commonly opens a credit in favour of the overseas exporter at his Hong Kong bank and immediate payment may be obtained by the exporter by delivering the shipping documents to his bank in Canada together with a draft at sight or up to ninety days drawn on the importer, the documents being handed over to the latter by the bank either on acceptance or on payment of the draft. In the case of certain lines of trade, however, it is only fair that the importer should be provided with some means of redress if the goods are not up to

sample. There are altogether three British, two French, two Japanese, one American, one Chinese, one Russian, and a Dutch bank doing an exchange banking business at Hong Kong. The colony is provided with its own local currency, the unit being the silver dollar, which is subdivided into 100 cents and which has a value approximating in normal times that of the Mexican dollar. The circulating medium is comprised both of bank notes and silver coins.

The monetary system in South China is as confused and non-uniform as in other parts of the country. Productions of the local provincial mints and chopped Mexican dollars circulate as currency, while the money of account is the tael of silver, also variable in different places. At Canton the standard is the Sze-ma tael, which is the heaviest mercantile tael in China, weighing 579·85 grains, but of varying fineness.

CREDITS.

At the present time business in China is conducted almost entirely on a cash basis. This was also the case in the early days of the trade with foreign countries. Towards the end of last century the Germans commenced to make determined efforts to break into the trade already held by their competitors and as a part of their policy introduced the granting of long credits up to nine months. The firms of other nationalities were compelled to follow suit. This policy brought in a class of unreliable native dealers and brokers of insufficient means, who otherwise would have been unable to do business. As a result frequent losses ensued. After the outbreak of the war, the liquidation of the German firms established at Hong Kong was proceeded with and many illuminating facts were brought to light. It was shown that a considerable business had been conducted by the Germans at a loss or on the principle of making one department pay for another. It is unlikely that a return to these pre-war conditions will be possible. In certain lines, such as machinery, credits will no doubt have to be granted after the war, but only to a moderate extent and under suitable guarantees. There is also no reason why credit should be withheld, when necessary, from old-established firms of unquestioned standing. Satisfactory references can usually be obtained. The great bulk of the business with Hong Kong, however, will undoubtedly continue to be conducted on a strictly cash basis. It is significant that the Japanese who have most faithfully followed German commercial methods in other directions, have not resorted to the granting of credits as a means of capturing trade from competitors. The question of credits should therefore not deter Canadian firms from seeking to develop business with South China.

EXCHANGE.

All business relations with South China are greatly influenced by the fact that the currency is on a silver basis. The exchange rate of silver in relation to gold therefore affects all dealings with countries whose currency is on a gold basis. This is one of the explanations of the great elasticity noted in the volume of trade with China. A low rate of exchange prejudically affects imports by raising the price in silver currency to the consumer. A greater quantity of silver is required to settle the account quoted in gold of the overseas exporter. For the same reason an increase in the quantity of Chinese products exported usually results from a low rate of exchange, and vice versa, when the exchange is high.

OPPORTUNITIES FOR CANADIAN TRADE.

Canada is advantageously situated for trade with Hong Kong. In normal times there are frequent sailings from Vancouver on what is the shortest route across the Pacific and all these steamers make Hong Kong their principal port of call in the Far

East. In addition to fast mail steamships, there are a number of large cargo carriers sailing between the two ports. The industrial progress of British Columbia must be influenced to an increasingly greater extent by the advantages for the shipment of products to the Oriental markets. In the development of the Panama Canal route, the eastern industrial districts of Canada will enjoy the same advantages as the eastern part of the United States. The Canadian overland route has long been regarded as the chief means of communication for the despatch of silk to the New York market and also plays a prominent part as a mail and passenger route to Great Britain. Hong Kong is therefore brought into close touch with Canada in a variety of ways.

The growing sentiment in favour of the purchase of British goods should have an important bearing on the development of Canadian trade with South China. Hong Kong is a British colony and the bulk of the business is in the hands of British firms. Canada competes with the mother country in only a very few lines. There is therefore a predisposition on the part of Hong Kong houses to establish connections with Canada for the importation of many goods.

Canada produces many articles which are required in South China but in certain lines difficulty is experienced in competing with the United States, Japan and Europe. On the other hand there are a number of Canadian products for which there is a good opening in this market, provided the proper steps are taken by Canadian firms to secure their share of the trade.

DEVELOPMENT OF BUSINESS.

Importing houses at Hong Kong complain that Canadian exporters do not devote enough attention to the special requirements of the China market. The commercial practices in this part of the world are peculiar to the Far East. They were established originally in the early days of the trade principally by British firms, and approach more nearly the practices customary in the United Kingdom. Canadian exporters should therefore exercise great care in the execution of orders fulfilling always the conditions stated in the indent. Quotations c.i.f. are highly desirable in doing business with the Far East, since in normal times the exporter is in a better position to estimate the freight and other charges to be incurred. The most common complaint against Canadian firms is that they do not endeavour to build up trade in a thorough manner, but often appear only anxious for such casual business as may be offering. Manufacturers and other producers in Canada who wish to develop an export business with South China, should carefully investigate the conditions, sending over a personal representative, where possible, and then make their plans accordingly. If it is desired to appoint representatives, there are a number of firms of good standing at Hong Kong who would be open to take on agencies or otherwise establish connections with Canadian exporters. The trade of Hong Kong is distinct from that of Shanghai and Canadian firms make a mistake to assume that they can do business with South China by establishing an agency at Shanghai for the whole of China. A list of the principal importing houses at Hong Kong and other ports has been prepared and forwarded to the Department of Trade and Commerce, Ottawa, and may be obtained on application. (Refer file No. 20069.) Canadian firms can also at all times secure information regarding the China market by writing to the Canadian Trade Commissioner at Shanghai.

EXPORT TRADE OF HONG KONG.

The chief exports from Hong Kong are given in the appended tables, prepared by the Association of Exporters and covering the export to Great Britain, the Continent of Europe, the Atlantic seaboard of North America and the Pacific seaboard of North America during each of the five years, 1913-17. Quantities only of the various articles exported are given and the products of countries other than China are included in these tables.

Another table is also appended herewith, which shows the export in 1916 by junk and steamer, which came under the cognizance of the maritime customs' houses at the treaty ports of the Canton River delta. Nearly the whole of the export from these ports reaches Hong Kong for shipment abroad. Thus in 1916 the value of the export from the port of Canton direct to foreign countries amounted to $8,075 gold, as compared with an export to Hong Kong valued at $43,186,518 gold.

TABLES—EXPORTS FROM HONG KONG.

Exports from Hong Kong to Great Britain for 1913-1917.

	Silk P. Goods.	Waste Silk.	Tea.	Preserves.	Boy.	Canes.	Matting.	Chinaware etc.	Galangal.	Camia.	Human Hair.	Essential Oil.	Hides.	Chinese Medicine.	Camphor.	Hemp.	Mineral.	Sundries.	Tea.	Fire Crackers.	Gall Nuts.	Peanuts.	Raw Silk.
	pkgs.	bales	slabs	pkgs.	cases.	pkgs.	rolls.	pkgs.	boxes	boxes	boxes	boxes	bales	boxes	boxes	bales	pkgs.	pkgs.	pkgs.	cases	kgs.	cases	bales
1913	446	9,441	9,047	65,829	5,864	28,240	30,342	4,499	20	4,730	3,214	777	319	4,519		22,560	986	31,972	12,332	11,577	350	9,262	
1914	252	10,732	9,044	49,396	3,744	26,895	31,582	3,917		2,885	1,472	1,551	1,328	1,640	23	20,000	2,470	33,442	5,919	12,963	150	9,476	
1915	190	16,330	27,992	38,449	4,670	19,956	63,463	1,613	268	37,950	2,071	4,715	4,630	3,240	3,315	70,006	2,470	33,442	5,919	12,963	250	62,803	
1916	82	9,475	22,473	35,684	4,312	9,245	63,190	576	200	36,271	2,434	2,229	2,344	3,520	965	19,119	14,919	66,062	18,771	1,578	750	44,974	
1917	253	17,252	17,420	16,927	1,656	2,989	23,860		279	25,903	2,272	6,732	3,830	2,272	6	5,360	15,441	200,000	3,537	20	1,235	50,315	2,399

Exports from Hong Kong to Continent of Europe for 1913-1917.

	Silk P. Goods.	Waste silk.	Preserves.	Canes.	Matting.	Human Hair	Star Aniseed.	Cassia Lignea and Buds	Broken Cassia	Bamboo.	Essential Oil.	Tin	Rattan-ware.	Tobacco.	Feathers.	Chinaware and Merchandise.	Crackers.	Sundries.	Tea.	Minerals.	Copra.	Copper Ingots	Vermillion	Peanuts.	Raw Silk.
	pkgs.	bales	pkgs.	bales	pkgs.	boxes	boxes	boxes	boxes	bdls.	bxs.	slabs	boxes	boxes	pkgs.	pkgs.	cases	pkgs.	pkgs.	pkgs.				cases	bales
1913	542	26,637	10,874	31,375	7,632	119,806	13,896	2,300	94,227	1,700	15,615	6,567	32,575	793	16,043	23,787	7,261	10,204	29,446	22,636	1,333	16,623	57,704		
1914	270	9,104	6,183	24,113	4,264	88,102	5,635	2,592	62,616	50	12,609	4,047	22,992	64	10,253	14,307	3,496	2,004	32,613	30,572	817	4,046	51,117	150	34,663
1915	169	2,015	2,942	3,237	1,173	17,044	1,962	1,253	35,152		5,815	3,104	18,043	16	8,370	5,923	114	490	16,051	5,803	744	340	1,664	200	20,139
1916	137	11,175	500	365	992	2,232	2,109	2,015	24,678		2,308	5,021	4,840	32	2,825	6,427	235		23,985	2,320	233	1,924			9,660
1917	125	6,491			319	3,977	725	425				1,709	21,154		3,947	519	161		50,000	2,891	163	4,026		12	2,454
																									18,189

Exports from Hong Kong to United States and Canada via Suez and Panama Canal for 1913-1917.

	Silk P. Goods		Waste Silk		Human Hair	Essential Oil	Matting	Preserves	Chinese Medicine	Chinaware etc.	Rattan	Camia	Cassia Oil	Rice	Gunnies	Canes	Sugar	Fire Crackers	Nut Oil	Kapok	Hemp	Mineral	Tea	Bristles	Tin
	pkgs		bales		boxes	cases	rolls	pkgs	pkgs	pkgs	bdles	cases	cases	bags	bales	pkgs	bags	boxes	b'rels	pkgs	pkgs	pkgs	pkgs		slabs
1913		135			1,384	2,215	118,744	2,702	74,240	890	7,445	46,983				2,535		490	49,124					360	23,125
1914					166	2,165	74,112	4,266	72,949	1,243	3,496	36,335				2,983			15,025					139	10,491
1915		5			1,187	6,068	17,911	2,078	53,060	843	17,766	30,599				1,078			4,651					443	23,833
1916					1,152	4,970	11,553	2,408	50,745	566	5,362	33,964		400	9,030	1,139		6	7,831					611	1,000
1917		8		275	1,724	5,160	2,757	4,101	37,665	683	3,105	45,274			33,870	1,426		40	7,342	185				670	2,000

Exports from Hong Kong to United States and Canada via Pacific for 1913-1917.

	Raw Silk	Silk P. Goods	Waste Silk	Human Hair	Essential Oil	Matting	Preserves	Chinese Medicines	Chinaware, &c.	Rattan	Cassia	Rice	Gunnies	Canes	Sugar	Fans	Fire Crackers	Nut Oil	Hemp	Miscells.	Tea	Bristles	Tin	Peanuts Shelled	Peanuts Unshelled
	bales	pkgs	bales	boxes	cases	rolls	pkgs	pkgs	pkgs	b'dles	cases	bags	bales	pkgs	bags	pkgs	boxes	b'rels	pkgs	pkgs	pkgs	cases	slabs	bags	bags
1913	9,162	1,097	9,354	52	338	150,138	1,933	367,701	1,625	42,237	18,123	948,971	27,358	31	47,281	10,992	64,106	17,624	20	212,750	7,196	15	14,100	....	.....
1914	11,872	653	11,718	102	346	119,336	559	361,120	1,290	54,499	13,178	1,118,039	27,060	...	47,096	12,022	70,398	16,487	50	167,802	58,482	290	14,908	.....	.....
1915	19,178	299	10,801		72	63,715	1,416	286,357	1,864	66,273	27,693	1,554,847	22,940		46,709	16,571	63,059	12,258	15	75,283	30,938	135	45,917	17,474	2,476
1916	15,070	1,327	10,854	115	113	95,731	919	223,924	2,322	23,457	41,505	1,044,181	21,810	508	19,365	9,689	83,677	7,161	1,801	268,030	5,304	1,093	173,515	14,355	10,270
1917	14,342	492	13,09	698	316	50,226	1,100	247,088	1,537	17,559	22,773	1,292,799	13,010	4,251	4,059	4,009	84,706	13,385	935	382,232	10,367	681	973,479	52,834	27,820

EXPORTS FROM PORTS OF CANTON RIVER DELTA, 1916.

Description of Goods.	Classifier of Quantity.	Quantity.	Total Value. Haikwan Taels.*
Animals, living	No.	1,104,359	1,383,796
Bags of all kinds	Pieces.	9,473,448	505,404
Bamboos	"	5,312,012	95,513
Bricks and tiles	"	38,924,366	257,994
Bristles	Piculs.	5,341	764,100
Cassia lignea	"	82,463	616,002
Chinaware, earthenware, and pottery	"	189,849	955,590
Eggs, fresh and preserved	Pieces.	25,951,079	379,248
Fans, palm-leaf	"	53,089,542	448,949
Feathers, duck, fowl, etc	Piculs.	16,344	233,201
Firecrackers and fireworks	"	97,192	3,084,094
Firewood	"	1,455,214	773,863
Fruits, dried and preserved	"	42,309	518,681
" fresh	"	339,885	635,350
Ginger fresh and preserved	"	58,234	181,105
Mats	Pieces.	25,232,261	1,681,540
Matting	Rolls.	186,864	1,309,916
Oils, essential	Piculs.	866	186,751
" expressed	"	30,093	318,624
Paper	"	113,986	1,339,301
Samshu	"	42,190	217,138
Silk, raw	"	39,752	31,235,627
" refuse	"	29,816	2,391,519
" piece-goods	"	8,103	7,137,280
Sugar	"	54,068	286,758
Tea, black and green	"	53,697	1,430,085
Timber, planks, softwood	Sq. feet.	5,147,268	304,483
" poles, softwood	Pieces.	555,950	418,923
Tobacco	Piculs.	106,866	1,719,775

* Haikwan tael = 70 cents, approximately at par.

Raw silk is the most important article of export from South China and is comprised mainly of raw white silk from the Canton district. Woven silks are produced at Canton and make up the second largest item of export.

Tea was formerly the main staple of the trade with Canton and in 1860 contributed 50 per cent to the value of the export from this port. At the present time less than 2 per cent of the value of the exports from the Canton delta consists of tea. The ports of Foochow and Amoy have long been connected with the tea trade and depend upon it largely for their prosperity. Amoy formerly did a thriving business in the blending and packing of Formosan teas, but since the Japanese occupation of the island this trade has diminished.

Although South China abounds in mineral wealth, the export of minerals has up to the present not been large. Tin from Yunan, antimony from Hunan and wolfram and molybdenite from Kwantung are the principal minerals exported.

Another important export to which the Germans paid particular attention is that of essential oil and oil seeds (sesamum and rape), wood oil, and cassia. This is a business which demands an extensive buying and technical organization and is being taken up now by British firms.

Almost the entire export of firecrackers to North America originates in the Canton district. A fairly large quantity of bristles is supplied from South China, the pig providing the principal meat consumed by the inhabitants. Ramie and other fibres are shipped from South China ports and the business in these lines is capable of development. Another export from the Canton district which may be mentioned is that of duck, goose and other feathers. A large quantity of rice and ginger is also exported from South China to North America.

A large quantity of matting, the product of the Canton district, is supplied to the United States.

COLLECTION OF EXPORT PRODUCTS.

British firms have devoted their attention in the past chiefly to the export of the main staples of tea and silk. The tea trade from China is now on the decline owing to the competition of Indian and Ceylon teas on the United Kingdom market and Japan teas in the United States. The business in silk has always been highly speculative, depending almost as much on the course of the exchanges as on the condition of the markets. The Germans came to the field rather late, when the trade in teas and silk had been already established along regular lines. They were therefore forced to seek other outlets for their activity and as a result developed the export of the various miscellaneous lines mentioned above.

The Germans organized the collection and buying of South China products with characteristic thoroughness. A good example is afforded by the business in sesamum and other oils, cassia, etc. The German firms dealing in these articles had their own

Weaving Matting. Example of Chinese Household Economy.

native buying agents throughout the country under the supervision of branches managed by Germans and a staff of trained chemists to test the oil. Since the war British and American firms have commenced to devote attention to the trade in all kinds of South China products and to work along the lines followed by the Germans. The largest market for these products is now afforded by North America and this gives American firms a certain advantage in the development of trade with South China. Canadians have hitherto been content to purchase a large part of the Chinese products which they require through United States centres. The tendency is noticed, however, for firms in Canada to take up the importation of certain products such as ginger, rice bristles, etc., to a greater extent than hitherto and it is hoped that these direct dealings with China may increase. There is no reason for instance why firms in British Columbia should purchase Chinese products through houses in Seattle or San Francisco, when the facilities for direct trade through Vancouver are as good.

OPENINGS FOR CANADA.

The chief openings presented for the extension of Canadian export trade with South China will be considered under separate heads, giving particulars of the trade with Hong Kong in those lines in which Canada is interested. These lines and the order in which they will be dealt with are as follows:—

Flour, timber, metals and machinery, leather, paper, canned provisions, fish products, tinned milk, miscellaneous.

THE FLOUR TRADE.

Hong Kong is the most important market for overseas flour in the Far East. In normal times the import amounts to about 5,000,000 sacks of 49 pounds each a year. In addition to being the distributing centre for the whole of South China, flour is also reshipped from Hong Kong to the territories to the south as far as Singapore. The Shanghai flour market is supplied to an increasingly greater extent by the product of the local mills. Foreign flour entering Shanghai is also subject to duty, whereas at Hong Kong the position is reversed, foreign flour being imported duty free, while Chinese flour has to pay an export duty when shipped to Hong Kong from Shanghai. Manila and Singapore, the other great trade centres of the Far East, are not so conveniently situated and have not the same shipping facilities as Hong Kong. The latter port therefore presents the best opening for the sale of Canadian, United States and Australian flour in competition with the Asiatic product.

The following table of the total imports of flour into Hong Kong in recent years was furnished by a leading importer:—

	Sacks.
1912	5,694,554
1913	5,176,623
1914	3,939,754
1915	2,975,129
1916	1,604,033
1917	1,072,089

FACTORS GOVERNING IMPORTS.

The quantity of foreign flour consumed in South China is subject to much variation. The demand depends upon several factors, included among which are the rate of exchange and the relative price of flour as compared with rice. A low rate of exchange and an abundant crop of rice have usually been reflected in greatly diminished imports of flour. A low rate of exchange affects only the imports of foreign flour by raising the price to the consumer, and may have the effect of stimulating the sale of flour milled in China. Similarly a good crop of wheat in the Yangtze Valley and the north enables the Shanghai and other Chinese millers to compete more effectively against foreign flour. The demand therefore for overseas flour in the Hong Kong market is related to three factors: (1) rate of exchange, (2) the rice crop, (3) the wheat crop in China.

CONSUMPTION OF FLOUR.

The consumption of flour in China is on the increase. For many years the population of the northern provinces have had to depend upon wheat, millet and other cereals as their staple food supply, rice not being cultivated and difficult to obtain. From these districts the habit of consuming wheat has extended to all portions of the

country. The southern provinces, although still depending upon rice as the staple diet of the people, are now consuming large quantities of wheat flour, both native and foreign. The Chinese do not use flour for making bread. Usually it is consumed in the form of large flat cakes, which are sometimes fried in melted fat or oil. Flour is also often used to make dumpling containing chopped meat. A great deal of wheat flour is also consumed in the form of macaroni, which is a universal article of diet throughout South China, being served with meat and vegetables in the form of stews.

For the manufacture of macaroni the grade of flour used is a good quality cut off with a high percentage of gluten, while for making cakes and dumplings a straight run flour is employed. The proportion of straight run grades imported into Hong Kong as compared with cut off flour is about four to one. Patent flour is imported only for use among the foreign community and the few well-to-da Chinamen who have acquired a taste for bread baked in the western way. Chinese flour and some foreign flour is graded into four classes, but there is little difference between grades or the prices of each grade. It is a mistake to assume that the Chinese market will take flour of poor quality. What is required is flour of a good average quality, although not high as compared with the quality of the flour consumed in Canada. Price is, however, a far more important factor than quality. If the price of the flour is high, the natives will do without their cakes and consume more rice. This is seen in the great falling off in the imports of flour into Hong Kong since the outbreak of the war, the price of rice not having advanced to the same proportion as flour. On the other hand there is evidence to show that, when the price is favourable, the habit of consuming flour is growing rapidly among the people of South China.

IMPORTANCE OF THE CROP.

In the sale of flour as of almost everything else in China, great importance is attached to the "chop" or trade mark of the different brands. For this reason it has always been difficult to introduce new brands onto the market. The Chinese dealer who comes down to Hong Kong to purchase flour is acquainted only with the merits of well-known brands and in the long drawn out negotiations which take place at night over the tea cups, the dealer usually turns a deaf ear to all quotations given by the broker for the brands with which he is unacquainted. Similarly the individual customers dislike to purchase a new brand of flour, when they can obtain one which they have used and found satisfactory for many years. Certain Shanghai millers in order to introduce their chop on to the South China market subsidized bakers and the makers of cakes and macaroni to the extent of 5 cents Mex. for every sack of their brand of flour which they used. It naturally follows that when once a chop becomes well known, large sales are assured as long as the price is not too high. Thus an American flour-milling concern used to dispose of over 500,000 sacks a year of their widely-known brand on the Hong Kong market. Just before the war the sales of this brand of flour had been reduced to about 125,000 sacks a year owing to the competition of cheaper Asiatic flour. Canadian millers must be prepared to incur certain initial expenses or even to sell at cost for a certain period in order to establish their chops on the market. They should be on their guard, however, against the unscrupulous importer who often uses this difficulty of introducing new brands as an argument to obtain flour at a low price; afterwards deserting the miller when the latter expects to reap the reward of having sacrificed his profit for the sake of ultimate gain.

SOURCES OF SUPPLY.

The outstanding feature of the flour trade in South China during recent years has been the competition of Asiatic with overseas flour. The Japanese and Chinese millers have endeavoured to supplant with their own product the supplies of flour formerly imported in such large quantities from the United States, Canada and Aus-

tralia. Owing to the high prices and export restrictions in other producing countries, and to the high freight rates, Asiatic flour has secured a temporary hold of the market. Japan now occupies first place as country of supply, which for forty years had been held by the United States. Nine-tenths of the imports into Hong Kong in 1917 were obtained from Japan, while Chinese flour was supplied direct to the ports of Foochow, Amoy and Swatow. The last year in which American flour came on to the Hong Kong market in large quantities was 1916. The following figures show the sources of the flour shipped to Hong Kong during the last two years:—

	1916. Sacks.	1917. Sacks.
United States	1,185,433	51,009
Japan	23,000	922,377
Australia	6,000	43,632
Shanghai	377,800	43,230
Canada	.....	11,850
Total	1,592,233	1,072,089

A certain quantity of Canadian flour was probably included in the amount credited above to the United States for the year 1916. This table shows clearly the influence of war conditions on the flour trade of the Far East and the changing sources of supply. It is of importance to consider how far these changes may prove permanent and what are the opportunities for the resumption after the war of large shipments of Canadian flour to the Orient.

IMPORTS OF CHINESE FLOUR.

The Chinese mills are taking advantage of present conditions to increase their sales in the various flour-consuming territories of the southern Far East. The decrease in the imports of Shanghai flour into Hong Kong last year is accounted for by the short wheat crop in the Yangtze Valley and the competition of the Japanese mills for available supplies. The first year in which Chinese flour appeared on the Hong Kong market was 1915, when 200,000 sacks were imported. The following year the Chinese mills cut into the trade in the East Indies and the Straits Settlements very successfully and supplied Hong Kong with 377,800 sacks. The Chinese Government recognizing the need of assisting the milling industry reduced the export duty on flour by one-half or from 40 cents to 20 cents Mex. a sack. In view of the shortage of wheat supplies, the Shanghai mills were unable to compete effectively in 1917 against Japan in the Hong Kong market, notwithstanding the reduced export duty. The ports of Swatow, Amoy and Foochow, which formerly were supplied with overseas flour from Hong Kong, have for the past three years imported mostly native flour, shipped direct from Shanghai. This has somewhat reduced the flour trade of the British colony.

Provided the wheat crop in the Yangtze Valley is favourable, there would appear to be no reason why the Shanghai mills should not ship flour successfully to the Hong Kong market, and this is a factor which Canadian exporters will have to consider after the war. It is probable that Chinese flour will represent the bulk of the imports during the present year.

THE SHANGHAI MILLING INDUSTRY.

The flour mills in and about Shanghai are capable of producing 33,000 sacks a day, provided that they can secure wheat in sufficient quantities and at prices equal those at other flour-producing centres. The wheat supply comes principally from the adjacent districts, the surplus crop of the northern provinces being almost entirely bought up by the Japanese mills. With the increase in the price of wheat and the cessation of opium cultivation, the area under wheat should increase. The only

winter wheat is cultivated in central China, the crop being harvested early in June. Owing to primitive farming methods the grain is usually dirty and often soft and badly ripened. The acreage production is also very small. The flour ground from this wheat is therefore moist and of poor quality as compared with Canadian and American flour, is suitable for the China trade. A few years ago the capacity of the mills was sufficient for home requirements. Now there are sixteen flour mills in Shanghai of modern equipment. The industry, however, has never proved very profitable to the mill owners. There are also several flour mills at other centres along the Yangtze river, while at Harbin in Manchuria the output of flour exceeds that of Shanghai. Both spring and winter wheat is cultivated in Manchuria and a better quality of grain is produced. The product of these mills does not concern the present inquiry, since practically all the Chinese flour shipped to Hong Kong is milled at Shanghai.

COMPETITION OF JAPANESE FLOUR.

The flour trade in South China during 1917 was really a contest between the Japanese and Chinese mills. The flour industry in Japan has lately been making great strides and is established on a strictly modern basis. One of the most modern mills in the world has recently been completed at Moji. Flour has been exported from Japan to China, the Philippine Islands, French Indo-China, the Straits Settlements and the Dutch East Indies. Japanese flour is made from Korean and Manchurian wheat and locally-ground grain. The proportion of mainland wheat ground is about 70 per cent of the total. A certain amount of North American wheat is frequently imported to bring the flour up to the desired quality. The mills are therefore situated at some distance from their wheat supply, but most of them are located on the seaboard.

A Hong Kong flour man who has recently returned from a visit to Japan and Korea reports that the Japanese Government has made great progress in improving the quality of the wheat grown in Korea, by instituting the policy of experimental farms and the distribution of good seed. No doubt this policy will be extended to Manchuria, where it is believed that with proper instruction and seed a grade of wheat approaching Canadian can be produced. With sufficient supplies of good quality wheat available and with the other advantages in their favour, such as cheap labour, cheap fuel and cheap transportation, the competition of the Japanese mills should henceforth prove to be an important factor in the flour trade of the Orient.

Asiatic millers have the great advantage of being near to a market that can be reached by competitors only after a long and expensive sea voyage. This is the principal reason for the large proportion of flour imported into Hong Kong from Japan in 1917. On the other hand the quality of Japanese flour cannot equal that of the leading Canadian and American brands. As stated by one importer, some of the Japanese brands are of as good a quality as some American flour, but the general average is considerably lower for Japanese flour. Many Chinese dealers would also prefer not to deal in Japanese flour. Moreover the individual consumer shows a marked preference for Canadian and American flour, if the price is not excessive. A leading Chinese dealer pointed out, however, that price is the chief consideration and he did not think that Canadian or American flour could compete, if the price exceeded that of Japanese flour of the same grade by more than 5 cents Mex. a sack.

PRICE—THE PRINCIPAL FACTOR.

It is evident from the above that Canadian millers desirous of obtaining a share of the Hong Kong trade after the war will have to take into account to a greater extent than formerly the competition of Asiatic flour. There will always be a certain demand for Canadian and American brands on the ground of quality, but the question remains to be considered as to whether it will be possible to ship flour from Canada

at a cost which will permit of effective competition against the product of the Chinese and Japanese mills. Most of the North American and Australian stocks imported during 1917 were sold at a loss. The position, however, was abnormal as a result of war conditions. American flour is now quoted at Hong Kong at a price about one-third higher than that of the Japanese product. The mills on the Pacific coast have been shipping flour to Europe and restrictions on the export are now being enforced. Transpacific freight rates on flour are almost prohibitive. In view of the home demand and the high freights, it is therefore not difficult to understand the great falling off in the Hong Kong trade in flour with Canada and the United States.

POSSIBILITIES FOR SALE OF OVERSEAS FLOUR.

The general opinion among importers at Hong Kong would appear to be that North American flour will recover a considerable part of the ground which it formerly held in this market. A great deal is said to depend upon the demand for Canadian and United States flour elsewhere. The European countries in order to facilitate the liquidation of their war debts are not likely to be anxious to buy any more foodstuffs from North America than they can help. The Canadian and American millers will therefore be forced to look to the Far East as an outlet for their surplus product. One importer predicts that after the war at least fifteen American mill representatives will visit Hong Kong and the other centres of the Far East. Another importing firm, representing one of the leading brands of American flour, states that they were not pessimistic as to the outlook and that the milling company for whom they act were prepared to take active steps to keep their "chop" before the trade, believing in the eventual openings in this market for the sale of American flour. They also intended introducing several lower grades of flour for competitive purposes, at the same time maintaining the quality of their standard brand.

The next most important consideration is that of freight rates. Before the war the transpacific freight rate on flour was approximately $5 gold a ton measurement, which at 40 sacks to the ton works out at about 12½ cents a sack of 49 pounds. In 1913 the rate was down to $3 gold a ton and the average price of flour at Hong Kong for that year was only a little over $1 gold a sack. The average price for 1917 was approximately $2.12 gold a sack, with transpacific freights ranging around $30 gold a ton. It is evident that the present freight situation renders it very difficult for Pacific Coast millers to compete against Asiatic flour. A relaxation in freights is looked forward to by flour importers shortly after the war and it is believed that with the freight rate down to $10 gold a ton, which is double the pre-war rate, supplies of flour from North America will once more come on to the Hong Kong market in large quantities.

PRESENT MARKET SITUATION.

At the present time stocks of flour at Hong Kong are very low amounting to only about 170,000 sacks and few supplies are coming on to the market. This dullness is accounted for by the high price of flour compared with rice. People are doing without their wheat flour cakes in favour of cheaper foods. The extent of the falling off in the trade may be realized from the fact that formerly it was not infrequent for Canton dealers to purchase on the Hong Kong market 100,000 sacks of flour in one week. The prospects for the wheat crop in the Yangtze Valley are good and it is expected that the Shanghai mills will be able to supply Hong Kong with increasing quantities of flour towards the end of the year. The following are the prices of flour quoted at Hong Kong on May 17, 1918:—

Japanese 2nd Patent	$3 66	Mex. a sack.
" 3rd "	3 60	"
" Straight	3 60	"
Shanghai flour	3 50	"
Australian No. 1	3 76	"
" No. 2	3 66	"
" No. 3	3 60	"

No quotations were forthcoming from the United States or Canada. Canadian flour was last quoted on the Hong Kong market at $4.40 Mex. a sack, but this was towards the end of 1917.

OPPORTUNITIES FOR CANADIAN FLOUR.

Enough has been written to show that the Hong Kong market warrants the careful attention of Canadian flour-millers. Canadian flour is well known in this market and enjoys a good reputation for quality. When first introduced there was a certain prejudice against Canadian flour on account of its colour, which was slightly darker than the Oregon and Washington flour to which the trade was accustomed. This prejudice no longer prevails since the Chinese have learnt to recognize the superiority of flour milled from Canadian wheat. Energetic efforts are required to establish leading Canadian brands on the market. Importers urge the sending over of a Canadian mill representative, thoroughly conversant with the flour business, who could visit Shanghai, Hong Kong, Manila and Singapore and go into all points. Flour men from the United States have frequently visited the Far East and several American companies formerly had their own agents at Hong Kong. The United States mills are evidently preparing to make every effort to recapture their trade and Canadian firms should not allow themselves to fall behind.

In 1914 Canada supplied Hong Kong with as much as 423,334 sacks of flour. The following year some 60,000 sacks were shipped, while for 1916 no Canadian flour is given as having been imported into Hong Kong, although it is probable that a certain quantity of Canadian flour was credited to the United States. Last year the import from Canada as shown above was 11,850 sacks. The Oriental trade should appeal to Canadian millers since it enables them to dispose of the inferior grades of flour for which there is little demand at home. Canadian flour is frequently imported into Hong Kong for the purpose of filling the private brands of importers and dealers. These private brands are filled indiscriminately from Canadian, American or Australian flour. In this way it is not always easy to distinguish between the imports of Canadian and United States flour. The private brands are used by the importers as a sort of lever against the producer.

RELATIVE QUALITY.

In all cases there is a decided preference among the Chinese for North American flour. The Canadian brands are considered superior to many of those milled in the United States. Washington wheat is looked upon as especially suitable for the milling of flour for the Oriental trade. On the other hand the high percentage of gluten and the other qualities of flour milled from Canadian hard wheat are recognized by the Chinese, so that the Canadian brands are considered equal and in some cases superior in quality to the brands milled from the softer Washington and Oregon wheat. The Chinese do not like to deal with Japan, while Japanese flour, although made after the most modern practices, is very often dirty. Chinese flour is still dirtier and of poor quality as compared with transpacific flour. Several importers are of the opinion that Australian flour will prove to be a more serious competitor of the Canadian and American mills than will Asiatic flour. Australian flour is of good quality, but as a rule is not milled so scientifically as the North American product. A great deal also depends on the uncertainties of the wheat crop in Australia. The following are the percentages of gluten in the principal flours sold on the market; these percentages being deducted not by chemical analysis but from the dough by the system known as the Chinese wet wash:—

	Percentage.
Canadian—	
Straight run	24–28
Cut-off	32–40
American—	
Straight run	24–0
Cut-off	32–35
Asiatic—	
Straight run	16–19
Cut-off	22–26
Australian—	
Straight run	22–0

SECURING OF TRADE.

It is thus seen that Canadian flour should have a good opportunity in the Hong Kong market after the war provided that the price is not too high and that the Canadinn millers make an effort to go after this trade. An endeavour should be made to get the Canadian brands before the trade as soon as possible and a few shipments of about 20,000 sacks each would be sufficient for this purpose. A most important consideration is the securing of good representatives. Before the war the bulk of the flour imported into Hong Kong was handled principally by three firms, each of which imported in the neighbourhood of 1,000,000 sacks a year. In view of the present shifting of sources of supply, many of the Hong Kong importers are free to take on the representation of Canadian produces for business after the war. It is strongly urged that the Canadian millers should send over a capable mill man to inquire into conditions on the spot, before giving their agency to any one firm.

NOTE.—A list of the principal importers of flour into Hong Kong has been forwarded. Canadian millers desiring a copy should make application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa. (File No. 20069.)

MARKET FOR LUMBER.

Hong Kong is not as large a market for soft wood lumber as Shanghai. Various factors contribute to distinguish the timber trade of Hong Kong from that of Central and North China. Owing to the more tropical climate of the south, a wood is required which will not shrink and which is able to resist the ravages of white ants and other insects. In South China, American and Japanese soft wood lumber has also to face stronger competition from the various hardwood timbers of the east, such as teak, Philippine and Borneo woods.

The annual requirements of Oregon pine lumber for the Hong Kong market are said to amount to over 10,000,000 superficial feet. The principal users are the dockyard and shipbuilding companies at Hong Kong, the two largest of which take about 1,000,000 superficial feet a year each, while other shipbuilding and repairing concerns also require large quantities. The bulk of the remainder of the Oregon pine imported goes up the river to Canton and other towns, where it is used for the construction of houses and boats.

Only a small quantity of Douglas fir lumber from British Columbia saw-mills has been imported into Hong Kong in past years. This has been almost entirely brought in by one large importing firm, which has its own mills in British Columbia. There would appear to be room for propaganda in favour of Douglas fir and the variety of uses for which it can be employed.

CHIEF WOODS USED.

The following figures are taken from the trade returns for the four months ending December 31, 1917, and show the imports of timber into Hong Kong during that period:—

Oak	cu. ft.	2,119
Teak	"	2,210,775
Other hardwoods	"	701,439
Oregon pine	"	46,166

Owing to high freights and other causes the quantity of Oregon pine imported last year was less than usual and cannot be taken as representative of the requirements of the market for this wood. A large amount of teakwood is used by the ship building and repair companies for decking and other purposes. Teak is also used for making furniture. This timber is imported from Siam and Burma, usually in the form of logs to be sawn up as required. The Philippine islands produce timber of excellent quality, but most of it is inaccessible and hence costly to get out. Scarcity of efficient labour is also hindering the exploitation of Philippine timber. Lauan timber from the Philippines is one of the chief competitors of Oregon pine, while Philippine apigong is used largely for flooring. A small quantity of lumbayao is also imported principally for the manufacture of furniture. Borneo is another source of supply of timber for the Hong Kong market. The Government of British North Borneo is spending large sums to develop the timber industry of the colony and the competition from this source is likely to prove an important factor in the trade after the war. Borneo timber is a hardwood of good quality with many different varieties. It is located at convenient distance from the seaboard and can be brought out at a comparatively low cost. Borneo timber is imported into Hong Kong for use in connection with ship-building and repairing and for the construction of houses.

INCREASING USE OF NATIVE TIMBER.

Foochow pine is another wood which has lately been coming to the fore, being available for many purposes for which Oregon pine has been employed. This is very scraggy and poor quality timber, being softer and less durable than Oregon pine, but it is good enough for the uses to which it is put. Foochow pine is principally employed for siding in the construction of houses, but is also used for a variety of other purposes for which a cheap wood is required. It has long been used for the construction of junks and other boats, while Foochow poles are displacing bamboo for scaffolding. Timber from Foochow is sold both in the form of poles and planks, the latter not cut to length as in the case of Oregon pine. When properly treated Foochow pine will not be affected by white ants.

Owing to the lack of foresight on the part of the inhabitants in past centuries, China is practically destitute of forest wealth and this largely accounts for the periodical occurrence of disastrous floods. The hills back of the city of Foochow comprise one of the few districts in the country from which timber can be obtained. The logs are floated down by the excellent means of communication afforded by the Min river and its tributaries for a distance of about 230 miles to Foochow, where three saw-mills are located. Another concern which is the largest distributor of timber in China has lately commenced the building of a fairly large and modern saw-mill at Pagoda anchorage, where the seagoing vessels load and discharge, 9 miles below Foochow. This company expects to ship large quantities of Foochow pine timber to Hong Kong.

JAPANESE PINE.

The quantity of Japanese pine sold on the Hong Kong market has not been large. Japan has developed the forest resources of Korea to a great extent, especially in the territory along the Yalu river, on the Manchurian border. Japanese pine is a

soft and not very durable wood. Although it cannot compare in quality with timber from British Columbia and other producing areas, Japanese timber is in demand for purposes where a cheap wood is required, such as for railway sleepers, box wood and wood for the small and cheap class of houses which prevail to so large an extent in China. From Japan timber comes to Hong Kong principally in the form of logs squared in the rough direct from the forests. These are worked up by hand into building material as required by native workmen. Oregon pine imports on the other hand consist almost entirely of heavy beams, planks, boards and bridge timber.

USE OF OREGON PINE.

The Douglas fir or Oregon pine imported into Hong Kong is chiefly used by the shipbuilding and repairing companies for the lining of cargo holds; for interior work in cabins, ceilings, bunk sides, etc. In the construction of houses, Douglas fir or Oregon pine is employed mainly for siding. The Chinese require only rough timber for building purposes. Oregon pine is not suitable for flooring on account of the ravages of white ants. A fairly large amount of Douglas fir or Oregon pine is used for staging. Junks and sampans have been made from this wood, but Foochow pine is generally used for this purpose.

Shipbuilders at Hong Kong state that they could use greater quantities of Douglas fir or Oregon pine if the wood was properly seasoned. The shrinkage in Oregon pine, which has not been naturally seasoned, is one-quarter inch to a foot and, for this reason is not very suitable for use in a tropical climate. The dockyard and shipbuilding concerns at Hong Kong have been considering the possibility of using Douglas fir or Oregon pine for decking. They are anxious to receive quotations on a consignment of clear-grained Douglas fir suitable for this purpose. Hitherto the importers have given little attention to this matter, apparently not wishing to order small lots of good quality Douglas fir when they can confine themselves to China grade timber shipped in large lots. Teak has hitherto been used almost entirely for decking. The decking employed includes 4-inch, 5-inch and 6-inch planks. One of the chief advantages in favour of Douglas fir or Oregon pine is its lightness. This is especially important in connection with the building of shallow draught steamers. Oregon pine weighs 28 to 32 pounds per foot as compared with 55 to 60 pounds for teak; it is also a very much easier wood to work and can be imported sawn to the lengths required, whereas teak and other woods are often sold in the form of logs. For these reasons Douglas fir or Oregon pine for certain purposes is favoured by the dockyard and shipbuilding companies at Hong Kong. Exporters of British Columbia lumber should inquire into the possibilities for participating in this trade, as with the advantages of cheap labour, shipbuilding promises to be an important industry at Hong Kong.

GRADES AND SIZES.

The Douglas fir or Oregon pine timber imported into Hong Kong is almost all of what is known as the China grade, which is a mixture of merchantable and No. 2. The sizes of planks required usually run in inches as follows: 12 by 1; 12 by 2; 12 by 3; 12 by 4; 12 by 5; 12 by 6 and 12, 16, 18, 20, 22 and 24-inch logs. The average buying price for Douglas fir or Oregon pine before the war ranged from $18 to $22 gold per 1,000 superficial feet landed in Hong Kong. Owing to high freights across the Pacific, the present price is around $90 gold. This price is very high compared with other woods. As a result a larger proportion of Foochow pine has been sold. In normal times Douglas fir or Oregon pine can compete with Foochow pine in price, and at the same time is superior in quality. Lauan timber may be considered the chief competitor of Douglas fir or Oregon pine in the Hong Kong market. Other things being equal, Lauan is usually preferred owing to the poor grades of Oregon pine imported. In 1916 both woods were selling for about 6 cents Mex. a foot. As a rule Oregon

pine is cheaper and for certain purposes is found more suitable. California red wood is a favoured timber, but generally the price is too high. It is not affected by the white ant pest, and the opinion was expressed that British Columbia red cedar should also prove a suitable wood for the South China market for the same reason. It was reported that the prices of British Columbia lumber have been too high as compared with Oregon and Washington, but this may be attributed to the fact that the Canadian mills have never been properly organized for this business.

HANDLING OF LUMBER IMPORT TRADE.

The trade in timber with Hong Kong is in the hands of a few firms, most of whom have long-established connections with mills on the Pacific coast of North America and in other producing countries. These firms have their own piling grounds at the principal centres and well organized system of distribution through native dealers covering all important points in the interior. It is difficult to see how the sales of Canadian lumber on the Hong Kong market can increase without some form of selling organization and facilities for handling and distributing the lumber. In the past the trade in British Columbia lumber has been restricted chiefly owing to the lack of representation and the handicap under which the Canadian mills have laboured in the securing of tonnage for the shipment of lumber abroad. These are matters which it would appear could be remedied by combined and energetic action on the part of British Columbia producers.

A list of the principal importers of timber into Hong Kong is on file with the Commercial Intelligence Branch, Department of Trade and Commerce. Reference file 20069.

NOTE.—The Douglas fir and the Oregon pine are merely different names for the same tree. In British Columbia the name Douglas fir is used. In the States of Oregon and Washington the tree is called Oregon pines.

MARKET FOR METALS AND MACHINERY, LEATHER AND PAPER.

There is a good opening for the extension of Canadian trade with Hong Kong in iron and steel and other metals and machinery. Although China is rich in iron ore and other minerals, the resources of the country connection have only recently begun to be developed and it will be many years ina will be able to supply even a large proportion of her own requirements for

Great Britain and Germany were formally large suppliers of iron and ste er metals to the Hong Kong market, but as a result of war conditions increasing dependence has been placed upon North America for the supply of these products. It is probable that this part of the world will continue to be the main source of supply for some years to come. The leading importing firms at Hong Kong expressed their desire to be placed in touch with Canadian exporters of all kinds of iron and steel goods. Although export restrictions at present prohibit any large trade in these products, Canadian firms should nevertheless be able to do a fairly large business after the war in such lines as wire and wire nails, bars, sheets, angles, rails and other iron and steel products. Wire nails have been practically the only considerable export from Canada to the Hong Kong market in the past, but lately representatives from certain Canadian mills have visited the colony and established important connections. The current needs of the population and the increasing railway and industrial devolpment of South China will require the importation of a

large quantity of iron and steel and other metallic goods into Hong Kong and Canadian firms should not overlook this important outlet for their surplus products after the war.

IRON AND STEEL IMPORTS.

Practically all the standard forms of iron and steel are imported into Hong Kong, but a particularly large business is done in such lines as plates, bars, rods, hoop steel, wire nails, etc. There is a special demand for bars of a certain roll suitable for the Chinese market and known generally to the steel trade. This demand was formerly supplied almost entirely from Europe, but North American mills have now begun to cater to this trade. All sizes of wire nails are required in Hong Kong, but the smaller sizes are especially in demand. A large quantity of nails is imported annually and this is a trade which Canadian mills are well equipped to cater for. Wire nails are usually supplied to South China in kegs of 1 picul (133⅓ pounds, avoirdupois) net weight.

It is important for Canadian exporters of iron and steel products to the Hong Kong market to bear in mind that the trade is regulated by the practices and customs prevailing in Great Britain and other European countries. As an instance prices for iron and steel products in the Hong Kong trade are always based on net weight, no allowance being made for packing or shorts. North American practices have therefore to be discarded. The conditions laid down in the indents should be followed closely as otherwise the importer will be caused a great deal of unnecessary vexation and disappointment. This point was emphasized by more than one importer and it was stated that North American firms would have to change their practices if they wish to secure a permanent foothold in the South China trade.

The following summary of the chief assortments given in the list of a Hong Kong importing firm will give Canadian exporters some indication of the principal iron and steel requirements for South China:—

Countersunk chequered-head wire nails in kegs of 1 picul net weight, pitch paper lined with heads cleated and with two steel wire hoops and two steel flat hoops.

Galvanized wire packed in coils, each 1 picul net, and four small coils in a larger coil, as usual for Hong Kong, wrapped in paper and burlap.

Galvanized mild steel hoops, cooperage quality, made up in scroll bundles of 56 pounds net tied with mild steel hoop cuttings.

Galvanized wire cuttings in lengths of 10 fathoms and up packed in coils of 112 pounds, and wire-tied.

Mild hoop steel cuttings packed in coils tied with cuttings, 5 feet and up.

Mild steel bar ends, 3 feet and up, tied in bundles of about 112 pounds, price per cwt. of 112 pounds.

New galvanized-wire cuttings in about 100-foot lengths, packed in coils of about 112 pounds, in gunny.

Galvanized-wire shorts in catchweight bundles of 112 pounds, unwrapped.

Galvanized mild-steel sheets (plain) per case of 560 pounds, price per cwt. of 112 pounds.

Plain bamboo steel in 1 picul cases, lengths of about 33 inches.

Steel-plate cuttings per ton (2,240 pounds).

Round mild steel bars, 20 to 22 feet long, shipped loose, per ton of 2,240 pounds.

Round mild steel bars 18 to 20 inches long, price per picul (in bundles of about 1 picul net, balance loose for small sizes).

Flat mild steel bars, 18 to 20 inches long, price per picul (small sizes in bundles of about one picul net, balance loose).

Square, round and flat mild steel bars, price per picul (small sizes in bundles of one picul net, balance loose).

Round mild steel rods, about 12 feet long, packed in bundles of about 56 pounds; price per ton of 2,240 pounds.

Square mild steel rods, about 12 feet long in bundles of about 56 pounds, price per ton of 2,240 pounds.

Chequered plate or floor plate, sheets shipped loose.

Steel joists, unpainted, per ton of 2,240 pounds.

Bright medium hard bessemer wire in 16 pound coils in paper, packed in tin-lined casks of 20 coils.

Square iron rods (similar Belgian "sohier" nail rods), 6 feet long packed in bundles, each 56 pounds, tied with four iron hoops.

Half oval mild steel bars about 12 feet long in bundles of about 50 pounds, price per ton of 2,240 pounds net.

Mild steel plates.

Black steel sheets, 30 inches wide by 72 inches long, packed in bundles of about one picul.

Black mild steel hoops, in bundles of about 56 pounds, folded long fold and tied with two wires, smaller sizes in coils.

In addition to the lines enumerated above there is a demand in Hong Kong for iron and steel castings, pipes and tubes and all kinds of worked up iron and steel products. Special mention should be made of the requirements of the dockyard and ship-building companies, which have always been considerable. With the enlargement of the ship-building facilities, there will be a greatly increased demand for all forms of iron and steel and other metal products used in connection with ship-building and repairing and certain of these articles it should be possible to supply from Canada.

OPENINGS FOR MACHINERY.

The development of industries in South China will result in a demand for all kinds of machinery and appliances. Inquiries were received both at Hong Kong and Canton as to the possibility of Canada supplying machine tools and metal-working and wood-working machinery. The importance of Hong Kong as a manufacturing centre has hitherto been somewhat retarded by the lack of encouragement given to industries. Owing to geographical and other advantages, however, the colony is sure to become an important industrial centre. Manufacturing in Canton also promises to be important in the future. A great number of small metal-working and wood-working establishments have started up in recent years and this has led to a demand for machines and machine tools. The same may be said to apply in a smaller degree to the various other towns in South China.

Electric light and power plants are being planned for all over South China and most of those already in operation require replacing or overhauling. A new up-to-date power plant has recently been erected at Hong Kong, but the company has been unable to obtain the engines and dynamos ordered in Great Britain. This has hindered the trade in electrical machinery and supplies for local use. A tramway has been in operation at Hong Kong for a number of years and negotiations were lately commenced for constructing a tramway at Canton, but were broken off owing to the uncertain political situation.

Telephone supplies comprise another branch of the trade in electrical apparatus for which there is a growing demand. The Japanese have been very active lately in supplying of electrical machinery and apparatus formerly obtained from Germany, but equipment supplied from Japan has not everywhere given satisfaction.

The exploitation of the tin, antimony and other mineral resources of South China will require the importation of mining tools and machinery. There is also to be considered the demand for tools, machinery and ship-chandlers' supplies in connection with the shipbuilding and repairing industry at Hong Kong. The pumps and pumping machinery and other appliances for use aboard ship have been almost entirely of British manufacture, but there are certain lines which Canada might be able to supply. Similarly in regard to road-making machinery the requirements in the past have been almost entirely for machines of British standard manufacture. There is a large trade with Hong Kong in marine motors, but the competition of Chinese manufacturers has lately become more effective. Canadian manufacturers of machines and appliances likely to be required in South China should communicate with the leading importers of machinery into Hong Kong, the names of whom may be obtained on application to the Department of Trade and Commerce, Ottawa.

Canadian and other exporters of machinery desirous of doing business with China should imitate the example of the German firms, who were successful in this particular field. A group of non-competing manufacturers should combine to establish a central office at Shanghai and a staff of native engineers and agents should then be organized to cover the whole country and investigate conditions. In this way the central office can be kept informed as to probable openings for the sale of machinery and the particular requirements of the various districts. There should be two capable engineers, one electrical, the other general, to travel about the country demonstrating the machines. It is not possible to sell machinery to the Chinese by catalogue or pictoral representation, since the Chinaman prefers to see the actual machinery in motion before purchasing. Manufacturers of machinery by co-operating and sharing expenses in the above way can most effectively cover the China market at the minimum expense to each participant.

LEATHER.

There is a good business done with Hong Kong in various kinds of leather. All grades of leather are imported, but the market has special requirements with regard to colour and weight. What is required is mostly leather suitable for the making by hand of the special type of shoe worn by the Chinese. In the case of uppers the market calls for leather of a light colour and of medium grade. North American sole leather is considered too heavy as a rule for the Hong Kong market. Most of the sole leather imported comes from Australia and weighs about 17 to 18 pounds. A large amount of split side leather is also imported, being considered good enough for the purpose required by the Chinese.

The United Kingdom, Germany and Australia were formerly the sources of supply for the leather imported into Hong Kong. Australia is now the chief supplier. Owing to the prohibition of the export of calf leather from Australia, box calf and willow calf leathers are obtained from North America. Other kinds of upper leathers, sole and split sides are also imported from the United States but in relatively smaller quantities. Importers expressed the desire of receiving quotations from Canada for all kinds of leather, but principally for box calf. It was stated that all kinds of leather will go in the market, but the bulk of the business is done in the leathers suitable for the special requirements of the trade as referred to above. Leathers are usually ordered by the exporter sending over samples, which are matched by the Hong Kong importer to ascertain which suit the requirements of his customers. Dealers do not understand the technical phraseology of the leather trade and hence prefer to order by sample. Importers lay emphasis on the necessity for the regularity of shipments in order that they may meet the demands of dealers without delays. The names of leading importers at Hong Kong may be obtained on application to the Department of Trade and Commerce, Ottawa.

PAPER REQUIREMENTS.

There would appear to be a good opening in South China for the sale of Canadian paper of various kinds. Formerly the bulk of the supplies imported into Hong Kong came from Norway and Sweden, while the United Kingdom shipped good quality stationery, office papers and newsprint for the use of locally-established European journals. Since the outbreak of the war the Japanese mills have been endeavouring to take full advantage of the difficulty of obtaining supplies from Europe by shipping large quantities of paper to South China. Japanese paper is manufactured to a great extent from Norwegian and Canadian pulp. Complaints are being made as to the quality of Japanese papers and buyers are reported to be dissatisfied.

The greater part of the business in paper with Hong Kong is done in writing papers of the kind used by the Chinese and suitable for their particular style of writing. This Chinese stationery is a special kind of paper of an inferior grade, somewhat below that of the better class of newsprint used in Canada. This paper is now supplied in large quantities by Japan. There is a large trade also in another kind of paper especially made for the Far East and which is dyed a red colour and used for a variety of decorative purposes. Visitors in China will recollect having seen the strips of red paper bearing Chinese ideographies, which are found in nearly every house and shop. The demand for this paper was formerly catered to by Scandinavian mills, but now Japan is able to fill most of the requirements. The spread of education in South China has led to a great increase in the number and size of daily newspapers in the Chinese language. These journals are printed on newsprint paper of a very cheap grade. Samples of the newsprint and other kinds of paper used in South China have been forwarded to the Department of Trade and Commerce, Ottawa, where they may be seen on application.

The import of good quality newsprint is limited to the requirements of the few foreign journals established at Hong Kong. There is also a limited trade in good quality stationery, foolscap and other office papers for use among the foreign business houses. During the war Japan has been able to occupy the place of chief supplier of these papers which were formerly obtained from Scandinavia and Great Britain. Canadian mills should not only be able to compete in supplying the limited demand for good quality papers, but should also be able to cater to the special requirements of paper for use among the Chinese as outlined above. One importer at Canton reported that they had obtained samples from Canada, but that the quality of the paper was too good for the South China trade. Another importer at Hong Kong stated that the prices of Canadian good quality papers were too high. The complaint was also made that the Canadian firms were too inelastic as regards terms. The Chinese dealers do not want fixed prices; they must have discounts or they won't do business. Canadian mills should carefully investigate the possibilities for their doing business with South China, since this market offers a steady outlet for cheap grade paper of a special kind and a limited sale for papers of better quality.

MARKET FOR CANNED PROVISIONS.

Canadian firms should be able to do some business with Hong Kong in various provision lines such as canned fruits and vegetables, jams, biscuits, tinned butter, dried, salted and canned fish, and tinned milk. At the present time Australia is doing a large trade in most of these articles and is the principal supplier for canned fruits and vegetables, jams and tinned butter. Canned fruits and vegetables are also imported to a large extent from California. Pickles

and other kinds of tinned and package provisions are supplied from other parts of the United States.

With the spread of education and the increasing influence of Western civilization, the Chinese are taking more to European articles of food and although the native diet will never be displaced, the taste for western food as delicacies is sure to grow. This will result in a greatly increasing demand in South China for various provision lines which are produced in Canada. A large quantity of provisions is also imported into Hong Kong for consumption among the foreign population and for restocking the ships which call at the port. This latter business is by no means inconsiderable, since most of the large mail steamers plying to and from the Far East take on stores at Hong Kong. Canned fruits and vegetables and jams have been shipped to Hong Kong from British Columbia, but much more could be done by Canadian exporters of provisions if they would properly go after this trade. Australian firms have been making great progress since the outbreak of the war in the canning of fruits and the making of jam. In this way they have been able to displace the supplies formerly obtained from the United Kingdom and other sources. At first there were complaints against the quality. It is now stated that the quality of the Australian product has greatly improved, but that the packing is still deficient. The shortage of tin has handicapped exporters in all producing countries. Plum, apricot, peach, damson and strawberry are the principal jams imported from Australia. The quality of Californian canned fruits and vegetables and the policy of the exporters in always allowing for blown tins and wastage by supplying additional tins is greatly commended by importers. The packing of the Californian products is also said to be superior to that of the Australian.

BISCUITS.

The Chinese have recently acquired a taste for European biscuits and the possibilities of the trade in this line are very great. Canadian biscuits have been exported to Hong Kong, but the business is at a standstill for the present owing to the difficulty of obtaining air-tight tins in Canada. In view of the climate biscuits for the South China market must be shipped in air-tight tins and the packing is a factor of great importance.

TINNED BUTTER.

There is a large import into South China of tinned butter from Australia. This butter costs about 70 cents, Hk. currency, a pound laid down in Hong Kong. Many inquiries were received as to the possibility of Canada participating in this trade. It is doubtful, however, if tinned butter from Eastern Canada could stand the cost of transport to Hong Kong in competition with the Australian product.

FISH PRODUCTS.

A large quantity of imported dried, salted and canned fish is consumed in South China. There should be an opening for fish exporters in British Columbia to get a foothold in this market. Siberian canned salmon is supplied from Japan, but the colour is stated to be not sufficiently red. Kippered herrings and herrings in tomato were formerly obtained from Norway, but are now supplied by United States firms. The above fish are sold more as delicacies to those who have acquired a taste for western food. The large trade is in salted and dried fish for consumption among the lower classes and good openings are thereby presented for Canada. The Chinese are very fond of salt and the use of salted fish enables them to evade the exactions of the salt monopoly which prevails in China. The principal salted fish sold are herrings and shad. There is also a considerable trade in dried cod, sole and flounders. The fish are usually sold at auction almost immediately after arrival. Large quantities of

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 3½ 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

Kong for the use of the foreign community has hitherto been mostly of British manufacture, but the difficulty of obtaining supplies has led to certain articles such as hosiery, underwear, knitted goods and articles for ladies' wear being imported from the United States. Canadian firms should be in position to offer most of these lines.

SUGGESTIONS FOR CANADIAN EXPORTERS.

The following suggestions to be followed by Canadian exporters desirous of building up a trade with South China were given by leading importers interviewed at Hong Kong, Canton and other ports:—

Quotations c.i.f. Hong Kong, wherever possible. United Kingdom and German firms have been in the habit of so quoting and in normal times the exporter can estimate the laid down cost better than the importer.

Careful execution of orders. The conditions stated in the indent should be closely followed.

Prompt execution of orders. Failings in this respect on the part of United States exporters since the war due to congestion and other causes has greatly hindered development of trade with that country.

Granting of discounts, avoidance of fixed prices.

Care in establishing agencies. Canadian exporters should avoid granting agencies to firms already handling their particular line and who wish to disarm competition by taking on other agencies for the same line.

Trade list in Chinese language. Printed in simple language and in the Chinese style, illustrating what Canada can offer and giving the names of suppliers.

TRADE OF THE OUTPORTS.

The chief treaty ports of South China were outlined previously and it was pointed out that commercially they are subsidiary to the British colony of Hong Kong, which serves as the trade centre for all of that part of China lying south of Foochow. The importance of Hong Kong in this connection is not likely to be superseded. There is little tendency for other ports to establish direct connections with foreign countries. This especially applies to the trade in imported foreign goods. Dealers in Canton and other outports have the choice of a larger assortment of stocks through buying in Hong Kong. They usually have a broker in the latter city through whom they transact their business. One broker may act for as many as five dealers in the outports. The advantageous situation of Hong Kong gives the port a predominant position as a distributing centre. There are also many other advantages in favour of the British colony which make it doubtful if any other South China port will ever seriously challenge its supremacy in this respect. It is for instance comparatively cheap for commercial firms to operate in Hong Kong. Taxation is low, there is the relative security afforded by British rule, insurance rates are low and excellent and cheap banking facilities are available through several competing institutions. In regard to export trade there is a certain amount of business done direct with foreign countries in certain lines from the more important outports on the coast, such as Canton, Swatow, Amoy and Foochow, but this direct trade is insignificant as compared with the quantity of South China products handled through Hong Kong.

CANTON.

Canton is the largest city in South China with a population variously estimated at from 1,000,000 to 2,500,000. It has long been the principal seat of government for South China, formerly comprising with Tientsin and Nanking one of the three great vice-royalties of China. Canton is an important industrial centre and its situation at the point, where three main trade routes converge from the east, north and west, gives the city an important position in the domestic trade of that part of the country. There is a prettily laid out foreign settlement, which was created in 1859 by the embanking and reclaiming of a mud flat half a mile long and a fifth of a mile wide and known as the Shameen. Four-fifths of this reclamation was assigned as a British concession and one-fifth as a French concession. The foreigners living here comprise a self-governing community to the number of about 1,500. On the Shameen are also established most of the branches of the foreign firms doing business in Canton. There are practically only three local foreign firms in Canton, the remainder being branches mostly of Hong Kong houses. The names of the three firms referred to may be obtained on application. The value of the foreign trade of Canton for 1916 was given in the customs returns at 109,081,638 Haikwan taels. The principal exports are silk and its products, cassia eggs, fans, leather, straw mats, matting and paper.

Treaty Port of Wuchow.—West River.

SWATOW.

Swatow is a busy little port, being the gateway for a fairly extensive hinterland. This hinterland is a stretch of territory extending from north to south and bordered by two ranges of hills, one of which cuts it off from the ports of the Canton River delta and the other from the ports of Fukien—Amoy and Foochow. This explains the relatively large foreign trade of Swatow as compared with that of the two latter ports, the following being the figures for 1916:—

	Haikwan taels.
Swatow	58,529,443
Amoy	17,397,562
Foochow	20,114,610

The district back of Swatow is a large importer of beans and bean-cake and also of rice, although rice is produced in the district as well. The staple exports are sugar and tobacco. The making of grass-cloth is an important industry in Swatow. A great number of coolie emigrants leave the Swatow district every year to work on the rubber and other plantations of the Malay Straits and the East Indies. The savings of these coolies considerably augment the purchasing power of the district.

The town of Swatow is prettily situated on the Han River four miles from the mouth. There is a very good anchorage for ocean-going steamers. The foreign community lives for the most part on the south shore of the river across from the town. A railway is in operation which connects Swatow with Chao-Chao-Fu, the chief city of the district and situated 24½ miles away.

AMOY AND FOOCHOW.

The trade of the ports of Amoy and Foochow is greatly on the decline with the falling off of the traffic in local and Formosan teas. Formerly the bulk of the tea grown in Formosa was brought to Amoy to be blended, packed and matted. With the development of the port of Keelung by the Japanese this trade has disappeared. The falling off in the demand abroad for Foochow tea has similarly dealt a severe blow to the trade of that port.

The harbour of Amoy is one of the best protected on the coast, there being both an outer and inner anchorage. There is a foreign community of nearly 2,000, who live on an island in the harbour across from the Chinese city. As in the case of Swatow a great number of coolie emigrants leave Amoy every year for the south. There is still a fairly considerable trade done at Amoy and the names of local importing firms established at this port may be obtained on application to the department.

Foochow is a large city with a population of 625,000. It is the capital of the province of Fukien and is situated on the Min river at a distance of 34 miles from the sea and nine miles above Pagoda anchorage, the highest point reached by steamers. The foreign population is about 800 and the number is diminishing with the decaying trade of the port. Supplies of foreign goods for Foochow are obtained partly from Hong Kong and partly from Shanghai and the port is situated at almost an equal distance from both centres. An important industry at Foochow is the manufacture of junks, Foochow junks being seen all over the China coast. The province of Fukien is regarded by the Japanese as their special sphere of influence by reason of its proximity to Formosa and great Japanese activity both commercially and in other economic directions is to be noticed at Amoy and Foochow.

HONG KONG TRADE RETURNS.

As already stated a special department of the Hong Kong Government was formed a year ago to supervise imports and exports to and from the colony. Up to this time the only trade figures available had been the returns of the harbourmaster's department, which gave only a slight indication as to the nature of the trade of the colony. The first returns to be made available by the newly formed imports and exports department are the figures for the imports into Hong Kong during the four months ending December 31, 1917, and the exports from the colony for the second half year of 1917. These returns are given below. They do not include (1) cargo brought to the colony for transhipment only, or through bills of lading; (2) goods imported or exported by the Colonial Government or the military or naval authorities; (3) goods imported under general licenses, which comprise the whole of the imports from the Canton Delta and West River and a portion of the imports from China Coast ports, south of Shanghai; (4) exports by junks or railway.

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.

Heading.	Classifier of Quantity.	Total.
Building materials—		
Bricks and tiles	pieces.	92,097
Cement	piculs.	57,419
Galvanized wire mesh	"	8,629
Glass, sheet	square feet.	608,531
" plate	"	311,051
Miscellaneous	value.	$16,764
Timber (hardwoods)—		
Oak	cubic feet.	2,119
Teakwood	"	2,210,775
Hardwoods (other)	"	701,439
Timber (softwood)—		
Oregon pine	"	46,166
Chemicals and drugs—		
Acid, hydrochloric	piculs.	5,273
" nitric	"	130
" sulphuric	"	143
Acids (other)	value.	$1,719
Alum	piculs.	4,879
Bleaching powder	"	,230
Borax	"	183
Camphor	"	800
Glycerine	"	27
Phosphorus	value.	$10,075
Potash, chlorate of	piculs.	307
Quinine	value.	$642,878
Soda ash	picula.	9,515
" carbonate (common soda)	"	2,409
" caustic	"	1,129
Sulphur	"	613
Chemicals and drugs (other)	value.	$303,416
Chinese medicines—		
Cardamoms	piculs.	7,175
Cinnamon	"	1,114
Deerhorn	value.	$216,717
Ginseng	"	$1,210,352
Musk	"	$7,955
Cassia	"	$31,815
Senna leaves	"	$3,290
Chinese medicines (other)	"	$2,908,023
Dyeing and tanning materials—		
Betelnuts	piculs.	16,750
Cinnabar	"	792
Cutch	"	1,689
Gambier	"	7,025
Indigo (artificial)	"	13,539
" (vegetable)	"	615
Mangrove bark	"	68,701
Gallnuts	"	80
Safflower	"	5
Sapan wood	"	2,924
Dyeing and tanning materials (other)	value.	$93,754
Foodstuffs and provisions—		
Beans (broad)	piculs.	21
" (green)	"	12,345
" (yellow	"	41,982
" (other)	"	40,617
" (products)	"	6,596
Fish and fishery products—		
Agar agar	"	79
Awabi	"	6,654
Bêche de mer	"	8,345
Conpoy	"	1,697
Cuttle fish	"	91,027
Shark fins	"	5,308
Fish and fishery products (other)	"	117,921

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Flours—		
Rice flour	"	405,441
Rice meal (rice bran)	"	111,844
Tapioca flour	"	22,359
Wheat flour	"	165,453
Wheat bran	"	189,598
Flours (other)	"	8,412
Grains—		
Barley	"	1,932
Maize	"	51,476
Rice (broken)	"	1,074,818
" (cargo)	"	333,747
" (glutinous)	"	26,866
" (red)	"	911
" (white)	"	2,205,428
" in husk (padi)	"	2
Meats—		
Bacon and ham	lb.	325,794
Beef	"	100
Sugar	piculs.	1,404,984
Vegetables (fresh)—		
Garlic	"	2,738
Onions	"	23,781
Potatoes	"	23,077
Fresh vegetables (other)	"	884
Vegetables (preserved)—		
Vegetables (dried, salted and pickled)	"	6,299
Vegetables (tinned and bottled)	"	175
Miscellaneous foodstuffs and provisions—		
Bird's nests	lb.	79,331
Biscuits	"	23,119
Butter	"	37,721
Cheese	"	41,818
Coffee	"	358,647
Condiments	value.	$17,133
Confectionery and sweet meats	lb.	160,322
Eggs	pieces.	500,341
Fruits, fresh and dried	piculs.	19,410
" tinned and bottled	lb.	103,357
Ghee	"	48,415
Ginger	piculs.	173
Jams and preserves	lb.	53,227
Macaroni	"	32,490
Meat and fish (tinned and potted)	"	231,589
Milk, condensed	tins.	8,005,994
Mushrooms	piculs.	8,831
Oatmeal	lb.	285,495
Sago	piculs.	1,012
Sausages	lb.	84,090
Soy	piculs.	258
Tapioca	"	1,761
Tea	"	11,175
Vermicelli	"	42,920
Miscellaneous (other)	value.	$593,768
Fuels—		
Charcoal	piculs.	6,317
Coal	tons.	329,162
Coke	"	3,512
Firewood	piculs.	9,227
Liquid fuel	tons.	6,287
Hardware—		
Brass nails, rivets and wire	piculs.	736
Brushes	value.	$7,908
Copper nails, rivets and wire	piculs.	737
Crucibles	value.	$7,101
Iron nails	piculs.	15,314
Iron and steel safes	value.	$7,378
Tinware	piculs.	523
Hardware (miscellaneous)	value.	$61,142

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Machinery and engines—		
Engines, internal combustion and plants	"	$16,180
" steam, other than locomotives	"	$12,048
Machinery, agricultural implements	"	$4,309
" propelling, other than internal combustion engines and parts	"	$2,270
" industrial	"	$38,783
" ships	"	$28,431
" sugar	"	$12,040
" sundries	"	$172,523
Metals—Brass—		
Brass and yellow metal, bars	piculs.	181
" sheets and plates	"	2,045
" tubes and pipes	"	32
" (other)	"	1,638
Copper—		
Copper bars	"	816
" sheating	"	39
" sheets and plates	"	29
" tubes and pipes	"	234
" (other)	"	1,414
Iron and steel—		
Iron and steel, angles and tees	"	18,890
Bamboo, steel	"	41
Iron and steel bars	"	92,590
" " castings	"	3,573
" " cylinders (empty)	"	47
" " cuttings	"	3,360
" " hoops	"	1,137
" " joists	"	4,669
" " pigs and kentledge	"	40,078
" " pipes and tubes (wrought)	"	5,482
" " pipes and gutters (cast)	"	342
" " plates	"	99,471
" " sheet (black)	"	1,050
" " sheets galvanized (corrugated and plain)	"	2,029
Tool steel	"	30
Iron and steel wire	"	11,074
" " rope	"	2,537
" " new (other)	"	18,950
" " old	"	30,891
Tinplates	"	65,446
" cuttings	"	1,561
Lead—		
Lead, pig	"	15,793
" (other)	"	1,393
Tin—		
Tin slabs and ingots	"	60,357
Zinc—		
Zinc bars and rods	"	21
" sheets and plates	"	324
" or spelter (other)	"	550
Metals, miscellaneous—		
Antifriction metals	"	425
White metal	"	9
Antimony regulus and crude	"	6,702
Pewter	"	6
Quicksilver (mercury)	"	3,313
Minerals and ores—		
Iron ore	"	69
Molybdenite	"	3
Wolframite	"	4,334

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Nuts and seeds—		
Cocoanuts	"	21,428
Peanuts	"	1[illegible],781
Nuts (other)	"	30,530
Seeds—		
Aniseed	"	1,676
Linseed	"	65
Melon seed	"	4,947
Pepper	"	17,639
Sesamum seed	"	4,235
Seeds (other)	"	7,758
Animal fats and oils—		
Fish oil	"	25
Lard	"	2,265
Tallow	"	792
Mineral oils—		
Benzine	gallons.	23,564
Kerosene	"	3,596,092
Lubricating oil	"	145,013
Wax, paraffin	piculs.	10,022
Mineral oils (other)	gallons.	48,005
Vegetable oils—		
Cocoanut oil	piculs	3,958
Linseed oil	"	860
Peanut oil	"	28,982
Sesamum oil	"	758
Wax, vegetable	"	4,599
Wood oil	"	180
Essential oils	"	509
Vegetable oils (other)	"	400
Paints—		
Paints	value.	$248,973
" antifouling	"	$2,342
" wood preserving patents	"	$350
Putty	lb.	17,096
Tar	value.	$2,990
Turpentine	"	$3,549
Varnishes	"	$14,587
Vermillion	piculs.	28
Piece-goods—		
Cotton piece-goods	pieces.	1,700,751
Ducks and canvas grey	yards.	527,308
Handkerchiefs	dozen.	75,419
Towels	"	128,175
Blankets (cotton)	pieces.	106,410
Cotton piece-goods (unclassified)	value.	$15,234
Woollen piece-goods	"	$[illegible]30,013
Blankets (woollen)	lb.	44,109
Woollen goods (unclassified)	value.	$113,230
Silk—		
Silk piece-goods	piculs.	2,416
Nankeens	"	3,634
Silk goods (unclassified)	"	43
Railway materials—		
Iron and steel rails	"	323
Miscellaneous	value.	$2,475
Treasure—		
Gold, bars and ingots	"	$1,952,791
" coin (British)	"	$5,878
" coin (foreign)	"	$4,602,742
" leaf	"	$10,134
Silver, bars and ingots	"	$36,985
" dollars (Hong Kong)	"	$10,500
" dollars (Mexican)	"	$13,486
" dollars (other)	"	$567,466
" subsidiary coins	"	$3,1 7,119
Bank notes	"	$305,520
Copper cents	"	$3[illegible],953

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Vehicles—		
Bicycles and tricycles	"	$4,448
Carriages	"	$807
Motor cars	"	$53,783
Motor cycles	"	$8,677
Tires (rubber)	"	$15,541
Vehicles, miscellaneous	"	$1,291
Wearing apparel—		
Boots and shoes (leather)	"	12,573
" " (cloth)	"	93,230
" " (other)	"	43,261
Hats (Chinese)	value.	$16,320
Hats and caps (foreign)	"	$178,178
Hosiery	dozen.	157,728
Shirts	"	20,621
Singlets	"	72,551
Suits, ready-made	"	2,531
Wearing apparel (other)	value.	$60,041
Sundries A—		
Asbestos	"	$31,743
Asphalt products	piculs.	20,185
Arms and ammunition—		
Cartridges, sporting	value.	$3
Sundries B—		
Bags (gunny)	pieces.	5,464,308
" (other kinds)	"	87,069
Bamboo and bamboo ware	value.	$54,799
Bedsteads (metal)	pieces.	622
Belting, machine (leather)	value.	$66,645
Bones	piculs.	2,006
Books and music	value.	$39,192
Bottles, glass (empty)	"	$114,421
Boxes (fancy)	gross.	2,133
Braid, Llama	value.	$7,179
" straw	"	$400
Bristles	piculs.	257
Buttons (brass)	gross.	13,332
Sundries C—		
Candles	piculs.	1,741
Casks	value.	$20
Celluloid	"	$281
Chalk	piculs.	256
Charts and maps	value.	$926
China ware (coarse and fine)	"	$322,446
Clocks and watches	pieces.	27,202
Coffin planks	value.	$100
Corks	"	$1,710
Cork	"	$111
Cosmetics and perfumery	value.	$39,613
Cotton, raw	piculs.	9,103
" (sewing)	value.	$450,288
Covers (bed and table)	"	$17,905
Cutlery and electro-plated ware	"	$37,772
Sundries D—		
Diamonds	"	$29,257
Disinfectants	"	$4,195
Sundries E—		
Earthenware	"	$12,285
Electrical accessories	"	$354,726
Embroidery	"	$6,278
Emery and similar abrasives	"	$5,522
Enamel ware	"	$145,570
Blasting powder	"	$7,816
Firecrackers	"	$69,951
Gunpowder	"	$35

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Sundries F—		
Feathers (duck and fowl)	piculs.	714
" (other kinds)	"	2,719
Felt and felt sheathings	value.	$50
Fire bricks	pieces.	52,059
" clay	piculs.	1,930
Flasks (all kinds)	value.	$31,824
Furniture	"	$33,230
Furs	"	$16,875
Sundries G—		
Gas fittings	"	$17,867
Glass, scrap	piculs.	4,598
Glassware	value.	$80,181
Glue	piculs.	3,615
Grass cloths	value.	$34,609
Gums and resin	piculs.	10,367
Gun cloth	yards.	93,750
Gyp	piculs.	4,000
Sundries H—		
Hardware	value.	$295,399
Hair, human	piculs.	702
" (other)	"	127
Hemp (manila)	piculs.	13,218
" (other)	"	17,881
" rope and twine	"	5,247
Hides and skins—		
Hides, buffalo	"	24,904
" goat, sheep	"	1,966
" horse, ass, mule	"	61
" and skins (other)	"	1,633
" cuttings	"	10,372
Hops	"	34
Horns, buffalo and cow	"	635
" deer	"	324
Hose (canvas and leather)	value.	$9,304
Household stores	"	$7,057
Sundries I—		
Instruments (musical automatic)	"	$2,720
" (musical)	"	$12,175
" and apparatus (scientific)	"	$16,732
Isinglass	piculs.	216
Ivory	"	218
" ware	value.	$9,560
Sundries J—		
Jadestones (rough)	"	$3,000
Jewellery (real and imitation)	"	$20,173
Joss sticks	piculs.	80
Jute	"	4,500
Sundries L—		
Lace and trimmings	value.	$20,352
Lamps and lampware (other than electric)	"	$73,033
Leather (sole leather)	piculs.	25,630
" (imitations)	value.	$2,355
" manufactures (not including machine belting and boots and shoes)	"	$41,612
Sundries M—		
Machines (knitting)	"	$47,797
" (sewing)	"	$60,111
Manures (animal and vegetable)	piculs.	10
Matches	gross.	1,150,807
Matchmaking materials (other than phosphorus and chlorate of potash)	value.	$54,482
Mats (other kinds)	pieces.	735,529
Matting	value.	$39,363
Mirrors and looking glasses	"	$11,489

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Sundries N—		
Nets and netting (fishing)	piculs.	11
Sundries P—		
Paper (Chinese)	"	3,181
" (foreign)	"	27,202
" news (old)	"	36,041
" ware	"	7,966
Pearls (real)	value.	$3,423
Photographic chemicals	"	$1,295
" goods	"	$56,058
Plants and flowers (living)	"	$10,618
Printing and lithographic materials	"	$39,403
Sundries R—		
Rags	piculs.	338
Rattans	"	56,225
Rattan furniture	value.	$5,319
Rope (other than hemp or wire)	piculs.	67
Rubber (raw)	"	51
" manufactured (not including tires and boots and shoes)	value.	$29,592
" waste and old	piculs.	513
Sundries S—		
Salt	"	141,992
Sandalwood	"	4,830
Scales and balances	value.	$18,107
Ships' gear (not specially mentioned)	"	$1,825
Shooks and staves, for caskmaking	"	$58,422
Silk, raw	piculs.	24
" waste	"	33
Silverware	"	7,101
Soap (common)	value.	$494,643
" fancy and toilet	"	$63,198
Starch	piculs.	3,819
Stationery	value.	$118,916
Stone (not otherwise mentioned)	"	$953
Stones, precious (not otherwise mentioned)	"	$2,080
Sundries T—		
Telegraph and telephone instruments	"	$7,005
Thread (gold and silver imitation)	"	$12,720
Tobacconists' sundries	"	$21,900
Toilet requisites	"	$25,147
Tools, hand	"	$12,779
Toys and games	"	$132,403
Trunks and suit cases	"	$3,536
Typewriters and accessories	"	$20,414
Sundries U—		
Umbrellas	pieces.	70,749
" sundries	value.	$102,276
Sundries W—		
Waste (wool)	piculs.	2
" (cotton)	"	1,459
Water (aerated and mineral)	value.	$3,854
Wood-pulp	"	$170
Woods (not specially mentioned)	piculs.	30,706
Woodware	value.	$14,973
Wool (raw)	piculs.	1,247
Sundries Y—		
Yarn (cotton	"	155,881
" (woollen)	"	3,108
Building materials—		
Bricks and tiles	pieces.	133,684
Cement	piculs.	654,124
Galvanized wire mesh	"	245
Glass, sheet	square feet.	1,137,956
" plate	"	209,439
Granite	piculs.	24,050

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Hardwoods—		
Hardwood	cubic feet.	102,378
Oregon pine	"	7,545
Teakwood	"	38,336
Hardwoods (other)	"	47,292
Softwoods—		
American pine	"	1,280
China fir	"	27,674
Softwoods (other)	"	60,122
Building materials, miscellaneous (other)	value.	$28,004
Chemicals and drugs—		
Acid, carbolic	piculs.	14
" hydrochloric	"	6,832
" nitric	"	53
" sulphuric	"	1,661
Acids (other)	value.	$117
Alum	piculs.	10,228
Arsenic	"	49
Bleaching powder	"	716
Borax	"	1,075
Calcium carbide	"	1,323
Camphor	"	502
Gas (in cylinders)	value.	$585
Glycerine	piculs.	32
Phosphorus	"	41
Potash, chlorate of	"	813
" nitrate of	"	252
Quinine	value.	$24,221
Saltpetre	piculs.	1,968
Soda ash	"	3,515
" carbonate	"	5,934
" caustic	"	1,740
Sodium silicate	"	84
Sulphur	"	1,460
Chemicals and drugs (other)	value.	$216,971
Chinese medicines—		
Cardamoms	piculs.	1,664
Cassia	value.	$280,494
Cinnamon	piculs.	314
Cloves	"	14
Deerhorn	value.	$38,796
Ginseng	"	$247,860
Musk	"	$150
Turmeric	piculs.	1,368
Chnese medicines (other)	value.	$4,091,897
Dyeing and tanning materials—		
Aniline dyes	"	$1,539
Betelnuts	piculs.	24,071
Cinnabar	"	124
Cutch	"	803
Gambier	"	751
Indigo (artificial)	"	30
" (vegetable)	"	158,856
Laka wood	"	164
Mangrove bark	"	42,959
Myrobalan	"	530
Gallnuts	"	890
Safflower	"	16
Sapan wood	"	11,360
Dyeing and tanning materials (other)	value.	$244,005
Foodstuffs and provisions—		
Beans, broad	piculs.	1,495
" green	"	23,982
" yellow	"	42,446
" (other)	"	59,284

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Fish and fishery products—		
Agar agar	"	3,523
Awabi	"	1,475
Bêche de mer	"	9,864
Conpoy	"	903
Cuttle fish	"	4,192
Shark fins	"	1,382
Fish and fishery products (other)	"	375,452
Flours—		
Rice flour	"	7,729
" meal (rice bran)	"	341
Tapioca flour	"	5,085
Wheat flour	"	140,813
" bran	"	1,263
Flours (other)	"	5,606
Grains—		
Barley	"	2,559
Maize	"	57,458
Rice, broken	"	806,456
" cargo	"	14,214
" glutinous	"	77,722
" red	"	63,956
" white	"	2,561,234
" in husk (padi)	"	870
Grains (other)	"	4
Meats—		
Bacon and ham	lb.	173,597
Beef	"	783
Game	"	1,010
Meats and fish (tinned and potted)	"	228,196
Sausages	"	558,644
Sugar—		
Sugar candy	piculs.	193,918
" molasses	"	6,722
" raw	"	42,810
" refined	"	2,348,171
Vegetables, fresh—		
Garlic	"	54,717
Onions	"	26,542
Potatoes	"	17,641
Fresh vegetables (other)	"	51,046
Vegetables, preserved—		
Vegetables (dried, salted and pickled)	"	50,984
" (tinned and bottled)	"	3,422
Miscellaneous—		
Bird's nests	lb.	22,092
Biscuits	"	107,451
Butter	"	59,658
Cheese	"	10,063
Cocoa	"	201,133
Coffee	"	11,077
Condiments	value.	$98,342
Confectionery and sweet meats	lb.	732,603
Eggs	pieces.	14,227,349
Fruits, fresh and dried	piculs.	165,865
" tinned and bottled	"	5,457
Ghee	"	697
Ginger	"	12,989
Jams and preserves	lb.	246,804
Macaroni	"	158,316
Milk, condensed	tins.	13,219,811
Mushrooms	piculs.	8,295
Oatmeal	lb.	51,023

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Miscellaneous.—*Con.*		
Sago	piculs.	2,935
Soy	"	22,359
Tapioca	"	23
Tea	"	54,047
Vermicelli	"	63,892
Foodstuffs and provisions, miscellaneous (other)	value.	$361,679
Fuels—		
Charcoal	piculs.	958
Coal	tons.	22,113
Coke	"	1,090
Firewood	piculs.	1,785
Liquid fuel	tons.	655
Machinery and engines—		
Engines, internal combustion	value.	$12,922
" steam, not specially mentioned	"	$43
Machinery, agricultural	"	$1,392
" propelling, other than internal combustion engines and parts thereof	"	$640,963
" for the textile industries	"	$4,495
" for brewing, distilling, and sugar refining	"	$175
" ships	"	$27,258
" other kinds and parts thereof	"	$104,970
" tools	"	$9,758
Metals and minerals—		
Brass—		
Brass and yellow metal bars	piculs.	1,682
" boiler tubes	"	292
" nails, rivets and wire	"	1,428
" sheets and plates	"	780
" (other)	"	2,137
" yellow metal sheathing	"	1,782
" wire	"	414
Copper—		
Copper bars	"	730
" nails, rivets and wire	"	612
" foil	"	2
" sheets and plates	"	944
" sheating	"	86
" tubes and pipes	"	42
" (other)	"	1,243
" old	"	335
Iron and steel—		
Iron angles and tees	"	8,126
" hamboo steel	"	3,091
" bars	"	128,492
" castings	"	1,536
" cuttings	"	5,886
" cylinders	"	1,034
" hoops (hoop iron)	"	2,296
" joists	"	3,055
" nails	"	70,015
" pig and kentledge	"	36,434
" pipes and tubes	"	1,966
" pipes and gutters (cast)	"	57,834
" plates and sheets		
" rails	"	697
" safes	value.	$14,298
" sheets (black)	piculs.	8
" sheets (corrugated and plain)	"	12
" boiler tubes	"	505
" and steel sheets, galvanized	"	662
" and steel sheets, tinned	"	56,984
" tool steel	"	297
" wire	"	23,672
" wire rope	"	168
" (other)	"	9,492
" (old)	"	82,245

IMPOR S FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Lead—		
Dross	"	1,099
Ore	"	2,045
Pig	"	18,293
Other	"	2,316
Quicksilver and vermilion—		
Quicksilver	"	659
Vermilion	"	1,854
Tin—		
Slabs and ingots	"	63,008
Tin, old	"	6,532
" ore	"	105
Zinc—		
Bars and rods	"	50
Sheets and plates	"	1,391
Other	"	1,055
Metals and minerals, miscellaneous—		
Antifriction metals	"	47
Antimony ore	"	16,863
" regulus and crude	"	6,630
Manganese ore	"	17,901
Molybdenite	"	1
Pewter	"	103
Realgar	"	84
Solder	"	706
Tinware	"	866
Tinplate cuttings	"	1,040
White metal	"	43
Wolframite	"	7,241
Nuts and seeds—		
Cocoanuts	"	5,337
Peanuts	"	156,138
Nuts (other)	"	31,507
Seeds—		
Aniseed	"	11,654
Melon seed	"	5,799
Pepper	"	21,019
Sesamum seed	"	8,956
Seeds (other)	"	12,093
Oils and fats—		
Animals oils and fats—		
Fish oil	"	157
Lard	"	33,530
Tallow	"	1,078
Mineral oils—		
Benzine	gallons.	9,695
Kerosene	"	2,181,550
Lubricating oil	"	640,733
" grease	"	64
Wax, paraffin	piculs.	5,780
Mineral oils (other)	gallons.	12,067
Vegetable oils—		
Aniseed oil	piculs.	1,116
Cassia oil	"	363
Cocoanut oil	"	3,064
Colza oil	"	32
Essential oil	"	2,183
Linseed oil	"	105
Peanut oil	"	62,686
Sesamum oil	"	209
Wax, vegetable	"	2,923
Wood oil	"	17,516
Essential oils (other)	"	76
Vegetable oils (other)	"	2,605
Tea oil	"	1,118

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total
Paints—		
Paints	value.	$310,497
Putty	lb.	452
Driers	value.	$85
Tar	"	$5,556
Turpentine	"	$4,454
Varnishes	"	$46,653
Treasure—		
Coin, bar and ingots	value.	$3,545,254
" coin (British)	"	$248,245
" coin (foreign)	"	$4,138,082
" leaf	"	$7,575,251
Silver, bar and ingots	"	$375,227
" dollars (Mexican)	"	$17,870
" dollars (other)	"	$2,116,101
" subsidiary coins	"	$8,792,871
Bank notes	"	$215,051
Copper cents	"	$20,688
Vehicles—		
Bicycles	"	$2,514
Motor cars	"	$3,997
Motor cycles	"	$4,228
Tires, rubber	"	$4,941
Vehicles, miscellaneous	"	$2,988
Wearing apparel—		
Boots and shoes (leather)	pairs.	11,920
" " (cloth)	"	128,387
" " (other)	"	515,054
Hats (Chinese)	value.	$47,247
Hats and caps (foreign)	"	$153,836
Handkerchiefs	dozens.	71,256
Silk shawls	value.	$16,800
Hosiery	dozens.	622,544
Palm-leaf raincoats	"	1,226
Shawls (cotton)	"	5,448
Shirts	"	28,904
Singlets	"	124,582
Suits, ready-made	"	7,839
Towels	"	238,554
Wearing apparel (other)	value.	$283,278
Sundries A—		
Asbestos	"	$14,567
Asphaltum	"	$5,336
Ammunition for revolvers and rifles	value and tons.,	$2,423 31
Sporting cartridges	value.	$881
Sundries B—		
Bags (gunny)	pieces.	8,956,476
" (other kinds)	"	2,976,764
Bamboo and bamboo ware	value.	$498,745
Bedsteads	pieces.	392
Belting (machine)	value.	$100,824
Bones	piculs.	1,429
Books and music	value.	$52,602
Bottles, glass (empty)	"	$22,522
Boxes (fancy)	gross.	3,341
Braid, Llama	value.	$30
" straw	"	$490
" (other)	"	$1,962
Bristles	piculs.	3,376
Brushes	value.	$38,004
Buttons, brass	gross.	10,690
Sundries C—		
Candles	piculs.	2,534
Canes	value.	$76,253
Carriages	"	$2,141
Casks	"	$33,301
Celluloid	"	$104

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total.
Sundries C—*Con.*		
Chalk	piculs.	261
Charts and maps	value.	$13,775
China ware (coarse and fine)	"	$556,692
Clocks and watches	pieces.	34,549
" sundries	value.	$1,553
Coffin planks	"	$4,206
Copra	piculs.	5,012
Cordage (other than rope)	"	3,127
Cork	value.	$1,190
Corks	"	$7,891
Cotton, raw	piculs.	15,159
" (sewing)	value.	$292,373
Covers (bed and table)	"	$59,477
Cosmetics and perfumery	"	$518,358
Crucibles	"	$4,828
Cutlery and electro-plated ware	"	$72,464
Curios	"	$123,698
Sundries D—		
Disinfectants	"	$9,460
Sundries E—		
Earthenware	"	$268,255
Electrical goods	"	$257,582
Embroidery	"	$106,760
Emery and corundums	"	$15,813
Enamel ware	"	$144,478
Explosives—		
Blasting powder	"	$199
Firecrackers	"	$905,481
Sundries F—		
Fans, palm-leaf	pieces.	2,606,881
" (other kinds)	"	123,637
Feathers, duck and fowl	piculs.	7,343
" (other kinds)	"	5
Fire extinguishers	value.	$3,278
" bricks	piculs.	68
" clay	"	163
Flasks all kinds	value.	$25,685
Flax	piculs.	55
Fodder	"	46,187
Furniture	value.	$199,285
Furs	"	$13,567
Sundries G—		
Gas fittings	"	$2,834
Glass scrap	piculs.	6,557
Glassware	value.	$154,095
Glue	piculs.	2,888
Grass cloth	value.	$9,452
Gums and resin	piculs.	6,136
Gunny cloth	yards	8,983
Cypsum	piculs.	11,767
Sundries H—		
Harberdashery	value.	$186,513
Hair, human	piculs.	3,219
" " (stumps)	"	941
" (other)	"	114
Hardware	value.	$204,557
Hemp, manila	piculs.	5,457
" (other)	"	14,625
" rope and twine	"	10,795
Hides and skins—		
Hides, deer	piculs.	384
" buffalo and cow	"	57,689
" goat and sheep	"	3,168
" horse, ass and mule	"	654
" and skins (other)	"	14,577

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total
Hides and skins—*Con.*		
Hide cuttings	"	14,701
Hops	"	58
Horns, buffalo and cow	"	2,463
Hose (canvas, leather)	value.	$10,062
Household stores	"	$123,515
Sundries I—		
Instruments (musical, automatic)	"	$9,970
" (musical)	"	$31,815
" and apparatus (scientific)	"	$12,015
Isinglass	piculs.	569
Ivory	"	23
" ware	value.	$7,462
Sundries J—		
Jadestones (rough)	"	$84,349
Jewellery (real and imitation)	"	$45,628
Joss sticks	piculs.	24,841
Jute	"	7,548
Sundries L—		
Lace and trimmings	value.	$3,974
Lamps and lampware (other than electric)	"	$238,768
Launches and boats	"	$5,410
Leather	piculs.	29,087
" imitations	value.	$20,132
" manufactures (not including belting and boots and shoes)	"	$47,939
" ware	piculs.	116
Lye	"	605
Series M—		
Machines (knitting)	value.	$14,604
" (sewing)	"	$60,149
Manures, chemical and mineral	piculs.	2,436
" animal and vegetable	"	5,176
Matches	gross boxes.	3,003,094
Matchmaking materials, other than phosphorus and chlorate of potash	value.	$109,061
Mats (tea)	pieces.	2,347,423
" other kinds	"	7,120,921
Matting	value.	$284,381
Mirrors and looking glasses	"	$119,457
Sundries N—		
Nets and netting (fishing)	picu's.	560
Sundries P—		
Paper, Chinese	"	29,049
" foreign	"	36,677
" old newspaper	"	31,803
" ware	"	42,290
" waste	"	98
Pearls, real	value.	$250
Photographic goods	"	$80,806
" chemicals	"	$190
Plants and flowers (living)	"	$172,360
Precious stones (not otherwise mentioned)	"	$2,740
Printing and lithographic materials	"	$17,862
Sundries R—		
Rags	piculs.	371
Railway materials (miscellaneous)	value.	$1,500
Rattans	piculs.	60,336
Rattan furniture	value.	$53,560
" ware	"	$15
Rope (other than hemp)	piculs.	8,743
Rubber (raw)	"	971
" manufactured (not including tyres, boots and shoes)	value.	$8,915
" waste and old	piculs.	501
" ware	value.	$135

IMPORTS FOR THE FOUR MONTHS ENDING DECEMBER 31, 1917.—*Continued.*

Heading.	Classifier of Quantity.	Total
Sundries S—		
Salt	piculs.	109,396
Sandalwood	"	42,429
Sawdust	"	734
Scales and balances	value.	$6,832
Ships' gear (not specially mentioned)	"	$4,968
Shooks and staves (for cask making)	"	$212,158
Silverware	"	$48,283
Soap, common	"	$255,741
" fancy and toilet	"	$29,112
Starch	"	$7,894
Stationery	piculs.	$305,659
Stone (not otherwise mentioned)	value.	$9,933
Sundries—		
Telegraph and telephone instruments	"	$1,941
Thread (gold and silver imitation)	"	$33,838
Tobacconists' sundries	"	$18,283
Toilet requisites	"	$43,457
Tools, hand	"	$18,782
Toys and games	"	$119,388
Trunks and suit cases	"	$21,907
Typewriters and accessories	"	$12,149
Sundries U—		
Umbrellas, Chinese	pieces.	1,235,836
" European	"	234,031
" Japanese	"	2,976
" other kinds	"	14,801
" sundries	value.	$111,204
Sundries W—		
Waste (cotton)	piculs.	998
Water, aerated and mineral	value.	$29,224
Woods (not specially mentioned)	piculs.	10,913
Woodware	value.	$160,712
Sundries Y—		
Yeast	piculs.	1,856
Cotton goods—		
Cotton blankets	pieces.	191,963
" piece-goods	"	1,556,714
" thread	value.	$4,693
" yarn	piculs.	270,183
Nankeens	"	9,210
Cotton goods (unclassified)	value.	$15,224
Canvas	yards.	309,557
Silk goods—		
Silk piece-goods	piculs.	7,193
" pongee	"	68
" (raw)	"	1,732
" thread	value.	$743
" (waste)	piculs.	295
" goods (unclassified)	"	140
Woollen goods—		
Woollen blankets	lb.	46,491
" piece-goods	yards.	296,245
" thread	piculs.	68
" yarn	"	429
" goods (unclassified)	value.	$59,705
Wool (raw)	piculs.	1,194