was similar to the expectations when the 4th Dalai Lama was selected, it was necessary to wait after his death and establish relationships with Dolon Tümed in 1618.

The Brokers of Jiangnan during the Qing Period

by Susumu YAMAMOTO

The brokers system of Jiangnan (江南) in the Qing period was started in the early Kangxi (康熙) period by giving licence to private brokers and accomplished at the end of the Yongzheng (雍正) period by limiting the number of brokers. During the Qianlong (乾隆) period in the west of Taihu (太湖), Changzhou (常州) and Zhenjiang (鎮江), the increase-rate of the brokers was higher, but in the east of it, Suzhou (蘇州) Songjiang (松江) and Taicang (太倉), the rate was lower. And in some prefectures the number of the brokers decreased.

The cotton industry developed in Songjiang and Taicang, where cotton cloth traders without license participated in the dealing of cloth which only the cotton cloth brokers with license had dominated in early Qing and supplanted them by the Qianlong period. The cloth traders came to hold a dominant position over the cloth brokers, because the cloth traders gained social trust in their own commercial brand but the brokers supported only by governmental trust. So the number of the brokers had increased less or decreased. But in areas of the silk industry, Suzhou and Zhexi (紹西), the silk brokers continued to dominate brokerage till the end of Qing and they differentiated function from the Jingji (經紀), the brokers without license. The silk brokers had to be more expert in estimating the quality of the silk than cloth brokers in estimating of the cotton cloth, and so the silk traders couldn’t take the place of the silk brokers.