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# Levant Trade Review

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## Commerce in President Wilson's Cabinet.

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**U**N<sup>TIL</sup> William C. Redfield was invited to enter President Wilson's official family, no professional export merchant had ever, as far as we know, occupied a Cabinet seat in Washington. President Wilson quite occasionally introduces innovations and breaks precedents. Nevertheless, as yet he has only gained in public confidence. In fact, the American people are with Woodrow Wilson—men and women of all parties—to a remarkable degree. It is questionable whether since the halcyon days of Monroe the spirit of political partisanship has ever been less disagreeably in evidence than to-day in the United States of America.

Mr. Redfield, Secretary of Commerce or Secretary of the Department of Commerce, no matter how you turn the Secretary title, it is inconvenient and uninspiring—as are such titles as Secretary of War, Secretary of Agriculture—Postmaster-General or Attorney-General is a slight improvement—Mr. Redfield became a national figure by virtue of his speech in Congress in the session of 1911-12 in which he savagely attacked the principle of tariff protection. He had just returned from a tour abroad which took him beyond Europe to India and the Far East opening up new markets for the American Blower Company of which he had become chief, and he spoke from personal experiences on foreign trade. He especially addressed himself to the question of cost of production. Mr. Redfield believes that American manufacturers by forswearing over-capitalization and by substituting efficiency for waste, can pay American wages and still compete in foreign markets without being “subsidized” by the Government. He looks forward to the “new industrial day” when “American resources and genius, freed from the restraining hand of high protective tariff, strikes out into its own strong, independent stride.” The truth of these theories Mr. Redfield feels that he has realized from his own observations at home and abroad as a manufacturer and a merchant. And now he wants to “lift the American business man out of the slough of parochialism into which he has fallen, largely as a result of a coddling protective tariff. It is only a question of a few years, Mr. Redfield believes (we are quoting from Mr. Burton J. Hendrick's article in *THE WORLD'S WORK*) when the United States, and not England or Germany, will be the largest exporter of manufactured articles.”

It is not in the interest even of the manufacturer, Mr. Redfield finds, setting aside the consumer suffering from high prices, to depend upon tariff schedules for protection. In the long run, it serves him infinitely better, Mr. Redfield is convinced, to depend upon his scientific use of raw materials, upon improving his machinery, upon uplifting labor, upon intimate knowledge of markets, in short upon his taking proper advantage of his opportunities, "which does not necessarily include dividends upon watered stock."

Admitting into our industrial establishments the purifying and stimulating air of competition will, in Mr. Redfield's opinion, introduce a new era of general prosperity and healthy progress. Among the gains which will result from the change, he counts a more intelligent attitude towards foreign trade and, owing thereto, the restoration of the American merchant marine to the high seas and the extension of American banking operations to foreign fields.

Unquestionably, there is needed in American industrial and commercial circles more thorough education concerning foreign markets and foreign trade methods. It is exceedingly gratifying that President Wilson and "Secretary" Redfield take such a deep interest in our relations to foreign affairs. The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT has no opinion of its own as to how the American manufacturing industries should be best promoted by the tariff legislation. But we certainly believe that they will continue to develop at a truly marvelous rate. We also are fully convinced that our welfare as a nation in an ever growing measure depends upon our success in finding profitable outlets for the products of our factories.

As regards the Mediterranean, it is believed that nothing at this time would more powerfully further our interests than a commercial excursion of American business men. This should be arranged for the early spring of 1914; and we trust that Mr. Redfield will aid us in causing the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA to carry this project through. The excursion might follow the general lines of Mr. Frank Clark's annual tourist cruises in the Mediterranean. However, it should especially cover such centres as Barcelona, Marseilles, Genoa, Trieste, Athens, Constantinople, Salonika, Smyrna, Beirut and Alexandria. Unquestionably, the trip could be made both agreeable and instructive. It would all be by water, and two months would suffice both for business and pleasure.

In his private life, Mr. Redfield is known as a philanthropist. He is fond of music and leader himself of the Flatbush Glee Club. He is also fond of outdoor sports. In 1885 he was married to Elise Mercein Fuller of Brooklyn.



## Graine d'Alfalfa.

UNE commande a été faite récemment à Harput, Turquie, pour quelque 35,000 livres de graine d'Alfalfa. Les maisons qui ont reçu la commande n'ont pu y satisfaire. Il est cependant probable, vu que la Turquie est le lieu d'origine de l'Alfalfa et que la culture de cette graine se développe énormément dans les parties à moitié arides de l'Amérique, qu'un commerce régulier de cet article pourra être organisé.

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Every Kind of American Goods.**

**We are Pioneers in Introducing American  
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## Efforts Américains dans les Philippines

(Traduit du NEW YORK TRIBUNE)

UNE des preuves les plus réelles et les plus convaincantes du profit que trouvent les Philippines dans leur administration par les autorités américaines, est le simple record de la régénération sanitaire de ces îles. Nos triomphes sur la fièvre jaune et la fièvre paludéenne ont été hautement célébrés et ne peuvent en vérité être loués exagérément. La diminution de la tuberculose et d'autres maladies forme un des chapitres les plus glorieux de l'histoire contemporaine. Mais il semble probable que la couronne de l'achèvement suprême, en tout ce qui concerne la lutte pour la santé et la vie, revient à ces travailleurs patients et dévoués dans les Philippines, qui portent le "paix de l'homme blanc" parmi les calomnies, les méchancetés et les ignorances de ceux qui essayent d'arrêter ou de détruire, par quelque incompréhensible schibboleth une œuvre de bienfaisance inappréciable.

Que veulent dire les faits suivants, que le docteur Worcester énumère ailleurs dans nos colonnes d'aujourd'hui ? Pendant les années de l'occupation américaine des îles la moyenne des victimes de la petite vérole a baissé d'environ quarante mille à quelques centaines. Le choléra asiatique qui tuait chaque année des dizaines de milliers d'hommes, est maintenant anéanti. Au lieu de trente mille lépreux avérés dans les Philippines, traités d'une façon pire que les bêtes féroces, il y en a trois mille aujourd'hui soignés avec humanité, et le dernier nombre lui-même diminue progressivement. La peste bubonique, la peste pneumonique ont été éliminées, la dissenterie, le beriberi, la malaria réduits à des proportions insignifiantes. Nous répétons : que veulent donc dire ces faits... ?

La réponse est claire. Ils signifient que l'administration américaine a fait et fait encore un travail pratique pour le bien-être du peuple des Philippines tel que jamais n'en fût révé dans l'histoire de ces îles ni surpassé — peut-être même jamais égalé — dans l'histoire du monde.

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## Service Maritime entre l'Amérique et le Levant.

DEPUIS l'organisation de la CHAMBRE DE COMMERCE AMÉRICAINE POUR LE LEVANT —et même avant— la question d'un service maritime régulier et direct pour servir et faciliter le commerce grandissant entre l'Amérique et le Levant, se trouve toujours sur le tapis.

Dans le premier numéro ( Volume I ) de la LEVANT TRADE REVIEW, les statistiques consulaires parurent, concernant le négoce entre les Etats-Unis, les pays de la Méditerranée de l'Est et ceux de la Mer Noire. Elles prouvaient le besoin pressant d'un service maritime qui empêcherait à la fois les pertes de temps et les pertes matérielles dues au transbordement des cargaisons.

Dans le numéro 1, Vol. II, de la LEVANT TRADE REVIEW nous avons le plaisir de pouvoir enfin annoncer la fondation de la AMERICA-LEVANT STEAMSHIP LINE, à laquelle nous promettions notre plus cordial et persistant appui.

Lors de la dernière séance du Comité Administratif de notre Chambre de Commerce, une commission de trois membres —Messieurs D. Alton Davis, A. G. Arsen, Jules Aslan Fresco— fut nommée pour obtenir de la " AMERICA-LEVANT STEAMSHIP COMPANY " la mise en action de vaisseaux additionnels, et pour conseiller effectivement aux exportateurs et importateurs de recourir aux comodités spéciales offertes par la nouvelle et unique ligne directe entre l'Amérique et le Levant. Nous prenons maintenant connaissance de la dépêche suivante (Sept. 11, 1913) envoyée de Philadelphie au JOURNAL OF COMMERCE, New York.

" Pour faire face aux demandes de ses affaires croissantes, la AMERICA-LEVANT STEAMSHIP COMPANY a été obligée d'ajouter encore un vaisseau à sa flotte actuelle. Il y a 8 mois la Compagnie établit un service maritime entre Philadelphie, New York, la Mer Noire et le Levant. Le service comprenait au début 3 grands vaisseaux, dont l'un a fait naufrage.

" Les deux autres bateaux— "River Delaware" et "River Orontes"— travaillent régulièrement depuis la création de la ligne. Ils transportent des cargaisons de toute nature. La plus grande partie de la marchandise débarquée en Amérique consiste en racines de réglisse destinées à la maison Mac Andrews & Forbes, Jefferson Street, Camden, N. J.

" Le nouveau vaisseau s'appelle "River Araxes." Il appartenait à la " Fitzclarence Steamship Company," de qui la " AMERICA-LEVANT LINE l'acheta pour presque \$250,000, lui donnant dans la suite un nouveau nom. Comme les autres navires de sa compagnie il touchera Barcelone, le Pirée, Smyrne, Constantinople, les ports du Levant et de la Mer Noire."

L'information qu'on vient de lire est encourageante pour la Chambre. Sans aucun doute, de nouveaux bateaux seront achetés et lancés dès que les prix de transport deviendront raisonnables et normaux. Il est d'une grande importance qu'Alexandrie et la côte Syrienne, aussi bien que Salonique et quelques ports de la Mer Noire prennent place parmi la liste des escales existantes. Mais pour réaliser ce but, il faudrait que la flotte actuelle de la AMERICA-LEVANT COMPANY soit doublée aussitôt que possible. Un service



régulier mensuel *seul* d'aller et retour pourrait être utile, et il y a des ports nombreux à desservir. Boston, par exemple, est encore entièrement dépourvu de communication directe avec le Levant. Nous espérons fermement que la "Mac Andrews & Forbes Co.," qui inaugurerà la nouvelle ligne, développera ses plans jusqu'à leur complète maturité, et il serait juste que les expéditeurs de marchandises en Amérique et ici, accordent à la Compagnie tout l'encouragement possible.

Les membres de la Chambre devraient donner à ce projet leur attention la plus minutieuse. Notre Chambre de Commerce a été organisée précisément pour rendre de telles améliorations — maritimes, financières, douanières, légales, etc., praticables, afin que le commerce américain avec le Levant s'étende librement, sous des conditions favorables. Voici l'occasion dont a besoin la Chambre pour témoigner, d'une façon pratique, son esprit d'unité et de co-opération. Ce qui aide un homme aide aussi son prochain. Nous réussissons ou échouons ensemble. Nous sommes tous logés à la même enseigne. L'intérêt direct ou indirect de chaque membre de la CHAMBRE DE COMMERCE AMÉRICAINE POUR LE LEVANT, exige que nous assurions le succès total de l'AMERICA-LEVANT LINE. Et si les membres de notre Chambre expédient leurs marchandises par la compagnie en question, chaque fois qu'une telle expédition leur sera possible ils prendront là les mesures les plus efficaces pour parvenir à ce terme.

Les vaisseaux de la AMERICA-LEVANT LINE transportent aussi quelques passagers de première classe, mais pas d'émigrants.

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**STAMBOUL, CONSTANTINOPLE, TURKEY,**

## Conditions in Armenia.

**Crops of Cereals.**— As was anticipated in my previous letter there has been a plentiful harvest of wheat and other cereals in this district owing to the favorable and timely rainfalls during all last spring.

**Prices** — The prices of cereals, fruits and other foods are unusually low and in favor of the buyer. Such prices have not been seen for many years. The price of wheat is from 45 to 57 piasters per kilé of sixty okes (170 pounds) according to the quality.

**Bovine Pest.**— This plague was unfortunately prevailing at Malatia and in its surrounding villages during the past few months, but it was successfully overcome in a short time through the efforts of the Government's veterinaries armed with serums, after having a loss of about 600 oxen and cows in the infected places.

**Second Hand Clothing.**— The importation of second hand clothing for men and children is increasing steadily in this district. Most of these goods were coming here from France and a small portion from America. At the beginning of this year an order for a modest sum of clothing was sent to New York by an importer of this city, owing to the increased price in France, but our merchants are at present hesitating to repeat their order to America as the price of the clothing has also been raised in America. It seems to the importers here that these goods as well as odd lot shoes of American made will find a good market in this country if the American exporters allow as favorable terms as of those offered by the European exporters.

**Soap.**— It is also believed that the soaps of foreign make will find a ready market here owing to the high price of Turkish soaps. The importation of soap into this district from Aleppo and Aintab is valued at \$90,000 per annum. These soaps are sold here at from 9 to 13 piasters per oke ( $12\frac{3}{4}$  to  $18\frac{2}{5}$  cts. per pound) according to the quality.

The soaps of foreign manufacture found scatteringly in the local market are the products of: Sunlight, Babitts & Co., and Kirkman & Son, which were imported only, a few boxes of each, for trial and which have enjoyed a good reputation both for cheapness of price and superior quality over the local soaps among the people.

**Emigration.**— The stream of emigrants is still steadily continuing in this district. An average of 30 souls (men, women and children) are leaving their homes weekly for America and a group of young men, not less than the above figure, are running away to any foreign country to escape from military service, but it is hoped that this exodus will be stopped on the reestablishment of the peace in this country.

Respectfully submitted,

GEORGE GHEVOND.

Mamouret-ul-Aziz (Harput),

September 15, 1913.

**A. MAHOKIAN,**

TREBIZOND, (Asiatic Turkey).

Branch Office at BATUM, (Russia).

TELEGRAPHIC ADDRESS: **MAHOKIAN, Trebizond.**

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FERRY AT IZOLI ON THE EUPHRATES ON THE MAIN ROAD BETWEEN SAMSOUN AND BAGDAD THROUGH HARPUT.

## Mesopotamian Developments.

(An Interview with Consul Emil Sauer of Bagdad, Turkey.)

EMIL SAUER, Esq., of Texas, American Consul at Bagdad, recently passed through Constantinople on his way home on leave. Mr. Sauer leaves behind him an excellent record as a consular officer, and his many friends in these parts sincerely wish him a vacation as pleasant as it is well earned.

Educated at the University of Texas (B. Lit.) and at the Harvard University, Graduate School (A.M.), Mr. Sauer had a fine preparation for his public career. In Washington, before passing his consular examination, he was connected with the U.S. Census Bureau and with the U.S. Tariff Board.

While in Constantinople, Mr. Sauer kindly consented to an interview on the subject of Mesopotamian Developments which the LEVANT TRADE REVIEW is glad to present as follows, trusting that American manufacturers will take due notice of the Consul's suggestions :

The foreign trade of the Bagdad consular district suffered less from the war during the last year than other parts of Turkey. Last year the value of the imports of Bagdad exceeded those of Beirut. I expect the foreign trade of the district to increase even more rapidly in the future than it has increased during the last three or four years. While the transit trade of Persia through Bagdad may continue to decrease, developments in various parts of the district itself will more than offset this loss.

The agricultural area of Mesopotamia is increasing year by year. **Bagdad Railway** The districts of Suleimanieh and Kerkouk, in the eastern part of the Mosul vilayet, have a steadily increasing foreign trade carried on by caravan through Bagdad. A section of the Bagdad Railroad from Bagdad to Samarra, a distance of 90 miles, will be opened next March, and construction on the line will continue north to Mosul and then west to Telafar, where this section will meet the section of the road now being built east from Syria.

**Irrigation.** The first part of the Willcocks irrigation schemes, the Hindia barrage and the cleaning out of the Hilla canal, is about completed now. The barrage will raise the water of the Euphrates river sufficiently to divert part of it into the Hilla canal, which waters the country from Hindia to Babylon, Hilla and beyond. The population of this district has been decreasing during the last twenty years on account of the lack of water, and the barrage will bring new life to it. At Rumadi, further north on the Euphrates, a flood canal is being constructed to carry off the Euphrates, during the times of flood, into the Lake Habbanieh. The Imperial Turkish Government has approved a plan to construct another canal to lead the water from Lake Habbanieh back into the Euphrates during the low water season from August to January, thus raising substantially the level of the water in the river during that period. I have no doubt that the next step in the irrigation schemes, namely, the barrage at Fuleja, which is to supply the water to irrigate approximately 1,250,000 acres, will be undertaken in the near future.

**Electricity.** Recently surveys were made for an electric tramway in the city of Bagdad and the plans submitted to the Imperial Government for approval.

A concession, given a few years ago for the construction of an electric tramway through the city of Bagdad, is said to have been sold to an English firm, which made the surveys recently. If the electric tramway is built, an electric lighting system will also be installed for the city. Large quantities of street railway and electric lighting material will, of course, be required.

On account of these developments, there will be in Bagdad good opportunities for the sale of engines and pumps, railroad and electric material, material for the irrigation works, such as steel piling, cement mixers, sluice gates, scrapers, etc., and for agricultural machinery.

**Oil Engines and Pumps.** Engines and pumps are used for irrigating land which can not be flooded direct from the rivers or canals. A conservative estimate places the number in use now for this purpose at approximately 500. All of these were installed during the last three or four years. The engines are all kerosene engines with an average horse power of 10. The pumps generally used are 5 to 7-inch centrifugal. So far only English and French engines have been imported. No American exporter of engines and pumps is represented in Bagdad. It appears that it is not profitable for Bagdad importers to go into the oil engine business unless they can undertake the business on an extensive scale, as an engineer is required to set up the machines and to repair them when they get out of

order. The two firms of Bagdad which do an extensive business in this line have their own engineers. They are the exclusive agents in Bagdad respectively of two English manufacturers. If an American exporter of kerosene engines and centrifugal pumps could secure a reputable firm in Bagdad to act as its sole representative in that district, no doubt a profitable business could be done.

**Railway** In 1912 over \$1,750,000 worth of railroad material was imported into Bagdad. The Bagdad Railroad Construction Company, Frankfurt o.M., Germany, is a German firm. The material for the **Supplies.** railroad will probably be furnished largely but not exclusively by German manufacturers. All of the material for the construction of the railroad as far as Telafar will be imported through the port of Bagdad.

**Irrigation** A large quantity of sheet steel piling, a pile driving machine and cement mixers have already been imported from the United **Material.** States for the irrigation works of Mesopotamia. Steel piling is required in large quantities for the dams and locks as there is no rock bottom. Additional piling, sluice gates, scrapers, cement mixers and rock crushers will be required when the works are continued.

**Agricultural** The irrigation of Mesopotamia will necessitate heavy importations of agricultural machinery. A satisfactory beginning **Machinery.** in the importation of American agricultural machinery has already been made. The native farmer must, of course, first be taught the use of modern machinery and it must be demonstrated to him that it really pays to have the machinery. It appears now that the extension of the cultivated area of Mesopotamia will cause a pressure of the labor supply, and this will no doubt result in a more ready adoption of modern machinery on a large scale.



## La Production de Phosphate

Le roc phosphaté, qui est la source principale d'un des trois éléments fertilisateurs nécessaires pour la production du corps lui-même, atteignit l'année dernière un poids de 2.973 tonnes (une tonne, 1018 kilos), évaluées à \$11.675.000. Ce total, comparé avec les chiffres de l'année précédente constitue une légère diminution dans la quantité et la valeur de la pierre, mais —à l'exception de la Caroline du Sud—la quantité de roc phosphaté travaillé fut plus grande dans son ensemble que celle de 1911. Dans la Floride, l'augmentation fut de 3% ; dans le Tennessee, plus de 12% et dans les terrains phosphatiques de l'Ouest plus de 10%.

Somme toute, l'industrie dans les principaux terrains du Sud fut active. La production du roc phosphaté de la Floride était 81% du total entier des Etats-Unis. La production de cet état, qui actuellement, est à la tête de tous les autres dans l'industrie phosphatique, fut avec une exception —celle de 1911— la plus grande dans l'histoire du pays. La quantité fournie pour l'année était de 2.400.000 tonnes évaluées à \$9,460.000. Le Tennessee contribua 14,5% du phosphate entier dans les Etats-Unis en 1912, la production totale du pays étant de 423.000 tonnes (une tonne 1018 kilos) évaluées à \$1.640.000. Dans la Caroline du Sud 132.000 tonnes furent enregistrées, évaluées à \$524.000.

## Demande d'immigrants à la Nouvelle-Orléans

UNE conférence au sujet de l'immigration fut tenue récemment par "L'ASSOCIATION DE COMMERCE DE LA NOUVELLE ORLÉANS" au Waldorf-Astoria de New York. Il s'agit d'orienter une partie du flot d'immigrants en route pour les Etats du Sud vers la Nouvelle-Orléans, où une station d'immigration vient d'être fondée par le Gouvernement Fédéral. Les compagnies de chemins-de-fer et celles des services maritimes étaient représentées par leurs délégués à New York.

Les Carolines, la Louisiane et les autres états du Sud possèdent déjà des stations d'immigration, et il y a quelques années tentèrent d'inaugurer un mouvement pour établir dans leurs contrées, en vue de leur développement agricole et industriel, un certain nombre de fermiers, d'artisans et de travailleurs. On souleva cependant une opposition et des accusations contre la pratique du droit de corvée (peonage), en même temps qu'on objectait que l'introduction des ouvriers de fabrique provenant de l'Europe violait les lois défendant l'embauchage des ouvriers étrangers dans leur pays d'origine. On croit communément aujourd'hui dans le Sud que si les grandes compagnies maritimes voulaient envoyer régulièrement leurs vaisseaux à la Nouvelle-Orléans avec des passagers de pont, les difficultés qui existent actuellement seraient surmontées. Le "Norddeutscher Lloyd" et la Ligne Espagnole ont déjà entrepris de desservir régulièrement la Nouvelle-Orléans, et la conférence récente de New York invita d'autres compagnies à s'occuper de la question. Les compagnies "Lesland", "Hamburg-America," "Anchos," les lignes françaises et italiennes ont de tout temps débarqué les immigrants pour le Sud à la Nouvelle-Orléans, mais à intervalles irréguliers.

Le principal obstacle, à ce service — au point de vue maritime — est le manque de tonnage suffisant pour permettre les prolongements nécessaires. Car New York continuera toujours, sans doute, être le premier port de débarquement pour tout le Nord de l'Atlantique, Un obstacle secondaire, mais important, est l'indispensabilité des mêmes coûts de transport pour tous les ports compétiteurs comme Galveston, et dans ce but, les chemins-de-fer doivent reviser leurs tarifs. Il doit avoir des voies de communication reliant toutes les parties de l'intérieur depuis le port d'entrée, car le commerce local autour de la Nouvelle-Orléans n'est pas assez considérable pour y justifier des services réguliers maritimes de passagers.

Toutes ces questions devaient être discutées à la conférence.

M. le Gouverneur Carl Brewer du Mississippi, se proposait à présider une délégation envoyée par cet Etat à la conférence sur l'immigration. A ce sujet, il exprima l'opinion suivante :

" J'approuve cordialement la démarche faite par l'ASSOCIATION DE COMMERCE DE LA NOUVELLE-ORLÉANS pour amener aux Etats-Unis des immigrants désirables au moyen de la station d'immigration de cette même ville. Je crois que leur choix devrait être fait soigneusement, vu que le Sud a besoin du plus haut type de citoyen dans notre œuvre de colonisation.

" Le Mississippi est un état plein d'immenses ressources et possibilités

“ agricoles, et s'il m'est possible d'arranger mes affaires, j'irai personnellement  
 “ à la conférence, et essayerai d'y amener quelques uns de mes compatriotes.  
 “ Les grandes compagnies maritimes transportant des immigrants à notre pays  
 “ ont négligé un de leurs plus riches domaines en négligeant le Sud. L'intro-  
 “ duction des immigrants chez nous sera indubitablement profitable non  
 “ seulement à la Nouvelle-Orléans et à la Louisiane, mais au Sud tout entier.”



## La Législation Américaine sur le Tarif

**M**ANDIS que certaines parties saillantes de la nouvelle loi américaine sur le tarif, récemment décrétée par le Congrès, sont connues —comme l'exception des droits d'entrée dont bénéficie la laine— nous pensons qu'il vaut mieux remettre la discussion en détail, de cette loi au prochain numéro de la LEVANT TRADE REVIEW, alors que toute incertitude sera éloignée.

La nouvelle loi appelée *Underwood Tariff Bill* place beaucoup de marchandises autrefois soumises aux perceptions douanières sur la liste des objets exempts des droits d'entrée, ou bien réduit ces anciens droits.

Il est certain que cette loi facilitera énormément l'importation de marchandises aux Etats-Unis. La conclusion de cette législation sur le Tarif est importante parcequ'elle donne la promesse substantielle d'une amélioration immédiate dans le commerce et l'industrie.

Les Etats-Unis viennent de traverser une période d'opérations restreintes sous ce rapport. Des marchandises ont éprouvé des retards en attendant que de meilleures conditions douanières s'établissent. La prospective de matières brutes moins chères a nécessairement accru la prévoyance de nos fabricants. Les négociants aussi n'avaient aucun désir d'accumuler les marchandises qui sous ces nouvelles conditions auraient à faire concurrence avec des marchandises à meilleur compte ; les consommateurs mêmes avaient des motifs pour attendre cette diminution dans le coût de la vie.

Ainsi s'est produite une politique au jour le jour, dont la continuation n'est plus nécessaire.

Il devrait y avoir dans l'ordre naturel des événements, une réaction contre l'état commercial actuel. Les entrepôts américains sont pleins de marchandises étrangères qui attendent d'être retirées selon le nouveau tarif afin d'entrer promptement en circulation.

Il devrait y avoir une accélération dans la distribution régulière des marchandises.

Ainsi, on peut certainement s'attendre, non seulement à un progrès dans les demandes des consommateurs, mais aussi des fournisseurs en gros et en détail, afin de pouvoir renouveler leur stock.

Toutes ces promesses si elles se réalisent donneront une impulsion enthousiaste aux marchandises et fabrications dont les marchés financiers se ressentiront sûrement.

Les gains des chemins de fer reflèteront bientôt ces conditions nouvelles.

## American Banking in the Levant.

IN view of the probable passage of the Glass-Owen Currency Bill, the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT has authorized its Finance Committee (Messrs. Frederick Wirth, A. G. Arsen and Professor Morgan) to place itself in correspondance with the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA for the purpose of securing the establishment of branches in the Levant of American banking institutions. Sections 28 of the Bill alluded to and which is likely to pass Congress and receive the President's approval reads in part as follows :

That any national banking association possessing a capital of \$1,000,000 or more may file application with the Federal Reserve Board upon such conditions and under such circumstances as may be prescribed by the said board, for the purpose of securing authorization to establish branches in foreign countries for the furtherance of the foreign commerce of the United States and to act, if required to do so, as fiscal agents of the United States. Such application shall specify, in addition to the name and capital of the banking association filing it, the foreign country or countries or the dependencies of the United States where the banking operations proposed are to be carried on and the amount of capital set aside by the said banking association filing application for the conduct of its foreign business at the branches proposed by it to be established in foreign countries. The Federal Reserve Board shall have power to reject such application if, in its judgement, the amount of capital proposed to be set aside for the conduct of foreign business is inadequate or if for other reasons the granting of such application is deemed inexpedient.

Our Chamber has voted to address

a letter to the sponsors of the Bill (U. S. Representative Glass and U. S. Senator Owen) and to the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA, heartily endorsing the purport of this particular section of the Bill as of the highest importance to the extension of American foreign trade in facilitating commercial transactions, and the investment of American capital.

## Remerciements.

Dans le dernier numéro, Juillet 31, de la REVUE COMMERCIALE DU LEVANT, la publication mensuelle de la Chambre de Commerce Française à Constantinople, le président de cette organisation, M. Ernest Giraud, apprécia la LEVANT TRADE REVIEW en des termes qui nous firent le plus vif plaisir, d'autant plus qu'ils provenaient d'une source si exceptionnellement distinguée... M. Giraud a été un des éclaireurs et des chefs les plus zélés du mouvement commercial étranger dans le Levant, et mérita, par son profond dévouement aux intérêts publics, la gratitude sincère non seulement des nations occidentales mais de ces pays orientaux dont le développement est incontestablement dû, en partie, à la fondation des différentes Chambres de Commerce existantes. Comme Président de l'UNION PERMANENTE DES DÉLÉGUÉS DU COMMERCE ÉTRANGER M. Giraud réussit à obtenir des améliorations dans les affaires maritimes, les douanes, dans toutes les division importantes de la vie économique de la capitale Ottomane en tout que celles-ci concernent les relations commerciales avec l'étranger — améliorations qui marquent un progrès très sensible sur les conditions d'il y a vingt ou trente ans.



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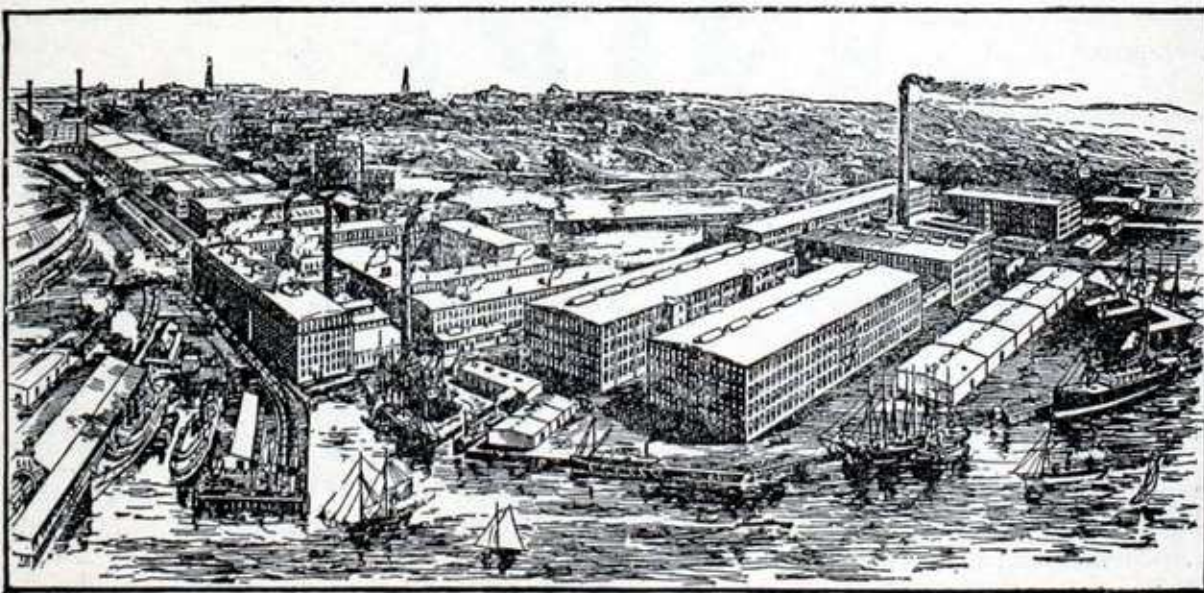
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## Business conditions in Samsoun, Turkey.

**I**n general there is no occasion for complaint about the business conditions in the Sandjak of Samsoun, as on account of the great distance from the field of war neither the Italo-Turkish nor the Balkan war had any noteworthy damaging effect.

Though during warfare one has to take into consideration all kinds of difficulties, yet the business world of this place has been able to stand, for which in the first line acknowledgement is due to the banks. With correct mercantile discrimination they applied great precaution in case of new firms, while they advanced all possible facilities to their former patronage. For this reason business failures have been few, as compared with other years. In case of two failures European firms were concerned in the loss, while a third one affected only local banks and private persons. Importation suffers considerably on account of the prevailing circumstances. This fact is also explained by the limitation of credit which merchants of this place are willing to extend to the hinterland. A great hindrance to commerce was the frequent requisitions of cereals, etc., which the Turkish Government exacted. Exportation suffered likewise, first, because the navigation companies raised the freight by 20-30% and second, because Europe was not willing to pay the prices demanded by our local exporters. The development of future business depends, as in all agricultural countries, on the results of the new harvest.

The expectations are until now good and we may take into consideration the following items:—

	Kilos.		Kilos.
Opium, about .....	40,000.—	Hemp .....	30,000.—
Popy seed. (Blue) .....	3,000,000.—	Alpistes .....	40,000.—
»    (White).....	1,000,000.—	Mahleb .....	150,000.—
»    (Bigarres).....	200,000.—	Sweet and bitter almonds..	80,000.—
Linseed .....	1,200,000.—	Apricot kernels.....	100,000.—
Lentils .....	200,000.—	Walnuts .....	500,000.—
Beans .....	1,000,000.—	Mohair (Tiftik).....	150,000.—
Maize .....	5,000,000.—	Bee's wax.....	20,000.—
Hempseed .....	500,000.—		

**Cereals.**— These yield abundantly; there is only the important question whether the high rates of land freight will favor exportation.

**Fruits** also promise a good harvest, unless hail, southwind or other unexpected accidents should spoil the good expectations.

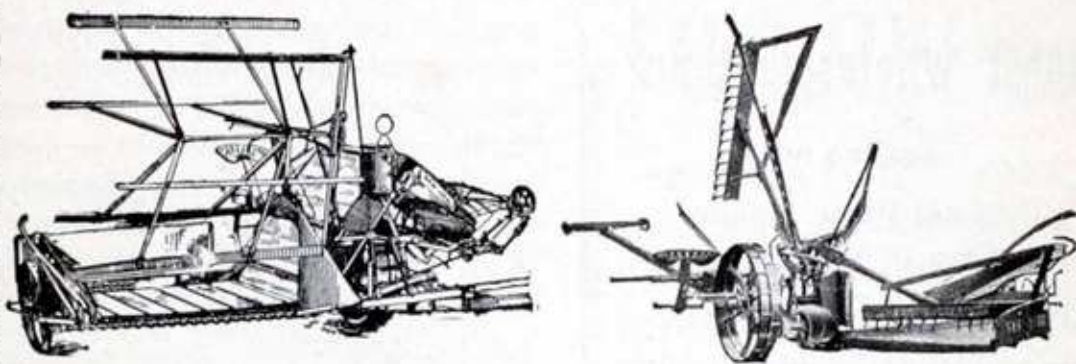
The **Tobacco** harvest of last year in the district of Samsoun, comprising: Samsoun, Baffra, Erbaa, Dashova, Tokat, Niksar, Hadji-Key, and Zileh, was 12,000,000 Kilos, which was partly used up in the country, but for the greater part is being exported. The calculations for the present year, according to the present state of the plantations and the area planted, are for a result of at least 15 million kilos. In regard to **Hides**, definite numbers can as yet not be ascertained, but it is expected that the quantity for exportation will not be less than that of 1912. If therefore no accidents happen, the export business of this year will be quite important, which in return will lead to an enlivening of importation business.

Respectfully submitted,

W. PETER.

Samsoun, August 5, 1913.

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## The Supply of Emery.

*(Daily Consular and Trade Reports, June 20, 1913).*

THE world's supply of emery comes from Greek islands and from Asia Minor near Smyrna. Importations into the United States, which average \$250,000 annually, have been hampered within the past year because of disturbed conditions in the Balkans and the withdrawal from industrial life of so many men for the armies. Some American manufacturers have been inconvenienced by the delay in emery shipments. In this connection the following European press dispatch from Athens will be of interest:

"It is thought that the bill passed by the Greek Chamber regulating the emery trade of Naxos, one of the Greek islands supplying a large proportion of the world's requirements of soft polishing emery, will result in the speedy settlement of the strike for higher wages of the workers engaged in obtaining the mineral. The minimum selling price of Naxos emery is fixed by the bill at 65 francs (\$12.54) per metric ton (2204.6 pounds), while first-grade emery must not be sold below 110 francs (\$21.23) per metric ton. The grading of the mineral will be under the control of three Government officials stationed on the island, while all sales have to be checked by a special agent stationed on the neighboring island of Syra, where the product has to be shipped after sorting. The agent will give a certificate with each lot sold, which will contain particulars regarding the quantity, quality, selling price, and steamer by which reshipment will be made. Heavy penalties will be enforced in cases where false information on these points is given."

## Foreign Parcels Post.

**I**N view of the extension — particularly important to American trade in the Levant — now energetically advocated for the Foreign Parcels Post System in the United States, the following article will be of interest:

Agitation for the extension of the parcel post system is continuing actively in the United States and the demand is now made for the foreign application of the system. In support of this suggestion it is stated that Lord & Taylor, of New York city, have plants both in the United States and in Germany. The rate on their eleven pound parcels from Germany to Cuba is 50c; to Costa Rica, 55c; to Mexico, 55c; to Nicaragua, 85c; to Panama, 60c; to Uruguay, 85c; to Colombia, 90c. The tax levied on parcels posted from their American plant to all countries with which we have parcel post conventions is for eleven pounds \$1.32.

Germany and Great Britain have export parcel rates similar to or lower than those above mentioned to many other countries with which we have no parcel post relations whatever. Our export parcel tax is fully fifty per cent greater than that levied for foreign countries on their postal imports to America. Our parcel export business for 1912 amounted to less than 719,000 pounds. In 1911 Great Britain exported over 3,400,000 postal parcels, valued at about \$34,000,000. Our export parcel business is less than that of some of the smallest countries of Europe.

President Wilson and Postmaster General Burleson can end this condition of things by a stroke of the pen. They can proclaim a United States two-cents-an-ounce letter post and an eight-cents-a-pound parcel post to all the world, if they will, and the great majority of the nations, practically every nation, will, as an act of international courtesy, gladly undertake to deliver our full-paid parcels free throughout their various territories.

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## Public Health in Jerusalem.

THE International Health Commission in Jerusalem, a branch of the German Society formed to fight malaria in Palestine, is being rapidly developed, with a daily-increasing activity, and gives good grounds to hope that it will have an excellent influence on sanitary conditions in Jerusalem and the surroundings. In the same institution are other, and different organizations, which all tend to the same aim: the Germano-Jewish Commission (subsidized by Nathan Straus) against malaria: a society against tuberculosis, another against eye-diseases, a third against madness, et cetera. All these diseases, because of the peculiar situation of the country, exact special and very careful bacteriological studies, and to

that effect, the following convention has been made public by the International Health Commission.

A. That between 1) the German Society against malaria 2) the Jewish Health Office (founded by Nathan Straus) 3) the Society of Jewish doctors and naturalists for the sanitary interests of Palestine, an agreement has been drawn up, by which those societies establish a common commission, known as the "International Sanitary Institution in Jerusalem." This will be administered by a council, consisting of a delegate from each of the above-named societies.

B. The International Sanitary Institution will possess special departments for different branches.

C. The following departments will be first founded: 1) Malarial Department; Director, Prof. Muhlens

(subsidized by the German Society against malaria in Jerusalem) 2) Hygienic Department; Director, Dr. Brunn (subsidized by the Jewish Health Office) 3) Department of Serology and Protection against madness; Director, Dr. Beham (subsidized by the Society of Jewish doctors, etc.) 4) Department of Bacteriology; Director, Dr. Goldberg (subsidized by the Jewish Health Office.) An Arab station for the prevention of diseases in the interior of the town (Director, Dr. Canaan) and a station for diseases of the eye (Director, Dr. Feigenbaum) have already been established and accepted as sub-branches of the departments already mentioned.

D. The general direction of all the departments is in the hands of a director, chosen by the council of administration for two years, from among the directors of the different

departments. Re-election is allowed. Prof. Muhlens has been elected as first Director. The remuneration of the Director is made only by the Department to which he belongs.

E. The general expenses of the International Sanitary Institution are divided among the contracting parties. From the month of December, 1913, the Departments will all be transferred to one building.

F. The council of administration decides on questions concerning the incorporation of new societies.

G. Each of the contracting societies is independent in organization, propaganda and finances.

H. The gifts and offers of all sorts which are sent to the International Sanitary Institution are distributed equally among the existing departments.

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**American Coal in the Mediterranean.**

“THE old scheme of supplying American coal to the Mediterranean bunkering stations is again being mooted and we hear that Boston bankers interested in the scheme have sent a representative to London to talk matters over with bunkering contractors. That a market for American coal exists there does not serve the problem in the least, since the English tramps which carry Welsh coal to the Mediterranean come back with produce from Egypt, Russia, Rumania, Italy and Spain. Thus a steady flow of tonnage at moderate rates is assured to the British coal markets. On the other hand there is no freight available for tramp steamers to carry from the Mediterranean to America. The coal trade with that section would have to be handled by specially-built boats returning in ballast. So far the ingenuity of naval architects has not been capable of evolving a type of vessel that could run in ballast 3500 miles and show a profit at the end of the voyage. When that is done, the problem will be solved.”

The above is an extract from SHIP-  
 PING ILLUSTRATED, New York. It seems  
 strange that in view of the cargo  
 available in the Mediterranean bound  
 for America, not only of the kind  
 which requires special care and es-  
 pecially fast transportation, but also  
 of crude raw material, it should be  
 deemed necessary for coal vessels to  
 return to America empty. The an-  
 nual exports to the United States  
 from Egypt and Turkey alone amount  
 to about \$45,000,000, therein included  
 such articles as emery stone and  
 chrome ore, besides thousands of  
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REFERENCES:

**Best Banks in Constantinople**

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## The Origin of Wheat.

(Extract from PHILADELPHIA RECORD)

THE visit of Dr. Aaron Aaronsohn to America directs attention to the discovery of wild wheat in Palestine by this remarkable explorer, and to his researches generally in Oriental countries for the wild types of our various staple food products. Interpreted even conservatively, Dr. Aaronsohn's modest claims with reference to his discovery of wild wheat mean holding out the possibility of an enormous increase in the wheat yield of the world. There has been a world-wide search for the original ancestor of wheat which is known to have been cultivated at least 4,000 years before the beginning of the Christian era and at last it has been found.

With all these centuries of coddling

the wheat of today has become one of the most sensitive of plants, almost degenerate in its state of cultivation, has little resistant power against rust and other parasitic diseases, has become incapable of natural reproduction and is greatly restricted in the area in which it will thrive. The wild wheat is the very antithesis of this. It is as hardy as the most stubborn weed, it is disease proof, and it flourishes in the most sterile of soils and under intensely arid conditions.

Crossing this sturdy type with ordinary wheat would be in effect transfusing into a decadent but cultured aristocracy the vigorous blood of a new and primeval race. The result would be as is the universal case with plant hybridization, the retention by the hybrid offspring of the best and strongest qualities of both parents. Experiments conduct-

ed by the United States Experiment Station at Bard, California, indicate great promise in the introduction of the wild wheat in America both as a food and forage plant.

For ten years Dr. Aaronsohn patiently searched the wilds of Palestine for the wild wheat, hoping at the most to find a poor type of wheat from which the wheat of commerce has been developed. One day on the desert slopes of Mount Hermon he found, growing out of a rock crevice, a tall plant. It looked like a stalk of cultivated wheat; it was perfectly developed and at first the discoverer said: "I was skeptical, I feared that I had found nothing more than cultivated wheat run wild. That very day, however, I established the fact that I had found the wild wheat itself and the next day I found a whole field of it"—wheat that had reproduced

itself, doubtless, under the most adverse conditions, year after year, century after century, since before the time the first man inhabited the earth.

The discovery is believed to mean that millions of acres, hundreds of millions of acres, of desert region, intensely fertile but insufficiently watered to nurture our much-pampered crops of today, will produce plentifully of this vigorous, disease-free, drouth-loving wheat.



**Prospecting for oil in Syria.—**

Consular Agent T. J. Struve, of Haifa, Syria, reports that an American rotary drill operated by a man from California is being used in prospecting for petroleum at Makarim, in the interior of Syria. Good progress has been made in the drilling.

*(Daily Consular and Trade Reports).*

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## Wanted: Yankee Navigators.

**W**ILL the young men of New England resume the seafaring career? It is a question equivalent to: Will a duck waddle in the direction of the creek? Five years ago it was being said that on the twin capes of Massachusetts Bay, and along the Maine coast, that hardy breed of men who went to sea — son, sire and grandsire — in a single vessel, was dying out; that the population was being industrialized, and not wholly to its betterment, and that New England, and the country, too, was the poorer for it. There seemed, then, little or no incentive to a seafaring life. The foreign-going merchant marine was dead; the coastwise traffic was in a state of half-inanition. The canal was in a dubious stage of construction, and ship-owning companies, at least in this country, had been victimized by so many false alarms that they were not laying down keels until actualities took a slightly more solid shape.

Within a few weeks a condition has developed which curiously emphasizes the changed times of our merchant navy. The coastwise fleets, obliged by a law which went into effect last March, to carry three mates on board any steamer of more than 100 tons burden, have been constantly and seriously embarrassed by the difficulty of finding Americans as navigating officers. Hardly a coastwise line running out of this port but has not, sooner or later, been obliged to send out a steamer without the requisite third mate and enter a protest in extenuation. The local branch of the Masters, Mates and Pilots' Association has raked and scraped every available man for the coastwise companies, and still the secretary reports that he could place three or four a week,

Tomorrow, in Washington, a conference is scheduled between the officials of the Department of Commerce, steamship owners, and representatives of the Masters, Mates and Pilots' Associations, to determine some working arrangement pending a better supply of Yankee navigating officers.

The sea is at our doors, and the doors of this profession open to our young men. It is a profession which made the glory of this coast in the middle of the last century. There seems to be every indication that those days will come again. The beginning is evident.—BOSTON TRANSCRIPT.



## Oilseed Crops in Syria.

[Consul Jesse B. Jackson, Aleppo.]

**R**EPORTS from the outlying olive-producing districts of Antioch, Idlib, Harem, Korsseir, Armanas, Killis, Kurd-dagh, Nizib, and Aintab indicate that there will be a slight increase in the production of olives in 1913. It is estimated that there will be 35 to 40 per cent of the average crop produced before the trees were frozen in 1910-11, and this will amount to 4,928,000 to 5,632,000 pounds of oil. Up to the first of June the weather was exceptionally favorable.

The cotton crop will likely be short of the usual production; owing to the absence of great numbers of the peasantry in the late war the acreage is much less than customary. The crop of about 3,000,000 pounds in 1912 will hardly be equaled in 1913.

There will also be a decrease in the production of sesame seed for 1913 for the same reason that has affected the cotton crop. It may not exceed three-fourths of the last year's crop of 2,730,000 pounds, or 2,047,500 pounds.

Abundant rains throughout all of the Province during the months of April and May were very valuable to the agriculturists, insuring extra good field crops and an abundance of fruits and vegetables.



*Turkish tobacco growing* has been introduced into California; last year 100,000 pounds were shipped from the San Joaquin Valley, and it is expected to ship 300,000 to 400,000 pounds this season.

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SMYRNA

## Home of the Meerschaum Pipe.

(By Prof. Herbert Adams Gibbons.)

**Y**ou cannot travel by night on the Bagdad railway. Every evening the train stops to wait for the morrow's sun, and you must go to a hotel to eat and sleep. Not at all a bad idea if you have plenty of time. And you do have time in Turkey, or at least feel that you have, otherwise you would not stay there very long. I was in no hurry when I set my face toward the East. So when the train on the first night out from Constantinople rested at Eski Shehir I decided to stay for day or two.

But Eski Shehir has one unique claim upon your interest, and if you are a smoker that claim is a compelling one. It is the home of meerschaum. Meerschaum in abundance is found only on the plain of Eski Shehir, and this city produces all the marketable meerschaum in the world.

Meerschaum, as its name implies, is supposed to be petrified seafoam, and has been discovered floating on the Black Sea. Aside from the Eski Shehir mines, it occurs in Greece, Samos, Spain, Moravia, Utah, Pennsylvania (at Nottingham, in Chester county), and, in conjunction with serpentine, in Norway and South Carolina. The ancients are said to have used it for decorative stone in buildings, and this seems to have been confirmed by the recent excavations in Corfu. It is soft and whitish and becomes malleable like clay when soaked in water.

Meerschaum used to be considered a mere curiosity by the Turks, who had no other use for it than as a substitute for fuller's soap. The story runs that the Turkish ambassador at the Austrian court, back in the eighteenth century, was a native of Eski Shehir. Wanting to help his city at a time of great poverty he took a sample of this queer stuff to Vienna, thinking that the *Franks*, as all foreigners were then called, might have some use for it.

The Germans were quick to see its utility for pipe bowls, but declared that it was good for nothing else. More than a century has confirmed this judgement, for who has yet discovered any other use for meerschaum? For pipe making it is an ideal raw material. Here is a stone which is easily moulded when wet and when dry becomes hard and resists fire.

At first meerschaum was used only by certain Viennese and Bavarian firms. To them it was merely a good raw material, whose merit was in the ease of manufacture for the fancy pipes to which Germans have always been addicted, rather than in any intrinsic superiority of the manufactured article. In time men began to enjoy the fun of coloring a meerschaum bowl, and tourists spread this sport among the elite of all nations. After its introduction to American smokers the meerschaum rapidly became the aristocrat of pipes. Prices went up accordingly, and the mining and export of meerschaum became a boon for Eski Shehir.

In the early days of meerschaum mining Sultan Selim III gave an imperial firman to the inhabitants of Eski Shehir and its neighboring villages, granting to them for all time the exclusive privilege of mining the mineral. Ever since then a large portion of the population has been engaged in the meerschaum industry. The mines, fifteen miles from the city, have always been worked Turkish fashion without any system whatever.

There is no possibility of a "trust" or even of the introduction of modern methods of mining. Each man is for himself. None has any capital. The prospecting and mining go on over an increasingly large area, and I am told that five thousand shafts have been sunk, most of them branching out into innumerable horizontal galleries at different levels. The shoring is so crude that I did not care to risk going down. What from the collapsing of galleries and the frequency of poisonous and explosive gases, meerschaum mining exacts every year its toll of human life. Safety lamps are unknown.

# National Bank of Turkey.

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ESTABLISHED 1909 BY IMPERIAL FIRMAN.

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**CAPITAL - - £1,000,000 Sterling.**

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Head Office · CONSTANTINOPLE (Kenadjian Han, Stamboul),

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The National Bank of Turkey undertakes every description of Banking business. It opens current accounts according to the custom of Bankers. Customers have the facility of discounting approved bills and of obtaining advances upon negotiable securities. The Bank will undertake the purchase and sale of bonds, shares, etc., on the London Stock Exchange, on the local and on all the Continental Bourses, the safe custody of customers' securities and valuables, and the collection of drawn bonds and coupons when due. The Bank issues drafts and telegraphic transfers payable in all principal towns in the world. Letters of Credit for the use of travellers are also issued. Advances made on merchandise. The purchase and sale of coupons, foreign bank notes, coin and bullion are undertaken. Bills negotiated or sent for collection. Mercantile credits opened.

Deposits received for fixed periods at rates of interest which can be ascertained on application.

Meerschaum is found in lumps of rather small size, ranging from a man's fist to four times a man's fist. (That is how they measure it, for centimeters and inches, plain square or cubic, are unknown to the mines.) There is still much dirt clinging to these lumps when they are brought to town on donkey back.

The miners sell to local merchants, who are mostly the third or fourth generation in the business. The merchant must estimate the value in its rough form, and, in spite of inherited skill and knowledge, he finds his buying somewhat of a lottery. For there are twelve distinct qualities of meerschaum, and the lowest is worth only one-sixth the price of the highest. The quality is determined by specific gravity, color, and to a more limited extent than with precious stones, by size. The rough outer surface is scraped off with a knife. Then the meerschaum, still damp and soft, is set out to dry. When it becomes hard it receives a second scraping and is rounded off. The finishing operation is to polish it with wax. The better grades are snow white and take a very high polish. The poorer grades, even when dry, are so soft that they can easily be indented with the finger nail.

Thus prepared for market, the lumps are separated into bins according to quality. Once a year they are packed for shipping, with cotton, in boxes which look like orange crates. On first sight, one would think that was looking at ostrich eggs. The whole output of Eski Shehir is shipped to Trieste, and the merchants go to Vienna to sell these goods. This is the sole market.

The Turkish government gets no revenue from the mines, but charges a fixed export duty per case. The duty used to be on the *ad valorem* basis until the Turkish authorities discovered the suspicious fact that while the higher grades seemed never to be exported they were always plentiful on the Austrian market. The total annual sales in Vienna amounted in 1912 to about \$600,000, of which more than half was purchased by American firms.

In order to protect the good name of meerschaum the Turks absolutely forbid the sale or export of scrapings. As far as I can find out, this law is observed. At Eski Shehir the waste is thrown out. But in Europe and America, when the raw material undergoes further treatment and is being manufactured into pipe bowls and cigarette holders, the scrapings are sold. These scrapings are actually listed in Vienna at two francs the kilogram. Unscrupulous manufacturers by simply wetting and kneading together these scrapings produce worthless meerschaum.

But there is worse than that to tell. Plaster of paris, pure and simple, or plaster of paris mixed with a potato preparation and skillfully treated with stearine, is the secret of the great meerschaum "bargains" one sometimes sees in America. But I do not want to make you feel uneasy when you glance at the meerschaum pipe on your desk. And we are getting pretty far away from Eski Shehir.

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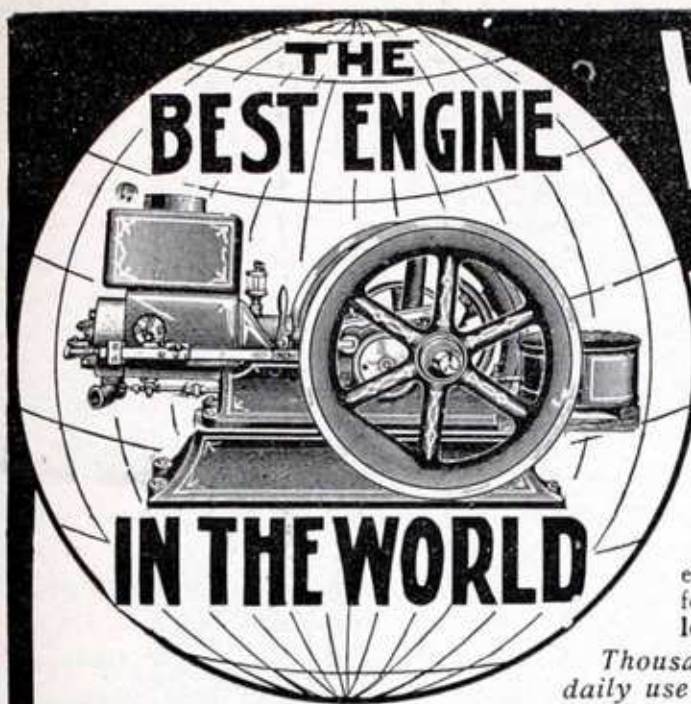
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## Waterloo Boy Gasoline Engine

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WHEN WRITING TO ADVERTISERS KINDLY MENTION LEVANT TRADE REVIEW

## Crop Conditions in Adana.

---

**D**ESPITE early fears to the contrary, the cereal crops in the district of Adana proved very satisfactory. Plentiful rains in the spring improved the condition of the fields which had been greatly affected by a prolonged drought during the whole winter. The result, therefore, exceeded every anticipation, giving an average of production for wheat, barley and oats of eleven times the seed sown, while the proportion of the preceding season was only seven to one.

This unexpected increase is due partly to the favorable climatic conditions and partly to the efficient system of modern plowing recently introduced on a large scale. As a consequence of the above success a great many reapers were sold, all of which were imported from the United States. Some European competitors have also appeared in this line, but a long experience has proven American machines to be superior in every respect, and preference is being given them without hesitation. The accompanying illustration shows a couple of these machines at work on a farm near Tarsus.

The prospects for the cotton crop were very promising at first; it is now however feared by some agriculturists of experience that the results will prove these prospects to be exaggerated.

This fear is justified by the lack of heat during this summer, heat being indispensable for the proper growth and development of the cotton plant. In fact, the present condition of the cotton fields, especially in low-lands, shows clearly that the growth was hindered by the still prevailing exceptional coolness of the weather. Nevertheless, the height of a plant must not be taken as a correct measure of its yield, for, in many instances low plants produced much more than plants twice their height. May this be the case for this extraordinary season? If so, the proven falsity of the pessimistic prophesies will be welcomed with joy.

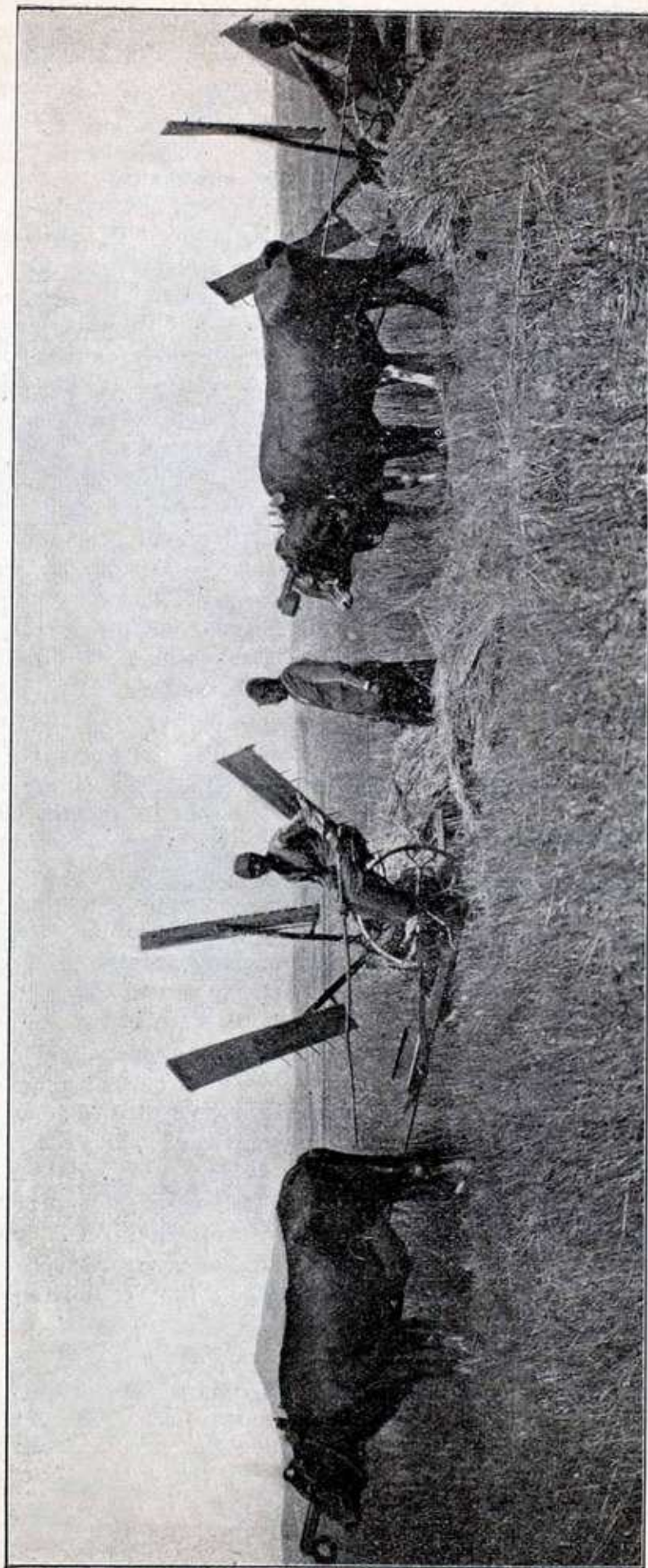
Cotton production has been increasing gradually for the past few years. This is partly due to the decrease of the cereal cultivation and partly to the improvement of the plowing system. Last year's production exceeded 100,000 bales and, if the above pessimistic prophesy proves erroneous, this season may give 10,000 to 15,000 bales additional. With the increase of cotton production all industries in connection with this article were also improved and developed. Besides the ginning, spinning and weaving mills already in existence, in the principal centers of this district, new schemes for the improvement and enlargement of these industries are always contemplated. Two cotton-seed oil mills were erected here and will be in operation by this autumn. The largest of these factories was very recently supplied with an American equipment of accessories for the decorticating and refining processes. In the event of these experiments proving satisfactory, there is no doubt that other similar mills will be created. At the present, all the cotton-seed not required locally for feeding cattle is shipped abroad because it could not readily be crushed here.

Sesame-seed cultivation has been somewhat neglected on account of the great precariousness of this delicate plant during the blossoming period. This inspiration is, however, being justified by the present unsatisfactory condition of the fields, which already eliminates every hope of any successful crop. Consequently, the export of sesame-seed from Mersine is to be shorter this year than any season of the past decade.

Respectfully submitted,

J. DEBBAS

Mersine, Turkey, August 4, 1913.



AMERICAN REAPERS AT WORK ON THE PLAIN OF ADANA.

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## Agricultural Machinery in Asia Minor.

(Translated from the DEUTSCHE LEVANTE-ZEITUNG)

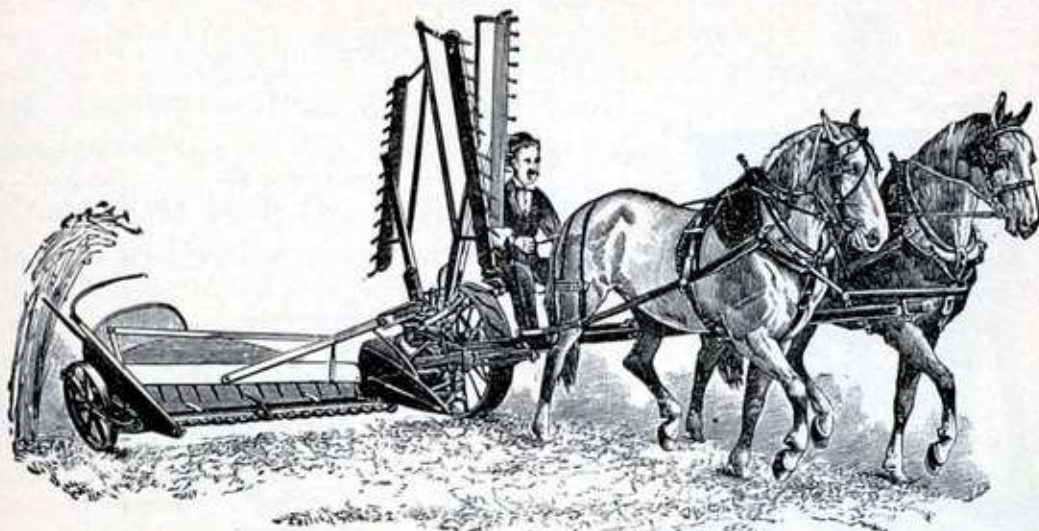
IT is only a decade that the larger farming establishments of Asia Minor began to import improved agricultural machinery from Europe. It is to be noted, however, that this machinery which had been manufactured for the more or less poor soil of Europe, was in no wise adapted to the conditions of the soil of Asia Minor, and in consequence was not able to attain results. Farming conditions are not the same in all sections and the European manufacturers know this, just as well as the farmers of North and South Anatolia do. In Syria the fact is very much appreciated that in particular German manufacturers of agricultural machinery have sent experts to study the local conditions and today are furnishing machines which are adapted to the particular needs of the soil. This should also

be taken into consideration for the immeasurably rich markets in Asia Minor proper. In the first place one should begin with the ordinary field implements. In Asia Minor rain is unknown or at least phenomenal during the period of the year between April and October, so that it is easy to form an idea of how a plow will have to be built in order to be able to turn up the soil of the sun-hardened surface. It is well known how German producers of agricultural machinery, especially those of Leipzig, are striving to construct a universal plow, and their progress is being watched with interest. Although the hand plow is now being used, it will certainly not be long before the traction plow will have been introduced. The great dearth of draft-animals in Asia Minor will make machine traction absolutely necessary in scientific farming and the lack of laborers will not be the last reason to cause proprietors to change over to machinery. The difficulties in dealing with the soil begin with the plowing. The plows really serviceable in Anatolia and the rest of Asia Minor must be fitted with especial devices for the purpose of disposing of the weeds which grow very quickly and in great abundance, and cutting devices are necessary which can be used on level ground. German manufacturers have become aware of this fact. In certain parts of the Anatolian hinterland, the indolence of the population and the especially stony surface, undergrown with roots, must be taken into consideration, and it is easy to conceive that here only very solid goods can hold their own in the market. If German manufacturers and exporters are not satisfied with their business in Asia Minor, the blame is in most cases to be placed on not having taken into consideration these points.

The Ottoman government has decided to appropriate the sum of Ltq. 900 (\$4060.) for the installation of a great clock in the Galata tower, to be worked by electricity, and to furnish standard time for the city of Constantinople.

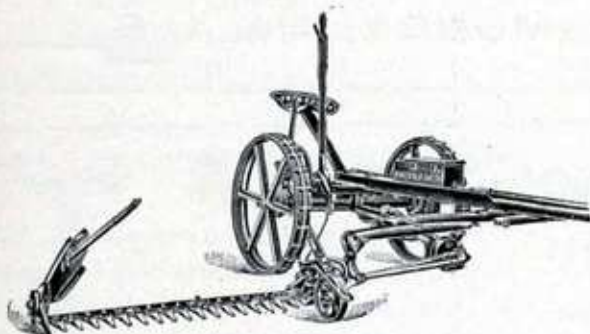
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Established 1852



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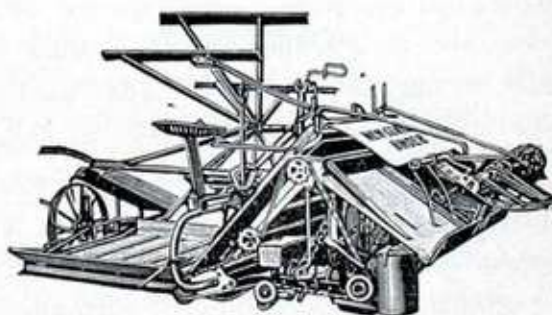
- 1 — horse (4' 0" cut) Weight 800 lbs.
  - 2 — horse (5' 0" cut) » 850 »
- Ox-pole device can be supplied.



“Vice-Admiral” Mower one-horse 3' 6" cut.

“Admiral” Mower two-horse 4' 6" cut.

“New Century” Harvester & Binder Left-cut, 4' 0", 5' 0", 6', 0", 7' 0" Right cut, 4' 0", 5' 0".



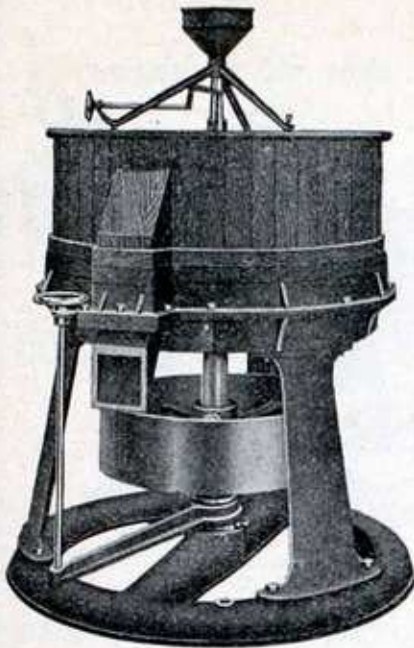
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(du NEW YORK WORLD).

**L**A longue sécheresse dans l'Ouest et le Sud-Ouest, qui vient de prendre fin dans plusieurs Etats, montre que la ferme est encore le principal facteur dans l'industrie américaine et vraisemblablement le restera. Une goutte de pluie dans le Texas et le Kansas tombe aussi sur New York et Massachusetts. Quand les moissons de maïs et de coton sont brûlées, les recettes des chemins de fer diminuent. Toutes les industries matérielles en sont à leur tour affectées.

On n'exagérerait point en disant que les grands industriels, pendant ces dernières trois semaines, surveillèrent les cartes atmosphériques plus attentivement qu'on n'a jamais étudié les cartes stratégiques des Balkans. Une aridité qui a fait diminuer notre moisson de maïs d'au moins huit cent millions de boisseaux et peut-être même d'un billion de boisseaux, fait un trou dans la production des céréales que

rien ne peut remplir jusqu'à une nouvelle saison.

Peu de gens — sans en excepter les Américains eux-mêmes — comprennent l'immensité de notre moisson de maïs. La diminution de rendement seule égalera la production entière des céréales de l'empire romain à son apogée et cependant nous aurons à peu près deux billions et demi de boisseaux de reste.

La moisson de l'année dernière, qui dépassa trois billions de boisseaux, égalait la récolte de blé du monde entier. De temps à autre, la Russie rivalise avec nous en blé, mais elle n'a point de maïs et sa récolte de coton est si petite qu'elle ne compte presque pas.

Quand cette goutte bienfaisante de pluie tombe sur la récolte de coton, elle ne tombe pas seulement sur New York et Massachusetts mais sur toute l'Europe. Autrefois, quand la guerre civile arrêta les cargaisons de coton dans les ports du Sud, il y eut des insurrections et des ruines dans tout le Sud de l'Angleterre. Cette dépendance

est plus grande maintenant — elle s'est étendue à l'Allemagne et à la France et à toutes les nations fabricantes du Continent. Notre récolte de coton, avec ses nombreux produits auxiliaires, représente maintenant un montant annuel d'un billion de dollars, qui équivaut à l'indemnité payée par France à l'Allemagne. Tout cela quitte la ferme et entre dans les marchés, et si nous avions jamais une aridité nouvelle qui réduirait de moitié les récoltes, tous les centres financiers dans le monde civilisé s'en ressentiraient. Ainsi lorsque le coton et le maïs existent côte à côte dans un pays une goutte de pluie y a une signification spéciale pour tout le monde.



**Egyptian Cotton in America.**— Salt River Valley, Arizona, is now rivaling Egypt in the production of long staple cotton, used by thread manufacturers. About 5,000 acres are under cultivation in that locality, as compared with about 500 acres

last year. Federal Government is aiding the cultivation by furnishing water for irrigation through the Roosevelt Dam. Last year's crop was purchased in the field by the American Thread Company at 21 cents a pound. Continued warm weather permits cotton to grow in the valley for over nine months, planting beginning in February. (See article in LEVANT TRADE REVIEW, Vol. II. p. 296.)



**Greek Cheese.** — The United States is the largest consumer of Greek cheese, owing to the number of Greeks in America. The amounts exported from the Patras consular district to the United States in 1911 and 1912 were respectively \$158,848 and \$223,672.

The cheese in question is not altogether a product of Greece, as a large share of it comes from Constantinople.



FIG. 275

## Pompe à Double Effet "EXCELSIOR"

Notre pompe "EXCELSIOR" est tout-à-fait indispensable aux bateaux, magasins, fabriques, hôtels et résidences privées pour toutes sortes d'usages et contre l'incendie.

Elle est d'une forme particulièrement compacte, possède une construction simple, solide et facile d'accès. Elle a une puissance de projection considérable.

Le cylindre est doublé de laiton; la tige, les soupapes et leurs sièges sont en bronze.

**RUMSEY & Co., Ltd.,**  
SENECA FALLS, N. Y., ÉTATS-UNIS D'AMÉRIQUE,  
POMPES à BRAS et à FORCE MOTRICE POUR TOUS LES USAGES

Cable Address : **SCONTBANK.**

# COENCA FRÈRES

*38, Avenue de la Sublime Porte, 38,*

**CONSTANTINOPLE.**

## GOVERNMENT CONTRACTORS

**Importers of:—**

MACHINERY & TOOLS, AUTOMOBILES, TRUCKS, HARDWARE,  
LEATHER, SHOES, ETC.

**Exporters of:—**

DRIED FRUITS, TOBACCO, HIDES & SKINS, CIGARETTE PAPER, ETC.

**REFERENCES:—**

Wiener Bank Verein, Constantinople.

Banque de Salonique, Constantinople.

## Motor Boats and Marine Engines in Constantinople.

**T**HERE is perhaps no port in the world more fitted for the use of motor boats than that of Constantinople, both for pleasure craft and mercantile purposes, but strange to say marine engines and motors are very little in use and have not been properly appreciated up to the present. The reason is that a few motors already introduced have failed to give satisfaction, but also there has been an utter dirth of workmen and machinists to set them up, and when they were set up, those entrusted with the task did not possess the necessary technical ability to work them. Despite this a number of British, German, French, Belgian and American motors have recently made their appearance on the market, and it would seem they are here to stay.

At first there was no first class motor of American manufacture to be found in Constantinople, but of late a number of them have been introduced, that which seems to be finding most favor being the Scripps which is giving complete satisfaction. Up to now about 6 or 7 boats have been fixed up with these motors. There will, however, in all probability, be a great demand for gasoline and petroleum motors in the harbor of Constantinople in a very short time, and gasoline will be preferred to steam. There are at present in the harbor of Constantinople from 50 to 60 tugs and about as many steam



launches to say nothing of the larger craft, such as small cargo and passenger boats which ply in the Sea of Marmara. Coal is, however, expensive as fuel, whereas petroleum is in comparison cheap, being sold at about \$1.50 to \$1.75 the case of two tins (about 56 lbs). Another reason that is likely to favor the adoption of marine engines is that a motor boat can be run with about  $\frac{1}{4}$  of the crew of a steam launch, so that it will mean a great economy to ships owners, to replace the present steam tugs, launches and smaller passenger and cargo craft by proper motor boats, provided a reliable motor can be offered them which is simple in construction, easy to set up and run, and which will work without stoppages.

At present there is an American motor boat working successfully on the Bosphorus and in the harbor, the Socony, owned by the Standard Oil Company of New York, and also a French motor boat of about 10 tons carrying cargo. There are a number of firms in this city interested in marine engines, whose names will be furnished on application to the Chamber, and who are ready to receive offers for this article. One large firm which already has an American motor boat of its own working in the Bosphorus is so much pleased with the satisfaction given, that it is prepared to buy three or four additional motors.

The American marine engines are considerably lower in prices than those of European manufacture and give much greater satisfaction, and American manufacturers are urged to take advantage of this fact and secure the trade which is sure to be had in this line, before European manufacturers step in, as the manufacturer who first succeeds in introducing his goods and who once obtains a foothold here, will secure the trade of the future, and the ever wide-awake continental manufacturers realizing this point are already making efforts in this direction.

The above applies principally to marine engines and motors and not to fully equipped boats. There will no doubt be a market for fully completed boats as pleasure craft on the Bosphorus and among the islands, but there is already sufficient material, and skilled workmen are to be found on the spot for the construction the hulls, and as cheapness is here desired, it will be principally motors which will be imported.

H. B.

**MARC C. CARICIOPOULO,**

**Ibrahim Rifaat Han, Galata, Constantinople**

**IMPORTER OF:**

OLEO & COTTONSEED OILS, MARGARINE, FLOUR, ETC. —  
HARDWARE, IRON & LEAD PIPES, BOILERS, ETC.

**COMMISSION AGENT.**

**Cable Address:**

**CARICIOPOULO, CONSTANTINOPLE.**

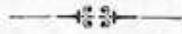
**HERMAN A. HOLSTEIN**

Established : 1856

CONSTANTINOPLE

Stamboul, Allalemdji Han, 12-15,

Proprietor :

**CARL HOLSTEIN**

EXPORTER

of Opium, Otto of Roses,  
Gum Tragacanth, Wool, Seeds,  
Walnuts and other articles

## Chameaux pour l'Amérique.

**D**ES caravanes de chameaux telles qu'on en voit dans le désert du Sahara seront bientôt des spectacles familiers dans les déserts du Nouveau Mexique, d'Arizona et de la Californie du Sud, si les projets de certains capitalistes du Sud-Ouest parviennent à se réaliser. M. J. H. Trimble, le financier bien connu du Texas, est un des plus ardents promoteurs de cette entreprise, qui consistera à transporter 200 chameaux de l'Orient en Amérique pour desservir les espaces arides du Sud-Ouest.

L'association a l'intention d'installer les chameaux sur un "ranch" de Rio Grande, quelque 150 lieues au sud du Cap Vert, où une station d'élevage sera organisée.

Les vastes étendues du Nouveau Mexique, d'Arizona et de la Californie, quoique pleines de possibilités immenses pour les chercheurs de métaux, sont peu traversées par les chemins de fer, ou d'autres voies de transportation.

Avec les convois de chameaux, on croit que de longs voyages pourront se faire dans l'intérieur encore peu connu.

Ceci ne sera point la première importation de chameaux en Amérique. Jefferson Davis, pendant son terme d'office comme Secrétaire de la Guerre dans le cabinet Pierce, avait déjà tenté cette innovation. Par ses ordres, 40 chameaux et leurs conducteurs arméniens furent amenés en Amérique, et un caravan sérail construit près du Cap Vert.

Certains de ces bâtiments existent encore. Mais lorsque les bêtes et leurs guides se furent acclimatés, et qu'il était question de commencer les épreuves, la Guerre Civile éclata, et Davis fut élu Président de la Confédération. Plus tard, à cause de la rancune qu'il inspira, et de l'instabilité du gouvernement pendant de si longues années, on laissa tomber le plan relatif aux chameaux.



Greece as a cotton planter and exporter is a new role, but that country raised last year 11,400,000 pounds, valued at \$386,000 and has begun to export Greek cotton to the markets of Europe. The government recently bought 85,000 pounds of Egyptian cotton seed, which is sold to growers at two cents per pound. The prices paid to growers for Egyptian Cotton were \$0.067 for "good middling" \$0.054 for "middling" and \$0.051 for "low middling" per pound.

American Cotton \* \* \*  
\* \* \* \* Oil Company,

27, BEAVER STREET, NEW YORK CITY.

---

Producers of the most famous Brands of

**COTTON SEED OIL.**

Selling Representatives for  
the Levant:

**FULIAS & COMPANY**

**Abid Han, Galata,**

**Constantinople.**

## Trebizond District.

### TRANSPORTATION FACILITIES.

TREBIZOND, the port for goods in transit to Persia, is also the port of the provinces of Erzeroum, Van, Mush and Bitlis, a hinterland of over 3 million inhabitants and of great natural resources. The road leading to the interior as well as to Persia starts from the South-east end of the city, goes through the Deyirmen-Dereh valley taking a South-westerly direction up to Toroul, from where it turns South-east and goes to Gumush-haneh, a distance of 72 miles from Trebizond. There the main road continues South-east to Baybourt, Ak-Kaleh, and Erzeroum, while another road branches off and goes South-west to Erzinjian, 155 miles from Trebizond. Erzeroum is on the way to the Persian frontier and a center for goods distributed in the interior, and Erzinjian is a military center, being the head-quarters of the 7th army corps. Both of the above places are important and there is a great deal of transportation going on, both in persons and goods, between these places and Trebizond, in spite of the very primitive, unorganized, and almost prohibitive means in use.

I will endeavor to describe the cost and the ways and means of travelling and transportation between Trebizond and Erzeroum, a distance of only 205 miles and that will give an idea for the whole.

A person to go from Trebizond to Erzeroum has to hire a carriage, a kind of victoria, which affords very little, if any, shelter from cold in winter and from heat in the summer, and is very uncomfortable for such a long journey. He has to spend 6 to 7 days on the road, and has to put up with very poor accommodations for the nights. He has to pay from 8 to 14 liras Turkish (\$35. 20 to \$61. 60) for the carriage-hire, besides the expenses at the inns, which are very exorbitant for the extremely poor accommodations offered. To the above should be added the expenses of a guard or servant, very desirable on such a journey, and then one understands why many travellers prefer to go to Erzeroum via Batoum (Russia).

Goods are transported by camels, mules, ox-carts, and wagons. Under ordinary circumstances it takes them from 12 to 15 days at the cost of from 280 to 400 piasters per 200 kilos (\$12. 32 to \$17. 60 per 440 lbs.). The goods have to be packed extra strong and covered with canvas and oil-cloth which adds to their weight and is an extra expense. The goods, some of which are of considerable value, have to be entrusted for transportation to irresponsible and sometimes to almost unknown persons. To do justice to that class of people it should be said that, with rare exceptions they are of a very laudable honesty, but at the same time, in spite of their honesty, goods in their care very often suffer and the merchants have no hope of redress.

There is no doubt that the building of railroads is very essential to the development and prosperity of this part of the country, but the question is, in view of the difficulties and the time that will pass before this part of the country is blessed with the benefits of steam, whether there is no way of improving the situation till that time comes. Are other places in this world where are no railroads, left to such primitive and unorganized means of transportation? We know they are not. Where the government, for reasons best known to itself, does not built railroads, private energy and individual co-operation comes to the aid of the government and does the next best thing to provide the country with means of transportation, without which the development of any country is impossible.

The above mentioned cities, as well as other parts of this vast district, are already connected with Trebizond by wagon roads, the repair, reconstruction, and amelioration

# LA NEW-YORK

## COMPAGNIE D'ASSURANCE SUR LA VIE

|                                                                                                                              | Exercice 1911    | Exercice 1912    |
|------------------------------------------------------------------------------------------------------------------------------|------------------|------------------|
|                                                                                                                              | Francs           | Francs           |
| Assurances nouvelles régularisées. . . . .                                                                                   | 913.904.853      | 1 028.111.606    |
| <i>Production la plus considérable qui ait été réalisée par une seule compagnie dans le monde entier en 1911 et en 1912.</i> |                  |                  |
| Assurances régularisées en vigueur . . . . .                                                                                 | 10.894.163.029   | 11.244.983.281   |
| Montant de l'actif . . . . .                                                                                                 | 3.548.378.388    | 3.729 622.662    |
| Montant du passif légal . . . . .                                                                                            | 3.011.523 375    | 3.168 621.850    |
| Fonds de réserve de dividendes et de<br>prévoyance . . . . .                                                                 | 536 855.013      | 561 000.812      |
| Total des recettes de l'exercice. . . . .                                                                                    | 583.910 552      | 616.639.419      |
| Total payé aux détenteurs de polices. . . . .                                                                                | 278.045.515      | 300.183.653      |
| Avances aux assurés au cours de l'exercice                                                                                   | 130.110.337      | 143.886 453      |
| Dividendes attribués à la clôture de<br>l'exercice . . . . .                                                                 | 60.584.168       | 79.627.631       |
| Nombre de polices en vigueur . . . . .                                                                                       | <b>1.022.726</b> | <b>1.051.980</b> |

### OPERATIONS EN TURQUIE

|                                                             |                                                      |
|-------------------------------------------------------------|------------------------------------------------------|
| Assurances en vigueur: 7655 polices montant à. . . . .      | Fr. 53.349 661. —                                    |
| Total des avances effectuées aux assurés au 31 Déc. 1912. » | 4.511.869.11                                         |
| Payé en 1912 {                                              | Pour décès . . . . . » 769.074.40                    |
|                                                             | Pour assurances mixtes arrivées à terme » 159.342.44 |

| Dividendes de 1908 à 1913 sur po-<br>lices à participation annuelle émi-<br>ses en 1907, avec effet initial en<br>1906; âge de l'assuré, 30 ans. | 1908                                               | 1909   | 1910   | 1911   | 1912                  | 1913   |
|--------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------|--------|--------|--------|-----------------------|--------|
|                                                                                                                                                  | Participation en pourcentage de la prime annuelle. |        |        |        |                       |        |
| Vie entière, prime viagère.                                                                                                                      | 15,59%                                             | 17,06% | 17,76% | 18,29% | 29,08% <sup>(1)</sup> | 19,73% |
| Vie entière, vingt primes . . . . .                                                                                                              | 13,81%                                             | 15,68% | 16,66% | 17,35% | 28,45% <sup>(1)</sup> | 19,42% |
| Mixte de vingt ans . . . . .                                                                                                                     | 12,53%                                             | 14,70% | 15,93% | 16,73% | 28,07% <sup>(1)</sup> | 19,26% |

<sup>(1)</sup> y compris un dividende supplémentaire de 10 o/o provenant des économies réalisées sur les frais d'acquisition de nouvelles affaires.

**DIRECTION POUR LA TURQUIE: KENADJIAN HAN, STAMBOUL, CONSTANTINOPLE.**

of which has been entrusted by the government to the French Company, the "Entreprise Générale des Routes Ottomanes" which is at work. Is there no way of forming a company, Ottoman, mixed or even if need be, foreign, with sufficient capital to establish a service with more modern means of transportation?

Under a good administration such a company could provide means for quicker and more convenient transportation for both passengers and goods, and at more reasonable rates. It would be a stimulus to the import trade and increase considerably the exports of the country, and also help to regain part of the transit to Persia which, though it has greatly diminished during the last few years, nevertheless still exists, over 15,000 pieces of goods having passed through Trebizond for Persia during the year 1912.

An enterprise which might prove of great benefit to the country and at the same time give good profit to the shareholders, it seems to me, is worth studying, therefore I beg to call the attention of competent persons to this very important question.

### Project for Improvements.

The project for the improvement of the city of Trebizond, started by Bekir Sami Bey, then Governor-General of Trebizond, reported in the LEVANT TRADE REVIEW for June, 1911, has been kept up and in spite of adverse circumstances the committee in charge has collected already the considerable sum of 15,000 Turkish liras (\$66,000) without inconveniencing anybody. With the above sum on hand and more to come the committee has decided to erect water works at a cost of about 40,000 Turkish liras (\$176,000) and provide the city with a good supply of water which is very much needed.

On the request of the committee the surveying of the projected works has been carried out by competent persons of the Ministry of Public Works, the plans and details of which are to be found in the "Cahier des Charges" at the said Ministry in Constantinople.

It should be noted for the information of parties who might be interested in this enterprise that this business is a local and not a Government affair, and that the committee in charge consists of the best business men of this city, therefore any alterations that might be suggested, if they are found advantageous, will be accepted without difficulty.

### Agricultural Products.

**Filberts.**— A strong and unusually hot wind on the 13th of July last considerably injured the filbert crop of this year, but competent persons still believe that, on account of the new plantations of Ordou the general total will be 15 to 20 per cent above last year's crop, which was a good average one. The quality is said to be excellent and prices are very satisfactory. The Government has established a model hazel-orchard at Ordou, a new filbert region, in order to teach the people to cultivate hazels in a more scientific way.

**Tobacco.**— The tobacco crop this year is estimated to be about 30 per cent smaller than last year's, but it is of such a superior quality that it is expected to fetch more money to the planter than last year's crop.

**Beans.**— The bean crop this year has suffered from lack of rain at the proper time and is estimated to be very small.

**Cereals.**— Reports from the interior state that cereal crops this year are of a good average.

Respectfully submitted,  
I. MONTESANTO.

Trebizond, Turkey, September 10, 1913.

# Kevork Mouradian

Importers of Manufactures

Established in 1840

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General Import Commission House

dealing in

## Cotton Cloth & Cotton Yarn

and other leading articles

Imported from abroad

into the Levant regions

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**HEADQUARTERS: CONSTANTINOPLE.**

**Branches:** Cairo, Egypt,

Djibouti, (French Somali Land)

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Represented in Manchester  
by Kevork Mouradian's Sons, 34, Princess Street.

# HAMMER & HIRZEL

ESTABLISHED 1868.

Cable Address :

'HIRZEL', CONSTANTINOPLE.

## EXPORT :

Turkish Otto of Roses,  
Opium, Gum tragacanth, Seeds,  
Kernels, Hemp, etc.

## IMPORT :

American Oleo Oil, Cotton seed  
oil, Leather, etc.

CONSTANTINOPLE, TURKEY

|                              |               |
|------------------------------|---------------|
| Liverpool, 1911 . . . . .    | 1,637,280,476 |
| Anvers, 1911 . . . . .       | 1,121,654,799 |
| Marseille, 1911 . . . . .    | 678,431,300   |
| Le Havre, 1911 . . . . .     | 531,096,600   |
| Brême, 1911 . . . . .        | 501,146,540   |
| Buenos Ayres, 1912 . . . . . | 479,536,241   |
| Calcutta, 1911 . . . . .     | 410,128,830   |

Dans cette liste, New York est à peine supérieur à Londres. La différence est beaucoup plus grande dans une autre comparaison, celle du tonnage dédouané.

|                           |            |
|---------------------------|------------|
| New York, 1912 . . . . .  | 27,222,903 |
| Anvers, 1911 . . . . .    | 26,656,480 |
| Hambourg, 1911 . . . . .  | 23,776,188 |
| Rotterdam, 1911 . . . . . | 21,852,676 |
| Londres, 1911 . . . . .   | 20,978,221 |
| Hongkong, 1911 . . . . .  | 20,360,428 |
| Shanghai, 1911 . . . . .  | 18,600,305 |
| Marseille 1911 . . . . .  | 16,317,659 |
| Singapore, 1910 . . . . . | 14,826,516 |
| Liverpool, 1911 . . . . . | 14,767,990 |

Ces listes cependant ne sont qu'approximatives et sur un point au moins, inexactes. Rotterdam devrait avoir une bonne place dans la première classification aussi bien que dans la seconde une place supérieure à celle de Calcutta. En tonnage, Liverpool est inférieur à Marseille, mais sa valeur commerciale est 3 fois plus considérable, l'article capital importé étant le coton américain.

Londres a longtemps réclamé la supériorité sur tous les autres ports du monde en raison de l'importance de son commerce, consistant surtout en articles de luxe et marchandises manufacturées. New York, depuis quelques temps, revendique la suprématie en tonnage. Il semble que la métropole américaine est maintenant à la tête des deux catégories.

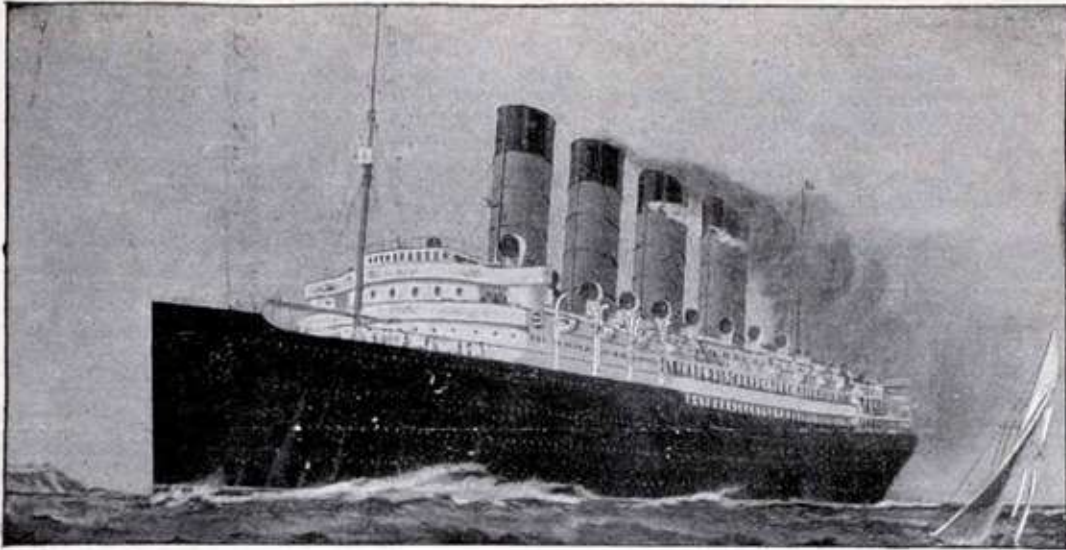
## New York le plus grand port.

LES lignes suivantes, cueillies dans les colonnes du NEW YORK WORLD, intéresseront les lecteurs d'un article paru dans la LEVANT TRADE REVIEW en Juin 1913, sur le plus grand port du monde.

THE NATION'S BUSINESS (Les affaires de la Nation) qui vient d'être publié par la Chambre de Commerce des Etats-Unis, donne, par rang d'importance, le chiffre du commerce étranger des dix plus grands ports du monde. (Neuf des totaux suivants ont déjà été publiés dans THE WORLD ALMANAC de Janvier dernier). Voici les ports :

|                          |                  |
|--------------------------|------------------|
| New York, 1912 . . . . . | \$ 1,793,690,120 |
| Londres, 1912 . . . . .  | 1,791,857,641    |
| Hambourg, 1911 . . . . . | 1,674,187,641    |





S. S. Mauretania

# Walter Seager & Co.

*Tchinili Rihtim Han, Galata, Constantinople.*

Sole Proprietor: WALTER C. SEAGER.

## AMERICAN HARBOR MASTER.

Director of the Liverpool & London & Globe Insurance Co., Ltd.

Director of the State Assurance Company, Ltd.

### AGENTS FOR:

- |                   |   |                                                                                                                                                                                                                                                            |
|-------------------|---|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>SHIPPING.</b>  | { | <p>The Cunard Steamship Company, Limited.<br/>         The Peninsular &amp; Oriental Steam Navigation Company.<br/>         The Royal Mail Steam Packet Company.<br/>         The Anchor Line (Henderson Brothers) Limited.</p>                            |
| <b>INSURANCE.</b> | { | <p>The Liverpool &amp; London &amp; Globe Insurance Company Limited.<br/>         The State Assurance Company Limited.<br/>         The Thames &amp; Mersey Marine Insurance Company, Limited.</p>                                                         |
| <b>GENERAL.</b>   | { | <p>British Insulated &amp; Helsbey Cables, Limited.<br/>         Lancashire Dynamo &amp; Motor Works, Limited.<br/>         Aveling &amp; Porter, Limited.<br/>         J. &amp; E. Atkinson, Limited.<br/>         Geo. Curling, Wyman &amp; Company.</p> |

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Before booking your berth to America, apply to us for our rates & sailing lists.

# THEO. REPPEN, CONSTANTINOPLE.

NORWEGIAN FIRM, ESTABLISHED 1855.

## AGENT FOR REGULAR LINES:

|                                                           |                 |
|-----------------------------------------------------------|-----------------|
| The United Steamship Co., Ltd. . . . .                    | COPENHAGEN.     |
| The Swedish Levant-Line. . . . .                          | GOTHENBURG.     |
| The Northern Steamship Co., Ltd. . . . .                  | ST. PETERSBURG. |
| Otto Thoresen's Line . . . . .                            | CHRISTIANIA.    |
| The Odessa-London and Odessa (South America Line) . . . . | ODESSA.         |

## SALVAGE AGENT FOR:

|                                                     |             |
|-----------------------------------------------------|-------------|
| The Nordischer Bergungs-Verein . . . . .            | HAMBURG.    |
| Bergnings och Dykeri Atkiebolaget "NEPTUN". . . . . | STOCKHOLM.  |
| Em. Z. Zwitzer's Bjergnings Entreprise. . . . .     | COPENHAGEN. |

## COAL CONTRACTOR. — INSURANCE AGENT.

STEAMERS CLEARED for upwards of 100 Companies Owners.

BRANCHES: BOURGAS, DEDEAGADJ, CAVALLA, MITYLENE, RODOSTO.

## La Nouvelle Loi sur les Banques

LE nouveau projet de la loi sur le cours de la monnaie qui est aujourd'hui sous examen à Washington aidera matériellement au développement du commerce extérieur des Etats-Unis. Il autorise les banques nationales à accepter les traites qui n'ont pas plus de quatre mois d'échéance, et qui émanent de l'importation et de l'exportation des marchandises ou de l'émission des lettres de crédit pour voyageurs.

Les banques nationales ayant un capital de plus de \$1,000,000 sont aussi autorisées à établir des agences dans les pays étrangers, ou les dépendances des Etats-Unis mêmes.

Les banques fédérales de réserve qui seront organisées sous la nou-

velle loi — une banque dans chaque ville principale — auront aussi le droit d'établir à l'étranger des agences, qui s'occupent d'affaires de bourse.

Ces dispositions amélioreront énormément nos facilités de créance pour notre commerce extérieur. Londres détient le contrôle des opérations internationales de banque du monde entier, car les banques de Londres, ainsi que les grands établissements des pays étrangers, ont le droit de fonder un nombre illimité d'agences. Ces banques ayant leur centre à Londres ont ainsi plus de 2,500 agences, couvrant chaque pays, et chaque ville importante dans le monde entier.

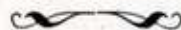
Les agences des banques américaines dans les ports étrangers s'occuperont de la perception sur les chargements, des informations de cours et de bourse, retiendront les

documents pour les marchandises en consignment et rendront d'autres services qui seront d'une utilité inappréciable pour tous nos fabricants.

L'importation sera aussi facilitée, car beaucoup de fabricants étrangers et expéditeurs de denrées comme le café et le thé, demandent leurs paiements sous forme d'une traite sur une banque de premier ordre. Notre loi ne permet pas à nos banques nationales d'accepter des traites. Elles doivent assister nos importations par des traites tirées sur Londres, et aussi se trouvent obligées de payer des commissions.

Des lettres de change acceptées par la banque sur laquelle elles sont tirées valent autant dans les affaires internationales qu'un chèque certifié ou une traite de banquier sur New York ou Chicago. Au lieu d'être payables à vue ou sur demande, ces documents

sont acceptées, et doivent être "réalisées" 60 ou 90 jours après la date de l'acceptation, ou au terme d'une période de temps définie.



**Farming in the Dardanelles District.** — As forecasted by me in my reports of last autumn the valonea crop this year will be practically nil. Of the little there is the greater part will be left on the trees, prices being so poor and wages so high. The grain harvest has been poor, and much hampered by rains, which have impaired both grain and straw. The olive crop will be an abundant one.

Respectfully submitted,

F. R. J. CALVERT.

Thymbra Farm,

Dardanelles,

September 7, 1913.

# DEUTSCHE BANK.

Head Office: BERLIN.

*Branches and Correspondents in all the principal cities of Germany and Abroad*

FOREIGN BRANCHES AT  
LONDON, BRUSSELS AND CONSTANTINOPLE.

Capital Fully Paid - - - - - M 200,000,000

Reserves - - - - - M 107,000,000

Dividends during the last ten years:

11, 11, 11, 12, 12, 12, 12, 12, 12<sup>1/2</sup>, 12<sup>1/2</sup> per cent.

Constantinople Branch:

## DEUTSCHE BANK Filiale Konstantinopel.

Chief Constantinople Office: 25-37, RUE VOIVODA, GALATA.

Branch Office at Stamboul: BASMADJIAN HAN, RUE ACHIR EFFENDI, KUTUB HANÉ.

The DEUTSCHE BANK Filiale Konstantinopel transacts Banking Business of every description, upon terms to be ascertained at its Offices.

At the Galata Office, Strong Rooms, fitted with the latest improvements as regards safety, and convenience, are provided for the Deposit of Valuables and Securities.

SPECIAL ROOMS AND EVERY FACILITY FOR FOREIGNERS VISITING TURKEY.

Cable Address: "Deutbank", Constantinople.

## Beirut Branch

### American Chamber of Commerce for the Levant.

#### Board of Governors :

|                                                                                                     |                     |
|-----------------------------------------------------------------------------------------------------|---------------------|
| W. STANLEY HOLLIS . . . . .                                                                         | Honorary President. |
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### American Chamber of Commerce for the Levant.

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| . . . . .                 | Treasurer.          |

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### American Chamber of Commerce for the Levant.

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### American Chamber of Commerce for the Levant.

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| RUFUS W. LANE . . . . .                                                                                               | 1st Vice-President.                                           |
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| CHARLES HEUROTIN, Consul General. . . . .     | Chicago.       |
| MAURICE HALL, Consul General. . . . .         | San Francisco. |

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|-----------------------------------------|----------------|
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|-----------------------------------------------|-----------|
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| ALPHONSE RUTIS, Consul General . . . . .     | Jersey City.  |
| HAIG HRANT PAKRADOUNI, Vice-Consul . . . . . | Philadelphia. |

Neither Roumania nor Bulgaria as yet has any Consular representative in the United States of America.

## Egypt and the United States.

(Consul Arthur Garrels, Alexandria, Egypt.)

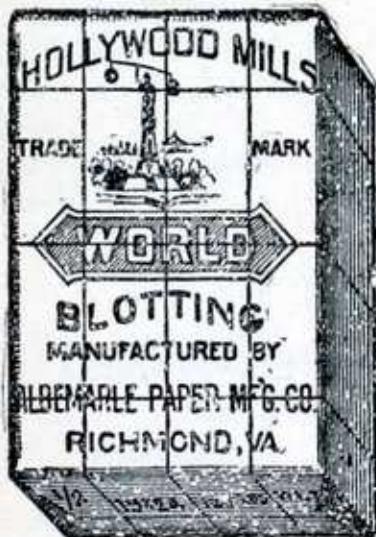
**O**F its economic relations with the various nations of the world, Egypt's transactions with the United States are the most profitable. As shown by the Egyptian customs statistics, the exports to the United States in 1912 amounted to \$20,569,584, while the imports from there summed up only \$1,994,639—a trade balance against the United States of \$18,374,945. The United States has no interest in Egypt to offset this debit, but, on the contrary, it is increased by the large sums spent annually by American tourists in Egypt. Egypt's chief imports from the United States, during 1912 exceeded those of 1911 by \$403,292.

The increase is due entirely to one item—coal—of which none was imported in 1911. The whole amount was for the Egyptian State railways. "Machinery and parts" embraces sewing machines, pumps, and repair parts for American locomotives in use on the Egyptian state railways. Indirect imports from the United States which are credited to other countries include flour, hardware, duck, and various specialties in food and clothing products.

The value of the exports as shown by consulated invoices is \$3,300,000 \*greater than that given in the Egyptian customs returns. Several facts account for this difference. Cotton actually going to the United States is also declared for Liverpool. Consular invoice values represent contract prices and embrace freights, while the customs values are based on the price of spot cotton in Alexandria. Exports from the Sudan—ivory, gum, and some skins—are not included in the Egyptian returns....

\*These figures were published in the June issue of LEVANT TRADE REVIEW.

### Blotting Papers: - "WORLD" & "RELIANCE"



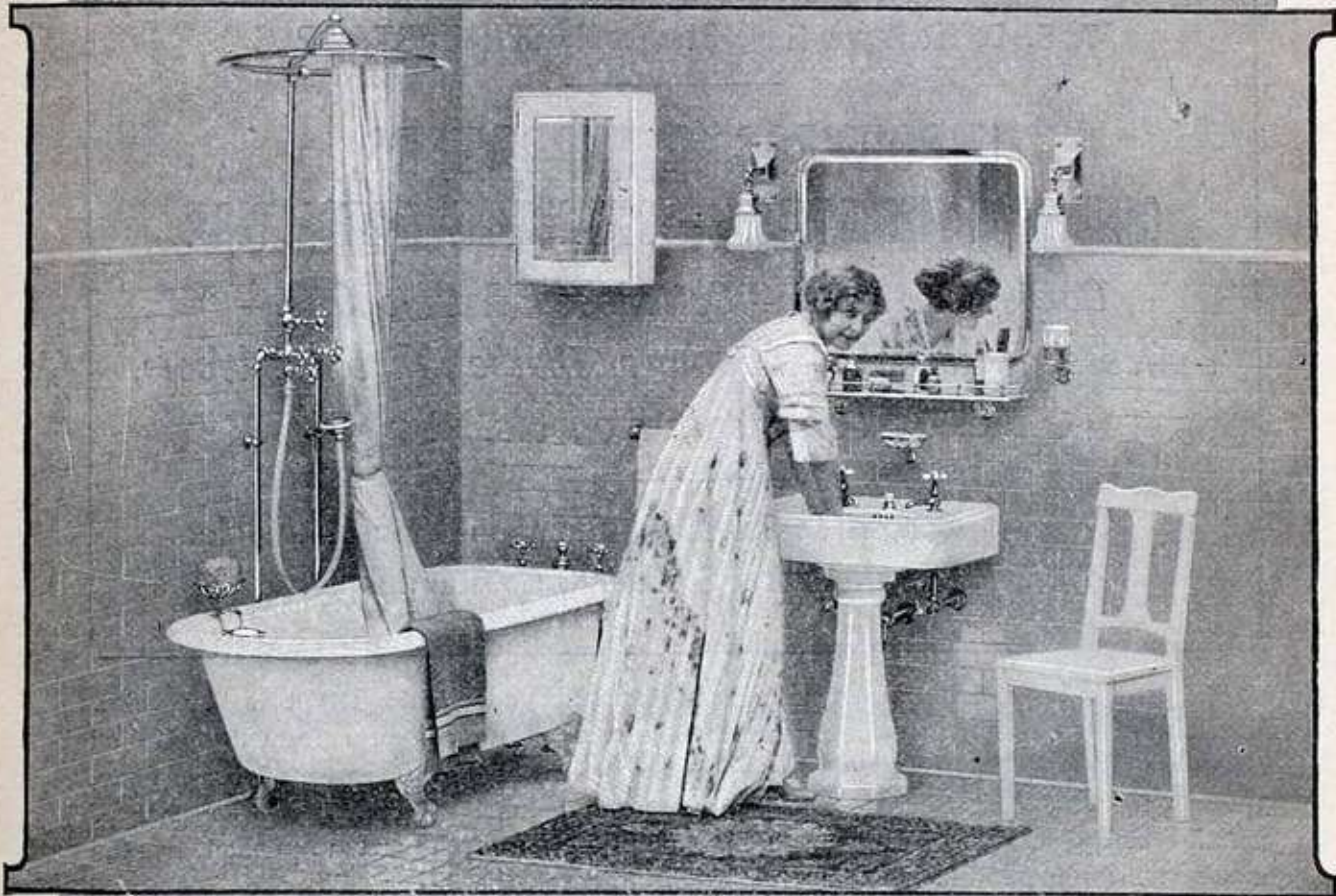
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**T**

HE artistic perfection of "Standard" guaranteed plumbing fixtures, combined with their lasting sanitary worth, makes them a permanent investment in satisfaction and comfort.

They add a value to your house far greater than their cost and are as enduring as the house itself. Their installation means certainty of service.

The Plumbing Fixtures shown in this advertisement cost approximately \$ 140. except when sold in the Far West.

Genuine "Standard" fixtures for the home and for Schools, Office Buildings, Public Institutions, etc., are identified by the Green and Gold Label with one exception. There are two classes of our Guaranteed Baths, the Green and Gold Label Bath and the Red and Black Label Bath. The Green and Gold Label Bath

is triple enameled. It is guaranteed for five years. The Red and Black Label Bath is double enameled. It is guaranteed for two years. If you would avoid dissatisfaction and expense, install guaranteed fixtures. All fixtures purporting to be "Standard" are spurious unless they bear our guarantee label.

Send for a copy of our beautiful book "Modern Bathrooms." It will prove of invaluable assistance in the planning of your bathroom, kitchen or laundry. Many model rooms are illustrated costing from \$ 78 to \$ 600. This valuable book is sent for 6 c. postage.

## Standard Sanitary Mfg. Co.

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Write for Catalogue and all information to European Sales Office, Dept. K. Bath House, 57-60, Holborn Viaduct, LONDON, ENGLAND.

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**COMMISSION MERCHANTS. — GOVERNMENT CONTRACTORS.**

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 Builders' Hardware. — Leathers, Cloths, Threads, Wools,  
 Cochineal, etc., etc.*

BANKERS : { **Banque de Salonique**, Stamboul, Constantinople.  
 { **Banque Russe**. Stamboul, Constantinople.

The present importation of American manufactured goods into Egypt is far below the point of its possible extension. In 1912 the value of the imports from the United States was \$1,994,639. Eliminate from this the value of the imports of coal, flour, lumber, machinery and parts, and cottonseed and lubricating oils—a large part of which must be considered rather as being sought by the purchaser than pushed by the seller—there remains but the sum of \$52,832 to cover the other sixty-odd items the importation of each of which amounted to more than \$500 and the 32 unspecified articles that aggregated \$12,144. These unenumerated articles, in large measure, represent goods and supplies for the institutions of the American Presbyterian Mission in Egypt.

The degree to which the sale of nearly all of these 92 articles may be increased is governed largely by the extent to which a serious effort is made in that direction. By "serious effort" is meant a willingness on the part of the American exporter thoroughly to familiarize himself with local conditions and customs through personal canvass of the situation by a well-equipped representative, when the business in sight warrants, and a willingness to conform to those customs and to meet fair competition. In manufactured goods the American exporter will not be compelled to face the question of long credits indiscriminately extended by competitors. Competitors' prices, of course, will have to be met, with due consideration to the superiority of the American article, provided the superiority is readily apparent or can be brought home to the prospective buyer.

Selling direct to small dealers and importing firms even on terms of cash against documents is not counseled. The best security and results may be obtained by confining transactions to the larger import houses and selling through local agents on a commission basis.

The municipality of Sofia, Capital of Bulgaria, has decided to construct a trolley line to Banki, and there is a project to erect an electric station at Boiana in order to furnish the necessary power.



## The Economic Condition of Bulgaria.

**T**HE economic conditions in Bulgaria at the present time may be looked on as comparatively favorable. Only in a certain portion of Southern Bulgaria can the war be said to have caused great damage, especially in those regions, where, on account of the requisition of draft animals for war purposes, the fields could only be partially shown. In North Bulgaria, as well, the work of harvesting has suffered to a certain extent by the Roumanian invasion. By this invasion North Bulgaria suffered considerable loss, which superficially estimated, will probably reach several million francs, but this also can be made up.

As far as the harvest is concerned, it is stated to be in many districts better than last year, and the wheat and maize crops especially are said to be excellent. On the other hand the vegetable crops turned out poor, especially beets. In the country a

rise in prices has been felt, caused principally by the fact that on account of the wars with Servia and Roumania the railroad communications with Europe were cut off, and commerce and industry were hit hard in consequence. In order to prevent merchants from being permanently damaged, the government has decided, to replace the receipts given for articles requisitioned during the war by Treasury bonds, which bear interest and which may be used as currency.

According to the unanimous opinion of foreign financial circles in Sofia the country will be able to recover fully from the effects of the war in a very few years, especially if it has one or two good harvests. There is, however, not the least possibility of a famine taking place, as the Bulgarian peasants are all proprietors themselves, and have provisions for at least a year, and even when conditions are normal the Bulgarian peasant only sells the produce of his fields after having provisioned himself fully for at least a year.

### DEALERS IN MACHINERY

in Turkey, Bulgaria, Roumania  
and adjoining regions should buy their

### AGRICULTURAL IMPLEMENTS & MACHINES

Including

## STEAM THRESHERS

(Straw Bruising Attachments)

FROM THE WELL KNOWN IMPORTERS FROM AMERICA

## H. NERGARARIAN & CO.,

Korassandji Han, Stamboul, Constantinople.

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IMPORTERS, REPRESENTATIVES,  
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in America and Europe.

For payments:  
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EXPORTERS:

Gum Tragacanth, Sesame, Wool,  
Factory of Tahin  
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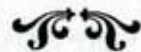
IMPORTERS:

Petroleum, Cotton Goods,  
Oleo Oil and other American  
manufactures.

As for cattle, however, a large portion of the same has been lost, owing to the war, and if agriculture is not to suffer, the government will have to look to the matter and that the loss is made up rapidly by importation of horned cattle from abroad.



**Baltimore and Egypt.**— In June last 109 foreign vessels entered the port of Baltimore, 56 British, 40 Norwegian, 9 German, 3 Dutch and 1 Italian. The exports of coal were phenomenal. There were 24 full cargoes, sent to ports in Egypt, Guatemala, Cuba, Brazil, Spain, Italy, France and Honduras, representing 104,693 tons. Of these every cargo was carried in a British bottom, with the exception of one Danish steamer. Four steamers were despatched for Alexandria, Egypt, loaded with coal as follows: S. S. Ovid, 5800 tons; S. S. Greenbank, 5000 tons, S. S. Colston, 6300 tons; S. S. Broadstone, 6000 tons.



**La plus grande locomotive du monde.**— La première des cinq plus grandes locomotives du monde vient d'être terminée, et on est en train de lui faire subir une dernière épreuve dans les chantiers du "Lima Locomotive Works", avant de la remettre formellement au Chemin de fer de l'Erie. Elle doit servir pour le transport des voyageurs entre Jersey City et Susquehanna.

La locomotive a coûté \$40,000, et elle est construite selon le modèle "Pacific", ayant une vitesse de 100 lieues à l'heure. La locomotive ne peut être employée qu'entre Jersey City et Susquehanna, parcequ'elle est trop grande pour traverser les tunnels des divisions à l'ouest de l'Erie.

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New York, U. S. A.

## Manufacturers of:

**Maize Starch** for locoum, alimentary paste, sizing, laundry purposes etc.

Ask for the famous brands "Globe" Pearl, "Globe" Powdered, "Crescent" Gloss and "Germania" Starch.

**Corn Syrup** (Glucose) for Halva, dragées, and all kinds of sweets.

**Crude Maize Oil** for soapmakers & painters.

**Refined Maize Oil** "ARGO" COOKING OIL, a highly refined edible oil.

**Corn Oil Cake Meal, Glutenfeed & Glutenmeal** for feeding hogs, milchcows, horses, poultry etc.

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Agents for some 150 Steamship owners and Lines (British and Foreign) running to Turkey and Black Sea, &c., including White Star, Orient Line, Ellerman Line, Anglo-American Oil Company, &c.

SEVERAL THOUSAND TONS OF ALL DESCRIPTIONS OF COAL FOR STEAMING  
AND BUNKERING ON STOCK AT ALL TIMES.

**Coal dépôts Constantinople & Benderecli.**

**DIRECTORS OF**

**"NORWICH UNION" LIFE INSURANCE SOCIETY**

**FOR TURKEY, EGYPT, BULGARIA AND GREECE.**

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**NATIONAL PROVINCIAL BANK OF ENGLAND, Ltd.**

**IMPERIAL OTTOMAN BANK, — CREDIT LYONNAIS.**

**Representatives throughout Turkey.**

## Les Usages du Maïs en Amérique

**L**E maïs est de beaucoup la plus importante céréale cultivée dans les Etats-Unis. Il est éminemment une production américaine — les trois-quarts des moissons du monde entier, c'est-à-dire presque 3 millions et demi de boisseaux — provenant des Etats-Unis.

La production moyenne annuelle du maïs en Amérique, pendant les derniers temps (sans parler de la moisson particulièrement bonne de 1912), fut de 2,700,000,000 boisseaux, 26% ou 702,000,000 boisseaux furent écoulés dans les marchés; 8% (216,000,000 boisseaux) restèrent sur place ou dans les villes avoisinantes; 11% (297,000,000 boisseaux) furent envoyés dans les villes lointaines ou exportés; et 7% (189,000,000 boisseaux) destinés aux fermes. Environ 2,000,000 boisseaux du total exporté furent expédiés sous forme de farine.

Une certaine portion des 245,000,000 boisseaux requis pour les moulins de farine et de blé retourne aux fermes. Cette portion est estimée à environ 125,000,000 boisseaux. Si nous l'ajoutons à la consommation déjà faite dans les fermes, la demande de ces dernières atteindra un total de quelque 2,312,000,000 boisseaux, ou 85-86% de la moisson entière.

Les chevaux et mulets consomment 31.5% des moissons de maïs; les porcs 31.3%; le bétail (autre que vaches à lait) 11%; les vaches à lait 10%; la volaille 4.2%; les hommes 4%; les moutons 2.6%; les semailles prennent 1%; il reste 4.4% pour toutes sortes d'autres usages.

La proportion du maïs utilisée dans ces buts différents varie naturellement d'année en année, selon la richesse des moissons. Lorsque celles-ci sont considérables, une plus grande partie de maïs est consommée par les animaux de boucherie — les porcs, par exemple, exigeant plus que les chevaux, parce que le nombre des derniers est plus stable que celui des premiers. La production de 1912 est grande — 3,124,000,000 boisseaux — donc la part qui revient aux animaux de boucherie est plus importante que de coutume.

---

## “THE LEVANT HERALD”

(ESTABLISHED IN 1856.)

“THE LEVANT HERALD AND EASTERN EXPRESS” is published daily in four-page form, partly in English and partly in French. The daily edition of *The Levant Herald and Eastern Express* has the character of a general newspaper.

### SUBSCRIPTION.

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“THE LEVANT HERALD AND EASTERN EXPRESS”, WEEKLY BUDGET, is published every Saturday in English and French, and contains principally Eastern matter selected from the columns of the daily issue.

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One Year, £tq. 0.75; Six months, £tq. 0.40.  
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| LESLIE & GODWIN (for Underwriting at LLOYD'S) . . . . . | London.            |
| LONDON SALVAGE ASSOCIATION . . . . .                    | London.            |
| THE "COMITÉ d'ASSUREURS" . . . . .                      | Antwerp.           |
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Exporters of MALTING BARLEY, GRAINS & SEEDS, OPIUM,  
MOHAIR, SKINS, SHEEPSWOOL, NUTS, MINERALS,  
FLAX, HEMP, ROANS, PURE, Etc., Etc.

**GRAIN SILOS AT HAIDAR-PACHA**

### AGENCIES:

Sea of Marmara, Black Sea Turkish ports, and all over Asia Minor.

# The Smyrna Fig Packers, **LIMITED**

REGISTERED IN LONDON

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Head Office: SMYRNA

**Capital: £. 600,000**

## Smyrna Trade Conditions.

It is only after the dried figs have commenced coming to market that Smyrna really feels busy. This year however, there is a marked lack of enthusiasm notwithstanding good crops and good prices. Unseasonable rains have damaged both the fruit and grain crops and cholera is claiming a daily list of victims; besides this the war cloud still hangs over the horizon which is brought home to the people by the continuous drafting of men into Thrace and by the seizure of carts, horses and camels, without discrimination and without payment. The peasants fear another locust plague in the spring and one again wonders where the labor is coming from to till the land. The dock laborers have gone out on strike and are demanding 8 francs a day with shorter hours; they wish to eliminate the half day wage and want double wages for night work, Sundays and holidays. For the moment the shipping companies are resisting and after two days of idleness, work on the steamers is being resumed on a small scale and with the assistance of the ship's crews. The cartmen have now notified their clients that in the future their fares will be doubled; they complain that their horses and carts have been seized again and again and that they are now forced to use almost worthless horses which require the same amount of feeding and only do half the work; they have also received no payment for the carts and horses requisitioned by the Government, notwithstanding that these had been valued at less than what they cost.

The transport problem is one of the most serious that the country has to face; this was fully recognized by the Committee Government when they decided to build several thousand miles of roadway, but unfortunately external and internal warfare has paralysed every sort of public work. This fertile province is tapped by only two single lines of railway many miles apart, and the feeding of these railways is done almost entirely on the backs of camels. Good roads would not only increase the traffic but would create a market for motor cars and wagons. At present an automobile is almost a useless article to possess, and if three or four exist in Smyrna they are here more to gratify the whims of the owners than to confer any material benefit or pleasure upon those who possess them.

The crop forecasts are now turning out fairly correct. Figs began coming down at the end of August and though the quality of the first arrivals was bad still prices opened high. The crop is now expected to be 24,000 tons, as against 21,500 tons for 1912. Prices range from P.100 to P.190 per kintal of 44 okes. The figs are now being packed on hygienic principles and one is reminded of the debt of gratitude which the consuming public owes to Consul-General Harris who first insisted upon the adoption of cleanly methods amongst packers. One can scarcely realize under what filthy conditions figs were being packed before Mr. Harris imposed his scheme of reforms, a scheme which after receiving the approval of the Department of State, was virtually forced upon the authorities and an unwilling trade after long and difficult negotiations.

**Oldest established firm of Turkey**  
**Carpet Manufacturers in Asia Minor.**

**W. A. Griffitt & Co.**

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**Special looms in all the large centres for the manufacture of carpets in all the various grades.**

**Suppliers of many of the large American rug firms in New York and other parts of the United States.**

# PROTOPAZZI BROS S. A. STASSINOPULO

LONDON E. C.

SMYRNA.

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London.

Sole Award, Chicago, 1893,  
Gold Medal, Brussels, 1893,  
Gold Medal, Athens, 1903.

Telegraphic Address:

STASSINOPULO,  
Smyrna.

Dried Fruits & General Merchants

Patentees of the Celebrated "Protoben" Figs

Sultanas promised well but heavy rains in the vine growing districts are said to have damaged or destroyed about 20% of the crop which is now estimated at 40/45,000 tons as compared to 50,000 tons for 1912. Prices range from P.2 per oke for damaged raisins to P.9 for finest qualities.

The fruit market is now in a great measure controlled by the Smyrna Fig Packers, Ltd., who have increased their capital to £600,000 in order to extend their operations and to include the sultana interests of several important competing firms.

The cereal crops are turning out well up to estimates, though the quality is not quite so good as last year and some have been damaged by rain; unfortunately prices are lower and barley can be bought at about 20% less than last season.

Olive oil promises to be very abundant.

The tobacco crop is turning out the largest on record and prices are higher than ever.

Opium prices are weakening in view of an abundant crop, 9 to 10,000 baskets will be available as against 6,500 baskets last year.

The Standard Oil Co.'s factory and petroleum depots situated at Aghia Triatha have been destroyed by fire. About 75,000 tins of kerosene oil were burnt and a considerable quantity of benzine. The fire originated in the soldering room and the flames rose to the roof, along the piled up cans, with incredible rapidity rendering futile all attempts made to smother them. A panic followed as it was at first believed that there would be an explosion



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& RUGS possessing factories and looms all over ASIA  
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THE OLDEST BRITISH FIRM IN THE LEVANT

ESTABLISHED 1811

Telegraphic Address: "WHITTALL", Smyrna.

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Exporters of Grain & Seeds, Valonea, Fruit, Olive Oil, Emery, etc.

Importers of Coal, Iron & Soda Ash.

PROPRIETORS, PATENTEES & SOLE MANUFACTURERS OF THE VALONEA EXTRACT "VALEX"

**P. ELMASSIAN** (INVENTOR)

TRADE



MARK.

**BRANCHES:** *Dardanelles* — C. Whittall & Co. — *Dardanelles Agency.*

*Mersina* — C. Whittall & Co. — *Mersina Agency.*

**AGENCIES:** *West Coast of Asia Minor & Crete.*

**BANKERS IN ENGLAND**

THE COMMERCIAL BANK OF SCOTLAND LIMITED-LONDON.

of benzine and that the whole village of Aghia Triatha would be destroyed. Mr. Smith, the manager of the Company in Smyrna, came up during the height of the panic and immediately restored confidence by himself leading a salvage party right into the burning buildings. About 5,000 tons of bulk oil, which was stored in tanks, were saved and the experience of this fire goes to prove that oil stored in tanks surrounded by high walls, cannot be easily burnt. In fact one would judge that it is the safest way to store petroleum.

It would be unwise to encourage trade with this district while the war lasts, but it cannot be doubted that before long there must be an improvement and in view of the fact that the United States can supply much of the requirements of this place on as good, if not better conditions than Europe, it would be wise for importers of manufactured goods to lose no time in cultivating commercial connections with the States. One is forcibly reminded of the above fact by the steady increase in the sale of American galvanized iron which was always thought a British monopoly. Some of our first class agents are now looking for connections with American manufacturers of galvanized sheets.

Though the country is now realizing good crops at good prices, there is a marked falling off in the sale of goods to the interior. This condition is probably the result of the banks having restricted their credits and unless confidence is restored there is every prospect that the coming year will be one of extreme commercial depression. The present labor unrest threatens

THE  
Standard Oil Company  
of New York

**TURKISH BRANCH**

WITH OFFICES AT

**CONSTANTINOPLE**

**SMYRNA**

**SALONICA**

IMPORTERS of PETROLEUM

WHITE ROSE BRAND

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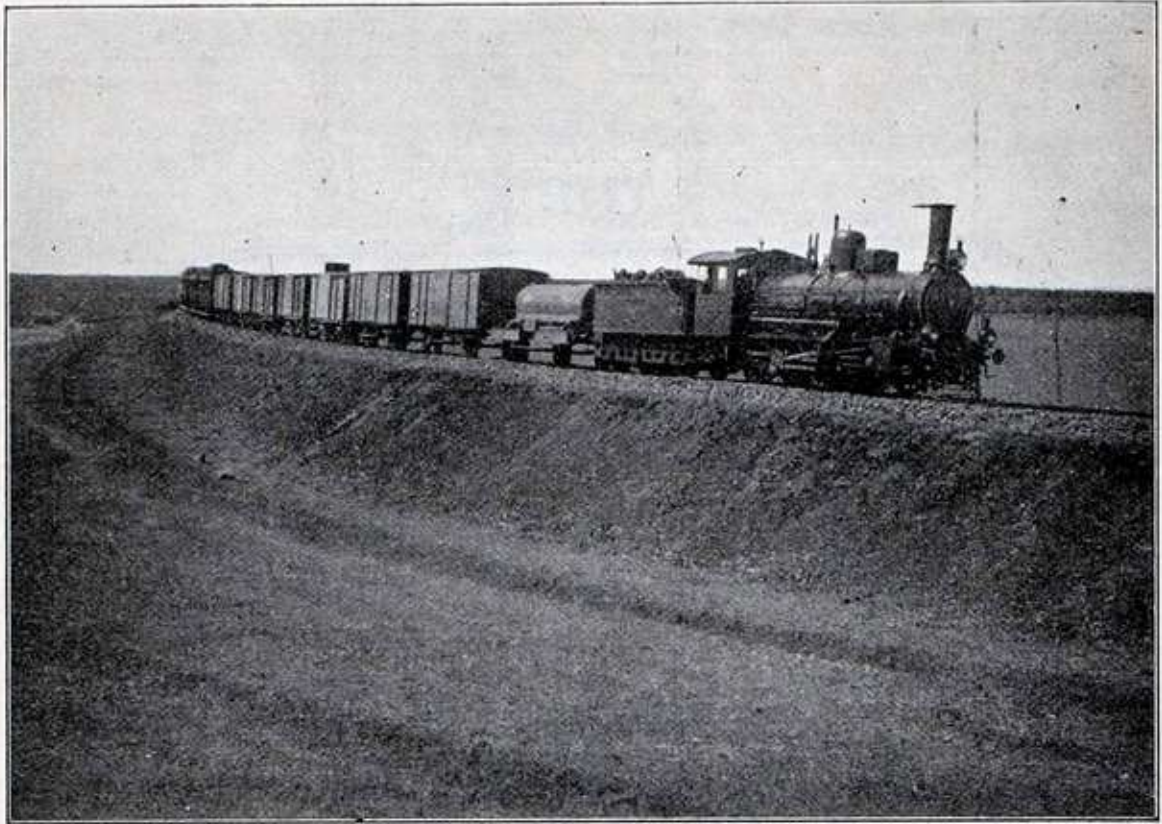
MOTOR SPIRITS

LUBRICATING OILS &

PARAFFINE WAX,

ETC.

**MAIN OFFICE : UNION HAN, GALATA,  
CONSTANTINOPLE.**



Photograph by the American Colony, Jerusalem, Palestine.

**THE FRENCH TRAIN FROM TRIPOLI, SYRIA, CARRYING  
GERMAN MATERIAL FOR THE BAGDAD ROAD.**

to extend and if the men succeed in getting all they ask for, the trade of Smyrna will be hampered by a scale of labor which will be considerably higher than what rules in most European towns. On the whole the immediate prospects cannot be considered brilliant, but, as usually the unforeseen happens, it is to be hoped that healthier conditions will soon prevail.

Respectfully submitted,

Smyrna, September 12, 1913.

J. W. WILKINSON



**Travaux d'Ecole Pratiques dans une Ville du Michigan.**

**L**es étudiants du lycée d'Ishpeming (Michigan) réparent les bâtiments de l'école pour une certaine rémunération, administrent à leur profit une ferme attenante au lycée et sont sur le point d'ériger un gymnase dans le même esprit d'intérêt pratique qui leur a déjà permis de travailler effectivement au service de toute leur communauté. Ces besognes sont faites sous la direction des légitimes autorités scolaires. Depuis 6 ans les étudiants du "Manuel Training Department" (Section du travail manuel) sont en réquisition pour la réparation de toutes les écoles publiques de la ville. Pendant un seul été, ce travail spécial rapporta \$3000 aux collégiens. Ils ont réparé des toitures, posé des planchers de ciment, bâti des murs en briques, installé des conduits et des tuyaux. Les plans du gymnase qu'ils se proposent de commencer bientôt ont été dressés par les étudiants des classes supérieures.

# ASPEGREN & CO.

Produce Exchange, New York City.

SELLING AGENTS

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Portsmouth Cotton Oil Refining Corporation,  
PORTSMOUTH, VIRGINIA.

SELLING AGENTS

for

Gulf & Valley Cotton Oil Company, Limited,  
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Producers & Refiners

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## COTTON SEED OIL.

Selling Representatives for Turkey

SARANTIS FRÈRES — Constantinople.

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“LUCY” — “ “ “  
“STELLA” — “ “ “  
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“RUBY” — Pure Salad Winter Yellow,  
“AMBRA” — “ “ “ “  
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“LA PERLA” — Choice Summer White,  
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We are the only American exporters of Cotton Seed Oil that guarantee full delivered weight at destination.

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Nestle & Anglo Swiss Condensed Milk Co., etc. etc.  
Marconi's Wireless Telegraph Co. Ltd., etc. etc.

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**Lloyd's Bank.—Banque de Salonique.**

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## Culture de l'Alfalfa aux États-Unis

(Article paru dans le bulletin de l'UNION-PAN AMERICAINE)

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Adam Moltz est un homme qui s'adonne spécialement à la culture de l'alfalfa et qui, par les méthodes qu'il emploie, réalise une somme de \$10,000 par an. Ce n'est pas un homme qui passe son temps à donner des conseils mais un simple fermier qui porte l'habit de travail, a beaucoup de confiance dans la culture de l'alfalfa, travaille énormément et se fait chaque année une grande récolte d'alfalfa qu'il vend pour \$10,000. Voilà tout. N'importe qui peut en faire autant, s'il est intelligent. Dix mille dollars par an, ainsi que tout le monde sait, n'est pas un rendement extraordinaire pour 129 hectares. Mais pour une ferme située dans l'ouest du Kansas à Deerfield, où la quantité de pluie n'atteint qu'environ 34 cm.50 par an — soit la moitié de ce qui est nécessaire — un bénéfice semblable signifie qu'on a mis tous ses soins à ce genre de culture. La ferme qu'Adam Moltz a achetée pour \$2,200, il y a dix ans, en vaut aujourd'hui \$50,000. De sorte qu'en plus de son bénéfice annuel il a fait augmenter la valeur de sa ferme à raison de plus de \$4,000 par an.

C'est en 1902 qu'Adam Moltz s'est rendu compte qu'il fallait suppléer à la récolte de blé qui souvent venait de manquer par suite de sécheresses. Il essaya alors la culture de l'alfalfa, qui a bien réussi. Actuellement il a 100 hectaresensemencés en alfalfa et il augmente cette superficie chaque année,

ne réservant qu'une étendue de terrain assez grande pour un verger et une autre suffisante pour la consacrer au pâturage.

La petite cabane qu'il habitait il y a dix ans a été remplacée par une grande maison ayant tout le confort moderne, et l'année dernière il a fait construire une grande écurie en blocs de ciment ayant 16 mètres 50 sur 31 mètres pour abriter 50 chevaux percherons.

Secondé par ses confrères, Adam Moltz a prolongé un fossé près de sa ferme pour pouvoir irriguer son alfalfa, de sorte que les sécheresses ne l'inquiètent plus maintenant. L'eau que l'on a détournée de la Rivière Arkansas, à environ 32 kilomètres de distance, ne lui manque jamais. Pour le plantage de l'alfalfa, Moltz se sert d'un système qu'il a inventé lui-même et dont l'expérience a démontré la valeur. Au moment des semences, on fait un mélange d'orge et d'avoine avec l'alfalfa pour en soutenir la croissance. Si c'est de l'avoine que l'on emploie on en mêle un boisseau et demi (0 hl. 52) à l'acre (0 ha. 404), et si c'est de l'orge on en mêle 1 boisseau à l'acre. Après avoir bien préparé le terrain on l'ensemence en avoine ou en orge au printemps et ensuite on l'ensemence en alfalfa en sens inverse, se servant d'environ 20 livres de bonnes graines par acre. On récolte l'avoine ou l'orge en juillet. On coupe le chaume à ras de terre et ensuite on râtisse et brûle la tige. Moltz affirme qu'il faut enlever la paille, car elle a des tendances à chauffer le jeune alfalfa. Plus tard on coupe l'alfalfa un peu pour aller au développement de ses racines.

En général, on ne fait qu'une récolte par an, la seconde servant de pâturage

# IHMSEN & CO.

**Merchants & Agents**

**STAMBOUL - CONSTANTINOPLE.**

**Established in 1841**

*Telegraphic Address: "IMSENCO", CONSTANTINOPLE.*

**Exporters of Otto of Roses,**

**Opium, Gum Tragacanth,**

**Carpets and Rugs, Wool,**

**Mohair, Furs, Skins.**

à l'automne. Une tonne (907 kilos 184, d'alfalfa rapporte de \$9 à \$15. On réalise ainsi un bénéfice en vendant la graine. En somme, son revenu annuel est de \$8,000 à \$10,000.

L'année qui vient de s'écouler a été très favorable à la culture de l'alfalfa dans le Kansas, état où l'on se livre à cette culture sur une plus grande échelle que dans tout autre. Il y avait plus d'un million d'acres en culture cette année.

Il est probable que la récolte d'Adam Moltz battra tous les records. Dans l'est de l'état où l'irrigation n'est pas nécessaire, les récoltes dépassent toutes celles des années précédentes. Un agriculteur du comté de Barber a récolté 68 tonnes dans 40 acres, au premier fauchage, ce qui lui a rapporté plus de \$600, et avant la fin de la saison il aura moissonné trois autres récoltes.

Un cultivateur du Comté Reno a réalisé \$2,500 sur 135 acres à la première moisson. La première récolte d'un agriculteur de Coyville, qui avait consacré 50 acres à cette culture, lui a valu \$750. On a exposé une plante qui avait 4 pieds de hauteur et qui se composait de 132 pailles.



## Industrial Development in Haifa.

(Consular Agent Theo. J. Struve, Haifa.)

**T**HE Hedjaz Railway Co. is constructing a branch line to Jerusalem. From Afouleh to Djenin the line was completed toward the end of December, and will start with three trains a week from Haifa to Djenin. From Djenin a carriage road was built to Nablus, so that that city can now easily be reached from Haifa in one day. The branch line Haifa—Acca is completed, except two bridges, for which the iron parts have not yet arrived. Also a branch line from Dera to Besra (about 25 miles) was completed, so that the Druses of Djebel-el-Druz can come to Haifa in one day.

An English concern has made preparations to drill for petroleum in the Tarmuk valley. The Jewish colonization in the district of Tiberias will help much to develop Haifa, as these colonists employ agricultural machinery. In the interior vast districts are still uncultivated, and if the emigration of the Turkish subjects keeps on these emigrants will surely be replaced by immigrants (probably Jews), as the soil is very fertile and is plentiful.

The plains of Esdraelon and Besan are now to a great extent flooded, as the canals of the old Romans are destroyed. With but little expense that region can be turned into fertile gardens.

### Qu'avez-vous à Offrir pour le Marché Américain?

Je suis très bien placé sur notre marché et peux vous donner la meilleure satisfaction.

Je suis prêt à recevoir des échantillons avec tous les détails y relatifs (commission et mode de paiement, etc.)

De fortes références sur demande.

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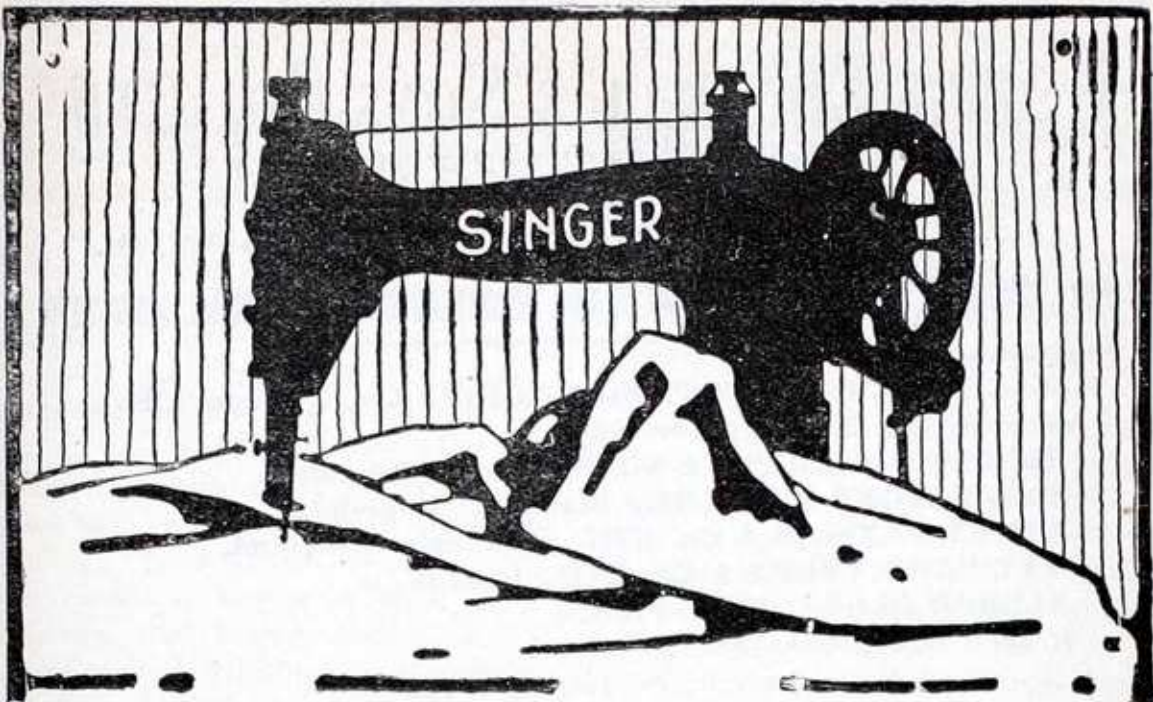
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BRITISH FIRM, Established 1864.

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IRON, HARDWARE, MACHINERY MERCHANTS AND IMPORTERS OF AGRICULTURAL MACHINERY

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CHISNELL, CONSTANTINOPLE

BANKERS:

IMPERIAL OTTOMAN BANK

## Le Commerce Extérieur des Etats-Unis en 1912-13.

LE Secrétaire de Commerce Redfield dans son rapport du 18 Juillet annonce que les importations totales des Etats-Unis pendant l'année financière de 1913 se chiffèrent à quelque \$260,000,000 de plus que l'année précédente; et que la valeur totale de nos exportations excède d'un peu cette somme.

Le Secrétaire a communiqué l'exposé suivant:—

Les statistiques du commerce extérieur des Etats-Unis pendant l'année financière 1913 viennent d'être achevées par le Bureau du Commerce Extérieur et Intérieur, Ministère du Commerce, et montrent que les importations totales étaient de \$1,812,621,160 contre \$1,653,264,934

pendant l'année financière 1912; exportations totales \$2,465,761,910 contre \$2,204,322,409 en 1912. L'excédent des exportations sur les importations fut de \$653,140,750. Les importations soumises aux droits de douane, ainsi que celles jouissant du libre échange montrent des chiffres bien plus élevés que ceux des années précédentes, et les chiffres des exportations intérieures et extérieures sont encore plus considérables qu'autrefois.

Le total du commerce étranger pour l'année —\$4,272,383,070— comparé avec les \$6,857,587,343 de l'année précédente nous montre un surcroît de \$420,795,727 réparti ainsi:— \$159,356,216 en importations et \$261,439,501 en exportations.



**The Pistachio Market of Aintab.**—  
Whereas the former, crop was estimated at

8,000 kantars (2,500 tons), the present crop, it is thought, will hardly reach 1/8 of that figure,

The exportation of the 1912 crop reached approximatively 5,000 kantars, despite the fact that the Balkan States, which every year import large quantities, failed to order on account of the war.

The stock left over from last year of 3,000 kantars together with the produce of the present year of 1,000 will be sold very quickly despite the high prices, on account of the probable orders from the Balkans, to which the importation increases from year to year, as is also the case of the United States.

Our market is very quiet these days, and prices after having attained 42 1/2 piasters per rotl, fell as low as 40 piasters. We believe, however, that as soon as the new crop arrives on the market, prices will remain steady.

Respectfully submitted,

CHARLES OBÉGI.

Aintab, Sept. 3, 1913.

## Compétition de Moteurs pour Agriculture en Roumanie.

(M. John B. Jackson, ministre des Etats-Unis à Bucarest,  
le 4 juin 1913).

UNE compétition de moteurs pour machines agricoles, dans laquelle prirent part de nombreuses maisons allemandes, françaises et américaines, eut lieu la semaine dernière sous les auspices du "Sindicat Agricole" de la Galomitza, à Ciulnitza. La coupe d'honneur fut accordée à la firme "Lanz" de Mannheim, Allemagne, décernée "Hors Concours." Cependant les deux médailles d'or revinrent à des fabriques Américaines — celle de "Big Four" (Emerson-Brantingham Implement Company) et celle du Pioneer-Lascelles — ainsi que les 3 médailles d'argent.

De nouvelles épreuves internationales, d'une nature semblable, auront lieu en automne sous le patronage de la Société Nationale d'Agriculture.

# DEUTSCHE ORIENTBANK A.G.

SOCIÉTÉ ANONYME ALLEMANDE

au CAPITAL de Mk. 32,000,000 (Francs 40,000,000.)

Fondée par

Dresdner Bank, A. Schaaffhausen'scher Bankverein  
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BERLIN, HAMBOURG, CONSTANTINOPLE, ANDRINOPLE,  
DÉDÉAGHATCH, BROUSSE, MERSINE, ADANA, ALEP, ALEXANDRIE,  
LE CAIRE, MINIEH, MANSOURAH,  
TANTAH, BENI-SOUËF, TANGER, CASABLANCA.

Toutes affaires de Banque. — Caisse d'Epargne à 3 1/2 %.

## Machinery in Syria.

As a result of inquiries made among importers the values of machinery imported through Beirut has been placed at \$10,000 in 1911 and \$8,820 in 1912. Of these imports Great Britain furnished 25 per cent; Germany, 20 per cent; the United States, 19 per cent; Austria, 12 per cent; France, 7 per cent; and Egypt, 6 per cent. The imports of steam, oil, and gas engines and motors were valued at \$86,480 in 1911 and \$76,360 in 1912, of which Great Britain supplied 47 per cent; Germany, 25 per cent; France, 9 per cent; Belgium,  $7\frac{1}{2}$  per cent; and the United States 2 per cent. Locomotives and railway equipment to the extent of \$51,880 were imported in 1911 and \$45,816 in 1912, Germany furnishing 82 per cent of the total; Belgium, 10 per cent; Great Britain, 6 per cent; and France, 2 per cent. The imports of dynamos and electrical supplies were valued at \$85,000 in 1911 and \$105,000 in 1912, 45 per cent coming from Germany, 20 per cent from Austria, 11 per cent from Belgium, 9 per cent from Great Britain, and 8 per cent from France. The value of ice plants imported in 1911 was \$8,000, and in 1912, \$12,000, 75 per cent coming from Belgium and 15 per cent from France. The imports of pumps were valued at \$7,400 in 1911 and \$5,300 in 1912, 22 per cent coming from Germany, 20 per cent from Great Britain, and 20 per cent from the United States.

The decrease in imports of machinery is not at all in accord with the tendency of the country, but is entirely due to the conditions created by the succession of wars and the heavy financial burdens thereby imposed on the people.

The market for petroleum motors, pumps, milling plants, and agricultural machinery is bound to offer magnificent opportunities as soon as conditions improve. It must be borne in mind, however, that the Syrian as a rule has no knowledge of machinery and little mechanical ability. He requires a machine solidly constructed and easy to repair. For repairs he is obliged to apply to the principal dealers, who usually employ one or more foreign machinists (English, German or Italian), who are naturally most familiar with the machinery manufactured in their respective countries.

It is hoped that the American University at Beirut (Syrian Protestant College) will soon supply a long-felt want in this country and open a school for mechanical engineering.

In considering the general question of the expansion of American trade in machinery a point that can not be ignored is the difficulty of dealing on a strictly cash basis. It is suggested that the system successfully adopted by one of the principal importers might be followed with advantage. Under this system a substantial part payment in cash is required, the remainder to be paid in installments, it being stipulated, however, that the machine remain the property of the seller until full payment is made.— Consul F. Willoughby Smith in *Daily Consular and Trade Reports*.

### E. D. CHAMARAKIS, RETHYMNO, CRETE.

Head Office at RETHYMNO; Branches at CANEA & CANDIA.

EXPORTATION of all Cretan Products: Valonea, Carobs, Almonds, Limes, etc.

Manufacturer & Exporter of Pure Candia Olive Oil and Olive Oil Products.

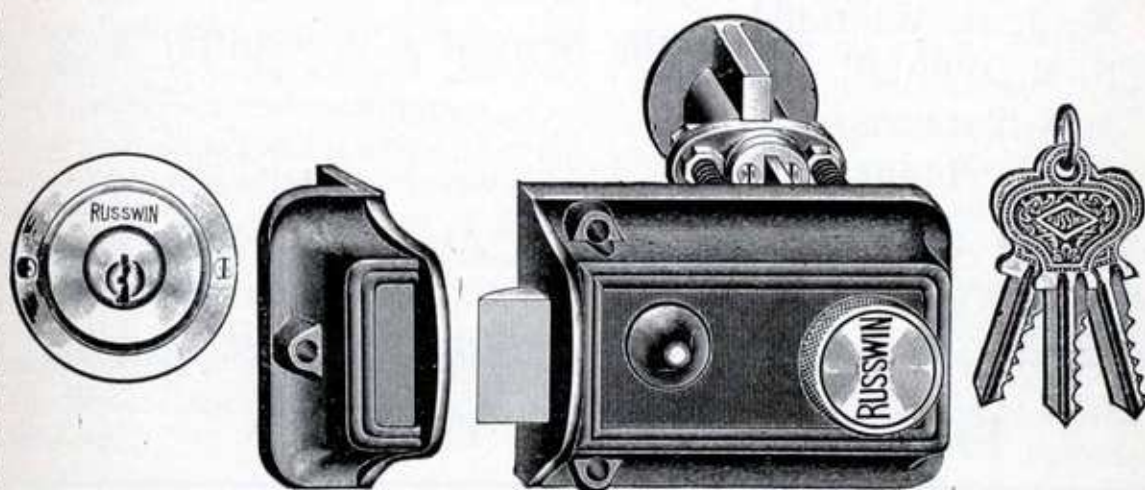
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# RUSSWIN

La nouvelle serrure de la Marque "UNIT"



La serrure de la marque "RUSSWIN UNIT" est complète en elle-même sans pièces détachées ayant le cylindre attaché d'une manière permanente au palastre, et l'ajustement se fait **instantanément** en tournant quatre petits écrous.

Cette serrure plaira à vos clients tout de suite, à cause de la facilité de son application, et ses qualités lui assureront une vente facile.

Ne négligez point d'examiner avec soin la sagesse d'ajouter cette serrure à votre stock. On pourra voir des échantillons et obtenir d'autres renseignements et des prix par E. H. Mill, Kutchuk Millet Han, Galata, Constantinople.

**RUSSELL & ERWIN MFG. CO.,**

94 Lafayette Street, New York City,

N. Y., Etats-Unis d'Amérique

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## CONSTANTINOPLE

Telegraphic Address: "OSCO"

### DIRECTORS:

W. J. H. Whittall }  
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Dealers in every description of Airdried, and Drysalted Goatskins, Kidskins, Sheepskins, Lambskins, Hareskins, Mohair Goatskins, Salted Roans, Furskins, Basils, Dog Puer, etc., etc.

Pickling Factory at Yédikoulé.

### † George W. Sheldon †

**G**EORGE W. Sheldon, President of G. W. Sheldon & Co. of Chicago, died in England July 12, 66 years of age. He was President of THE NATIONAL BUSINESS LEAGUE OF AMERICA and i. a. honorary member of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT.

The deceased was a self-made man. The only education he received while young — it was out in Fillmore Co., Minnesota, in the days of the Indians — was in a log school house, the term being limited to three winter months, and he was able to attend only infrequently as the strenuous life of the frontier made education a secondary matter with the settlers of that period.

After serving with credit in the Civil War, he became for a while

school teacher in Minnesota, later on working in a saw-mill at Chippewa Falls, Wisconsin, and then, in 1868, he located in Chicago, first as a clerk and in 1872 as a Custom House broker. Export forwarding was a logical development of the facilities which had been organized for handling import business. In 1905, G. W. Sheldon & Co., became a corporation, under the laws of Illinois, with \$200,000 paid up capital, and in due course a complete, modern business was built up.

Mr. Sheldon, in recent years, was able to realize plans which made him independent of the routine work of the company, and gave his time almost entirely to broad plans for the development of foreign connections, and to public service.

Mr. Sheldon, for fifteen years, was an active director of THE NATIONAL

BUSINESS LEAGUE OF AMERICA, and served as its President for several years, until his death. The improvement of the consular service was one of his many far-seeing plans for the development of American foreign trade. Under his direction the National Business League promoted the consular reform legislation at Washington which has made so marked improvement in the service.

In 1907 Mr. Sheldon was elected Vice-President of the CHICAGO ASSOCIATION OF COMMERCE and chairman of the foreign trade committee.

He promoted and carried through the plan for sending a trade representative of the Association to South America, this work having proved so successful that it was carried forward a step the past year by establishing a permanent exhibition in Buenos Aires of goods made in Chicago.

He also served as chairman of the foreign trade committee of the ILLINOIS MANUFACTURERS' ASSOCIATION, and was active in promoting the foreign policy of that and other organizations with which he was identified. He held memberships in the Union League, Mid-day, Chicago, Chicago Athletic and Chicago Automobile clubs, the Glen View Golf Club, and the Germania Männerchor.

"Chicago Commerce" said of Mr. Sheldon on his death: "His large experience, technical and general, made him a valued adviser, while his strength of character fortified him for constructive work as business man and citizen. His outlook and work were international."

The Board of Directors of THE NATIONAL BUSINESS LEAGUE OF AMERICA adopted the following memorial:

George W. Sheldon, the beloved and

Established in 1890

# A. G. ARSEN & Co.

CONSTANTINOPLE, TURKEY.

Cable Address: "ARSEN", CONSTANTINOPLE.

GENERAL EXPORT MERCHANTS & COMMISSION AGENTS

## SPECIALITIES:—

SHEEPS' WOOL, MOHAIR, SKINS, SAUSAGE CASINGS,  
MALTING BARLEY, BASILS, FUR SKINS,  
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REPRESENTATIVES OF FIRST CLASS HOUSES

In ENGLAND and In the U. S. of AMERICA.

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London County & Westminster Bank, Ltd., London.

# PARSEGH G. ESSEFIAN

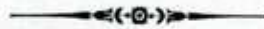
Import and Export Merchant  
**CONSTANTINOPLE—LONDON**

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**Established 1892**  
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**Telegraphic Address: "ESSEFIAN CONSTANTINOPLE"**

*Wholesale Exporter of*

GUM TRAGACANTH, GOAT SKINS  
 SHEEP CASINGS, OPIUM, WOOL



**BANKERS**  
**Imperial Ottoman Bank**

honored president of THE NATIONAL BUSINESS LEAGUE OF AMERICA, has passed beyond, and therefore this board of directors, in conference assembled, express their deep sense of the loss of the guiding spirit of the varied activities of the league.

George W. Sheldon was a broad-minded, philanthropic, public-spirited business man of national and international reputation. He was rugged, honest and fearless, with the courage of his convictions, always speaking directly, forcibly and tersely as he believed. He detested the shifty eye and evasive reply. These sterling qualities made him a potent factor in the many important movements for municipal, state and national advancement in which he participated.

He was an American citizen in the fullest sense of the term, and his passing is a distinct loss to his country and to his legion of friends in this and other lands.

To his family, upon whom the bereavement most heavily falls, this board of directors extend their sincere condolence,

At its last quarterly meeting, September 24, 1913, the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT unanimously passed a resolution in which it associated itself with the NATIONAL BUSINESS LEAGUE OF AMERICA in mourning the loss of this distinguished citizen.



**University at Jerusalem.** — At the 11th Zionist Congress held at Vienna, Sept. 2-5, the founding of a university at Jerusalem, to which reference was made in the June issue of LEVANT TRADE REVIEW was decided upon, and a sufficient sum subscribed to insure the success of the undertaking.



The Ottoman Minister of Commerce and Agriculture is preparing a law for Egyptian cotton-growing in Syria.



## Notes from Servia.

**State Monopolies in New Servia.**  
— According to a recent decision of the Council of Ministers regarding the introduction of new laws and regulations for the State monopolies of tobacco, salt, petroleum, matches, cigarette paper and alcohol in the newly acquired territories, the Servian monopoly bureau has made the following regulations:

1. The importation of articles controlled elsewhere by monopolies is prohibited.
2. The importation of petroleum together with such products as benzine, etc., which are distilled from petroleum is only permitted with the express permission of the Monopoly Bureau.
3. Articles sold through the Monopoly are freed from the duty and war-tax heretofore levied, upon their entrance into the newly acquired territories.
4. Tobacco grown in New Servia may not be sold and consumed in the country, but can only be sold for export purposes.

5. Alcohol manufacture out of materials containing starch, and out of molasses is prohibited, also the production of raki (brandy) from bread, millet, wheat, maize, potatoes, turnips and other garbage. The manufacture of alcohol is permitted only from fruits such as plums, apples, etc.

**Free Port on the Danube.** — The plan for a harbor at Prachovo on the Eastern Danube border, to cost several millions and which had been talked of before the outbreak of the Balkan War is nearing realization. According to this plan, for the carrying out of which German, French and Russian capital has been already secured, the Danube is to be crossed by a railway bridge at this point. This railway which is to be built, and which at the above mentioned point will connect with the Roumanian State Railways, is to run to Ueskueb and the Albanian frontier, but as this latter question has not yet been definitely settled, nothing definite can as yet be stated. In the way mentioned Servia will not only obtain an opening on the Aegean Sea, but will also open up large

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tracts of territory for exportation purposes. It is planned to make Prachovo a free port and large grain depots will be built. The total cost is estimated at from 16 to 40 million francs.



It is reported from Genoa under date of July 14: Two cargoes of American coal have arrived, including the one of George's Creek for delivery; notwithstanding the small found in the coal it gives satisfaction to the consumers; the same exporting company has another steamer of large tonnage loading. She will be followed by others as well as steamers from other importers, who are offering on the basis of 23s. c. i. f. Genoa, Savona, Spezia, Leghorn and 24s. Venice.

(From SHIPPING ILLUSTRATED, August 2, 1913)

Many of us make the serious mistake of grouping all foreigners as unsafe people to receive credit and of writing rather curt letters that cash with order or against documents are our sole export terms. Cash against documents is preferred by many buyers as well as sellers, but it is a pity to lose valuable orders from strong houses because a provincial habit keeps us from doing what our competitors do.— William C. Redfield.



### **Muslim University for Medina.**

The Ottoman Government has decided to establish a Muslim University in Medina, which is to bear the name Dar-ül-Funun-i-Islam. A yearly credit of Ltq. 10,000 is to be opened for this purpose.

## A German-Turkish Academy of Commerce and Technology.

(From the DEUTSCHE LEVANTE ZEITUNG)

**T**HE project of a German-Turkish Academy for Commerce and Science is rapidly nearing its realization. This step will be preceded by the establishment of German-Turkish middle schools of a preparatory character, the first of which is to be opened in Stamboul, Constantinople, early in September. This early date was chosen for the reason that it seemed absolutely necessary to begin already this fall with the organization of such a preparatory school to all persons whose opinion had been asked, official as well as inofficial — all of whom are well versed in prevailing conditions. The organization committee for the establishment of a German-Turkish academy under the honorary presidency of Baron von der Goltz (and in which the German Foreign Office is also represented by its school inspector, Prof. Franz Schmidt) immediately went to work to set

up estimates and other preliminary details for the proposed school, which are now available in finished form. The plans will be sent with a circular letter to all persons who have heretofore supported the idea of a Turkish-German Academy. A large number of influential persons in academic, scientific, political, commercial and industrial circles have already promised their support.

Beside the above mentioned, already several other members and representatives of various German societies now working in Turkish Asia, are members of the above committee, among others the Deutsche Orient-Gesellschaft, the Deutsche Asiatische Gesellschaft, das Deutsche Vorderasienkommittee, das Deutsche Bagdadkommittee für Humanitätszwecke and the Deutsch-Türkische Studienkommission. A committee has also been formed in Constantinople, which, in cooperation with the German committee — will finish the necessary preliminary work. The Turkish Ministry of Public Instruction is supporting the committee.

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## Diplomatic and Consular Appointments.

**I**N the Levant the following appointments have been made by President Wilson:

Henry Morgenthau of New York, has been appointed Ambassador to Turkey.

Charles J. Vopicka of Chicago, has been appointed Minister to the Balkan States.

Olney Arnold of Rhode Island, has been appointed Diplomatic Agent and Consul-General in Cairo.

In the Consular Service, Mr. William Coffin has been promoted from Consul at Jerusalem to Consul-General at Budapest, Mr. Walter H. Schulz from Consul at Aden to Consul at Nantes, Mr. F. Willoughby Smith from Vice Consul-General at Beirut to Consul at Aden.

On the same day when the above promotions were made, a number of other consular officers were advanced or transferred in the service. Among them was Mr. Lucien Memminger who was promoted from Vice Consul-General in Paris to Consul at Rouen. Mr. Memminger as Vice Consul-General in Charge at Smyrna rendered highly important services to the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT in the early days of its existence. He will always be gratefully remembered by it.

Mr. Coffin has proved a loyal and most valuable friend of our Chamber.

Mr. Schulz before his promotion was endeavoring to organize a Red Sea Branch of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT.

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In Mr. F. Willoughby Smith, this Chamber has had an efficient champion. We would take this opportunity to extend to Messrs. Coffin, Schulz, Memminger and Willoughby Smith our heartfelt congratulations as well as our best wishes for their further advancement.

In the present relation, the following editorial in THE NATION'S BUSINESS, published by the Chamber of Commerce for the United States of America is of interest :

During the First Meeting of this Chamber a resolution was passed relative to the efficiency of the consular service and the propriety of promotions within the service because of efficiency. The attitude of President Taft was at that time praised. At the meeting of the Board of Directors in San Francisco, July 14, the action of President Wilson in deciding to continue the merit system in the consular service was cordially praised in the following resolution :

Resolved : That the Board of Directors of the Chamber of Commerce of the United States, view with great favor and heartily commend the recent action of the President of the United States in continuing the executive order heretofore in effect, making merit and service the basis of admission and promotion in the Consular Service of the United States.

It is now our pleasure to make generally known the fact that President Wilson has transmitted to Congress a list of Consular promotions, including the shifting of Consul-General Thackara from Berlin to Paris. Every one of these promotions has been based upon the merit system and must therefore prove peculiarly gratifying to the business forces of America.

## Exportations de Philadelphie.

LES exportations du port de Philadelphie pendant les premiers huit mois de l'année courante montrent une supériorité de presque \$5,000,000 sur les exportations des mêmes mois en 1912. L'augmentation des importations est de \$790,000. Le mois d'Aôut récemment écoulé dénote un gain de \$627,502 en exportations et une perte de \$439,528 en importations. La totalité des affaires du port pour le mois entier fut de \$13,492,342 en regard de \$13,304,368, le profit de \$187,974 étant dû aux importations diminuées.

Le résultat du mouvement d'affaires étrangères et domestiques se chiffre, pour les mois de 1913, à \$113,075,045, tandis que celui des mêmes 8 mois de 1912 atteignait une source de \$107,450,026. La différence, favorable pour 1913, est donc de \$5,617,019. Les totaux pour ces deux périodes sont comme suit :

|                        | 1913         | 1912         |
|------------------------|--------------|--------------|
| Exportations. . . . .  | \$49,826,419 | \$44,999,543 |
| Importations . . . . . | \$63,248,626 | \$62,438,481 |

Les importations pour les 8 mois ci-dessus mentionnés surpassèrent les exportations de \$13,422,207. Le surplus l'année dernière fut de \$17,458,936. Ce progrès dans le commerce du port est dû, selon les observateurs compétents qui étudient les conditions industrielles, à l'espérance qu'on entretient d'une réduction prochaine des droits de douane et d'une augmentation de marchandises importées.

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|                                                   |                                                              |                                                           |                                                 |
|---------------------------------------------------|--------------------------------------------------------------|-----------------------------------------------------------|-------------------------------------------------|
| PERA BRANCH,<br>12, Tépé Bachi.<br>(Estab. 1900.) | KADIKEUI BRANCH,<br>21, Muhurdar Djadessi.<br>(Estab. 1905.) | STAMBOUL BRANCH,<br>15, Rue Eski Zaptié.<br>(Estab. 1907) | BOOK BRANCH,<br>9, Tunnel Han.<br>(Estab. 1909) |
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*Sirkedji, Angora Han, Constantinople.*

## Pink Boll Worm of Cotton.

YOU are informed by the American Consulate-General at Constantinople that by order of the Department of Agriculture in Washington the importation into the United States of cotton seed of all species and varieties and cotton seed hulls from any foreign country and locality, excepting only the locality of the Imperial Valley in the State of Lower California in Mexico, has been prohibited. This action has been taken in order to prevent the introduction into the United States of the Pink Boll Worm.

## Crop Report from Crete

**T**he Olive Oil Crop is calculated at about 25,000,000 kilos, that is, about three quarters of a good

harvest. The stock left over from last year is small, amounting to about 2,000 barrels. Prices are still high owing to the continual demand, but the market will be firmer later on, when other olive-oil-producing countries are in a position to export, as Candia merchants will be in a position to export in November. This year's quality is very good, and acid oils will, in all probability, be very scarce.

**Valonea.**— The harvest is exceedingly small and the prices dull.

**Carobs.**— The crop has been moderate, but prices high, owing to the continual demand from Roumania and Russia, to which countries they are exported in sacs for alimentary purposes. Cyprus produces this commodity at a more favorable price than Crete, but the quality is far inferior.

**Almonds.**— The harvest is very scant, and prices very high. This year's crop is estimated at but about 8,000 oke. Recently quotations were made at 3½ Francs per oke.

**Import Trade.**— The import business has been under the average this year as a result of the war, but it is expected that as soon as peace is definitively signed, a great impetus will be given to the importation of manufactured articles throughout the island.

Respectfully submitted,

E. D. CHAMARAKIS.

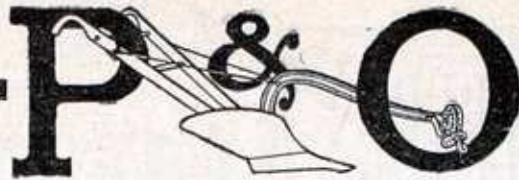
Rethymno, Crete, October 10, 1913.

## La Houille Américaine dans le Levant.

On nous mande de Gènes le 22 Septembre :

**D**EUX ou trois cargaisons de houille Américaine viennent d'arriver. Une partie de ces chargements fut prise par les soutes à charbon, l'autre se vend actuellement aux consommateurs à des prix qui soutiennent favorablement la comparaison avec le charbon de Newport.





# LIGHT DRAFT PLOWS

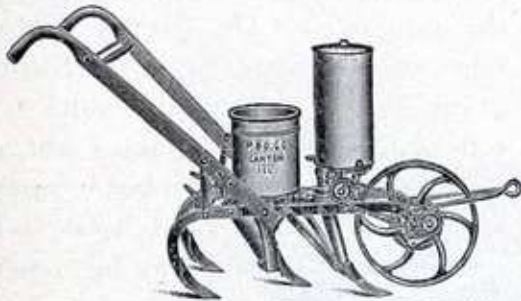
HARROWS, PLANTERS, CULTIVATORS, ETC.



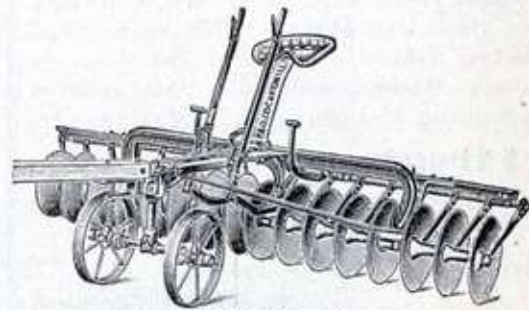
Five-Tooth One-Horse Cultivator.



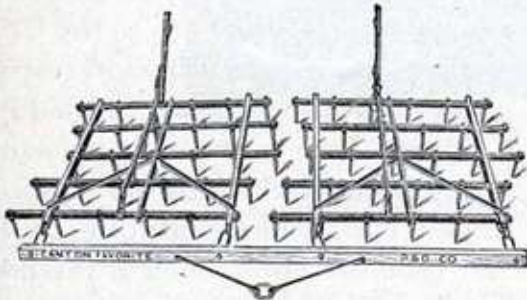
Walking Plow.



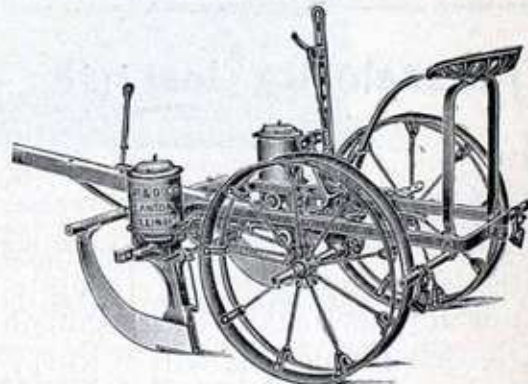
No. 1 Cotton and Corn Planter with Fertilizer Attachment.



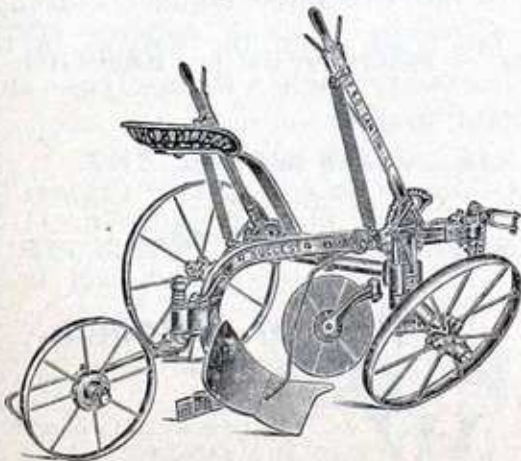
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## **Thessalonica Institute.**

**I**N No. 1, Vol. 1, of LEVANT TRADE REVIEW appeared a most interesting article on the Thessalonica Agricultural and Industrial Institute. It now appears that this establishment has received under the will of Reverend Leander Trowbridge Chamberlain, who recently died at Pasadena, California, the sum of \$100,000 and the residuary estate.

This bequest was made in the name of his late wife, Mrs. Frances Lea Chamberlain who left this fortune to him, thus perpetuating her memory through an institution in which she had always showed interest. He said that he made this bequest because he thought that the institution was destined in time to become a "commanding source of Christian influence in all that part of the near Orient".

Rev. Mr. Chamberlain was a noted theologian and former assistant paymaster of the United States Navy. He had been influential in the organization of the Thessalonica Institute and had already bestowed upon it much service and money. The Institute, which is connected with the American Board, does much toward solving the practical needs of the country. Besides farming, woodcarving and silk-culture are taught, and other industries which open up ways for the pupils to earn a good livelihood. Founded in 1904, under the guidance of Dr. Henry J. House, who acts as president in addition to other heavy missionary duties, the school has become a factor not only for industrial education but in opening up a small theological school, whose students earn their way by teaching different trades in the Institute. That the work is endorsed by manufacturers and captains of industry in the United States is shown by the interest such concerns as the Syracuse Chilled Plow Company take in the work by sending farming implements to the school as gifts. The munificent gift of Rev. Mr. Chamberlain comes in the nature of a merited reward to Dr. House and to the Institute, which is doing so much to teach the natives of these parts to help themselves, and it will greatly increase the scope and efficiency of the work.



## **Port of Salonica.**

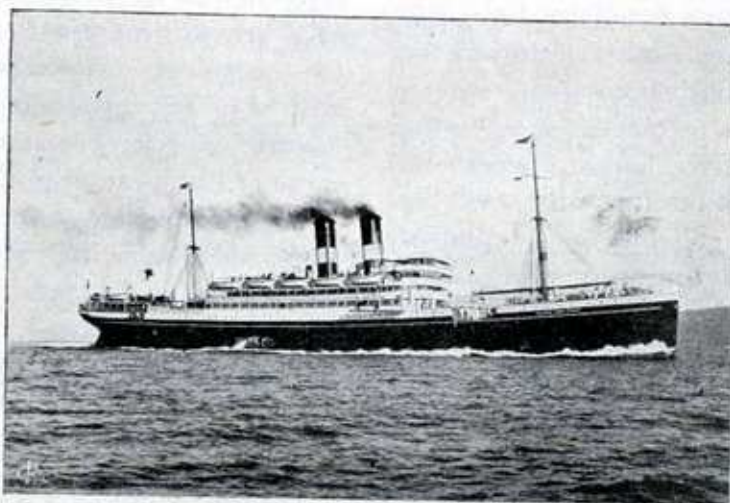
**W**HEN the Greeks obtained definite possession of the city of Salonica the Greek Government made known its intention of making the harbor a free port, and likewise to extend its

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**THEO. N. CURMUSI**  
 GENERAL AGENT FOR CONSTANTINOPLE.

limits and improve its accomodation. To that end it entrusted an official in the Prussian Ministry of Public Works with the task of drawing up a plan for carrying out the scheme. This official has now sent in his report and his plan. One feature of the plan is that a large "free zone" should be constituted, enclosed with a wall, and provided at the entrances with Customs offices. This free zone will probably include the quarter of the city in which the great banks are situated. No industries on a large scale and working up raw materials are to be tolerated in this zone, but other industrial undertakings, such as iron foundries, breweries, spinning mills, and leather factories, and any fresh industrial innovation, will be allowed within its precincts. It is further intended that the free harbor, which will be connected with the free zone, will not simply be made suitable for present-day requirements, but equipped with a view to a future extention of its traffic. Locally it is taken for granted that after these improvements Salonica will become the most important transshipment port not only for passenger and postal traffic between Europe and the Near East, but also with the Far East, seeing that it is situated in closer proximity to the principal lines of traffic than, for example, Trieste. How much time will be required to carry out the contemplated improvements depends, of course, upon the means at the disposal of Salonica's new masters. —

SHIPPING ILLUSTRATED.

## Services Maritimes Américains dans le Levant.

LE vaisseau RIVER ARAXES, que la AMERICA-LEVANT LINE vient d'ajouter à la flotte desservant New York, Philadelphia et les ports du Levant, faisant escale à Barcelone et au Pirée, accomplira son premier voyage de New York le 10 Novembre, cargaison pour Smyrne, Constantinople et les ports de la Mer Noire.

## Why not the Levant?

YOU read in a New York newspaper the following:

A world tour in the interest of trade expansion will start from this city next month, when representatives of sixty manufacturing establishments in the United States, a large number of them from New York, Philadelphia and cities East and West, will carry American goods around the world in an effort to introduce goods direct from the manufacturer.


This does not mean that there will be sixty men in the party, but a party of ten salesmen will represent all the interests in the organized expedition, whose object will be to put goods of American manufacture on a fair competitive basis with those of European origin.

The tour includes Cape Town, the first stop; then India, the Straits Settlements, Australia, New Zealand, the Phillippines, China, Japan, Hawaii, Central America, both coasts of South America and back home by way of Cuba. It is expected that the tour will last two years.

The movement was proposed by the Smithfield Export Company, of Philadelphia, and was quickly subscribed to by several New York manufacturers and those of other cities. It will be in charge of Mr. Otto Kafka, who has wide experience in the export business and is especially fitted for the work. He is organizing ten sales managers, each in charge of six lines of goods. They will carry a full line of samples.

When a foreign country is reached, the party will open quarters in the larger city and at once get in touch with the merchants and buyers of the place, learn what the people want, show the samples carried and, if these do not suit, arrange to get what they want, the same as any New York salesman going into a city in this country to dispose of his wares.

If the field looks good at each point, an agency will be opened in charge of a native of that country. He will be left to take orders on actual samples, with which he will be supplied direct from this country.



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## Silk Trade.

**T**HE semi-annual report of the Silk Association of America, covering the trading in raw silk and finished goods for the fiscal year ending June 30, 1913, includes the following review of the American silk industry:

During the months which have elapsed since our annual meeting the silk industry has passed through one of the bitterest labor struggles in its history.

The fall buying season which opened soon after the first of August was also a blank with many of the manufacturers who will not be able to furnish goods in quantities before the next spring season. The demand for broad silks and ribbons, however, is good. Never have fashions been more favorable to their extensive use. Nearly all of the new models which come from Paris are of silks and satins, the light-weight, sheer diaphanous fabrics being the most favored. It is true that all the gowns are close fitting, only requiring one half the material of the fuller gowns of former seasons, but it is a fact that the average woman possesses a larger wardrobe than formerly. She will now have three or four dresses where she formerly had only one. It is also to be particularly noted that all the different parts of woman's clothing are being made of silk to an extent probably unparalleled at any previous time. Fashions in previous years have favored silks for one garment or another, whereas now the women of fashion demand silk garments throughout.

There has also been a new outlet for silks in the development of man's wear, silk shirtings having occupied many looms recently.

As regards the fabrics most in vogue, the family of crepes continues to remain in favor, crepe meteore and crepe de chine being most in demand. The new fall silks contain a great many lines in printed fabrics in brilliant Oriental colorings, the designers having gone to the East for their inspiration. Among these silks are to be found fabrics in most gorgeous

colorings that are designed to represent Byzantine, Persian, Egyptian, Indian and Chinese effects. The decided vogue of brocades, and brocatelles still continues. Velvets also are in great demand, the manufacturers being sold up to the capacity of their production.

**Raw silk.**— A formidable array of obstacles prevented the advance in raw silk values last season that had appeared to be justified by the activity in silk articles of all descriptions, with the exception of ribbons.

The best information obtainable, indicates a shortage in the world's annual supply that must make itself felt as the season advances. However, it must be borne in mind that high prices have a tendency to cause producers to put out more silk than when the price is normal. Against this should be reckoned the exceptional popularity of silks for almost all articles of clothing, including hosiery, gloves and ribbons. Ribbons seem to have come into their own with a strong and determined stride that bids fair to demand large supplies of raw silk. Moreover, the recent strike in the silk mills and day houses, while exceedingly trying to those manufacturers who could not operate their mills, had the good effect of preventing the usual overproduction of fabrics during the spring and summer. So that there promises to be actual shortage in certain lines of goods this autumn. Consequently, silk machinery is expected to hum for the next six or seven months at least.

It has been pointed out that in recent commercial history the silk markets of the world have shown a remarkable regularity in the intervals between high prices. For instance, in 1892-1893 prices for No 1 Japan Filatures reached nearly \$6; eight years later, 1900-1901, quotations reached nearly \$5.50 and six years later, 1906-1907, large sales were made in this grade of silk at over \$5.75. The average of these intervals is seven years, and it is now just seven years since the last big advance. It is to be hoped that figures will not soar as high as they did in 1906-1907, nor will be followed by such disastrous consequences.

## Une nouvelle Cité Industrielle

LA "United States Steel Corporation" (Corporation de l'Acier des Etats-Unis) compte dépenser environ \$30,000,000 pour un nouveau matériel d'aciéries à la partie supérieure des Grands Lacs.

Le premier groupe de ces machines gigantesques sera complété dans un an. Il emploiera 3,000 ou 5,000 hommes dès le début du travail. Quand le matériel entier sera achevé, l'équipe nécessaire sera de 12,000 ouvriers, ce qui représente un surcroît de population de 60,000 hommes pour Wisconsin.

La Corporation a plus de \$700 millions engagés dans des mines et autres propriétés à une distance de cent lieues de cette colossale installation. Lorsque les machines seront en travail les industries nombreuses qui en résulteront emploieront autant d'hommes bien payés que les aciéries elles-mêmes. L'expérience en a déjà été faite à Gary, Ind. et le directeur d'usine et fabricants affirment tous qu'elle se répétera.

Les usines qui suivront probablement l'initiative de la corporation de l'Acier seront la "American Bridge Company", la "American Steel and Wire Company", la "Standard Gas Company" et la "American Locomotive Company". Elles sont un exemple des industries que les aciéries suscitent, et chacune d'elles emploie des centaines — parfois des milliers — d'ouvriers.

La "Universal Portland Cement Company" a commencé son travail avec une machinerie de \$1,000,000 nécessitant 500 hommes. Ce qui signifie un surcroît de population de 2,500 âmes.

## Evening Courses In Commerce.

Columbia Undertakes New Kind of  
Business Instruction.

COLUMBIA University, through its extensive teaching, will offer in the academic year 1913-1914, beginning September 25, evening courses in commerce, accounts and finance. The series will nominally require three years of ten hours a week each. The academic year presupposes fifteen weeks of residence in each half year, or thirty weeks for the year.

The object of these courses is to afford a sound theoretical basis, thorough preparation and so far as is possible in any school practical training for business work. The courses are designed especially for those desiring to enter upon a business career immediately after leaving high school; for these college students who wish to secure a more thorough and exact knowledge of the principles, organization and methods of the commercial, industrial and financial world than is furnished by the other departments of the university, and for those individuals already engaged in business who can satisfy the entrance requirements and who desire to secure a broader insight not only into the occupation they may already have selected, but also into those branches which may be allied therewith.

One of the objects also of this course is to prepare students thoroughly for the State examinations for the certificate of certified public accountant.

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**American  
Merchant Marine.**

ACCORDING to late advices via Paris, Mr. Oscar W. Underwood, with whose name the new Tariff Act is identified, explains the motives which led Congress to grant a discount of 5 per cent, on goods imported in American vessels. In the time of Washington, Mr. Underwood says, an American mercantile marine was built up by Congress' grant of a discount of 5 per cent, on merchandise imported in American bottoms.

Under this stimulus, American shipping became of great importance but about 1825 the United States made treaties which prevented this discrimination, and the American mercantile marine lost its prestige.

All the European nations, Mr. Underwood contends, discriminate in favor of their merchant ships, and he cites the action of the British Government in subsidizing the building of the steamships Lusitania and Mauretania.

Marine insurance, he says, has always favored British shipping, and the German railways give preferential rates on all merchandise for export in German ships.

"I believe," Mr. Underwood says, "that this clause in the Tariff Act will lead to the upbuilding of our mercantile marine, and that we shall again import a large percentage of our goods in our own bottoms. Our flag will be restored to the seas in all its supremacy, and we will become as dominant as we were in the first four decades of our history."

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SULEIMAN EFF. BUSTANI, Beirut, Syria, Ottoman Minister of Commerce and Agriculture.  
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DUDLEY BARTLETT, Philadelphia, Chief, Foreign Trade Bureau, Philadelphia Commercial Museum.

W. M. BENNEY, New York, Manager, Foreign Department, National Association of Manufacturers of the United States of America.  
B. OLNEY HOUGH, New York, Editor, "American Exporter."  
EDWARD NEVILLE VOSE, New York, Editor, "Dun's International Review".  
WILLIAM C. REDFIELD, Secretary of the Department of Commerce, Washington.



## A Heliograph in Turkey.

(HENRY H. RIGGS in THE ORIENT)

SOME years ago I was in Scutari and wanted to call a cab. On asking for a telephone I was told the nearest approach to a telephone was to tell-a-fellow, and he would call the cab. As the situation is much the same today in most parts of Turkey, perhaps THE ORIENT will find space for a description of a substitute for the long-distance telephone, which is now in use between Harpoot and the Lake, six hours away.

The substitute is a simplified form of the heliograph, and it is so easily made and operated, and so satisfactory for communicating wherever it is applicable, that I pass the idea on to my fellow-missionaries who may like to keep in touch with home when off at camp or on tour.

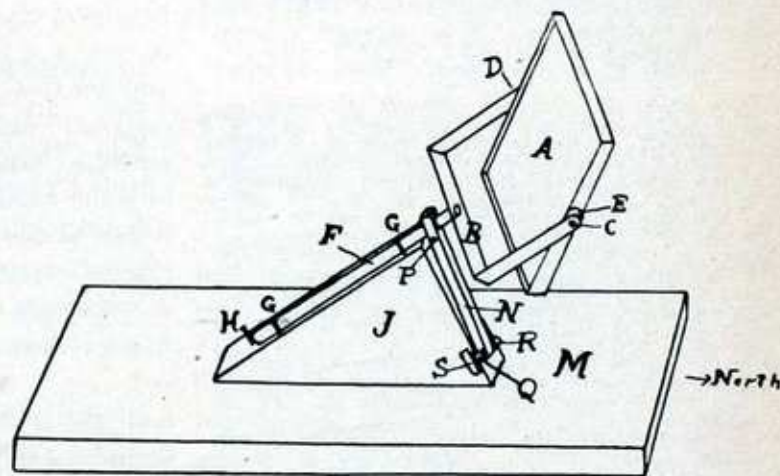
As most people know, the heliograph utilizes a beam of sunlight reflected by a mirror to convey signals to a distant point. The only condition is that the two stations should be visible to each other. In the case of our camp at the lake, it is necessary to climb a hill to reach a point where the Harpoot station can be seen. Naturally we have a prearranged time for signalling. In clear weather the flash can be seen for an almost incredible distance.

The mirror used need not be large. One a couple of inches square is abundant for a distance of fifteen miles. We have used one only an inch square though we use a five by seven inch mirror at present. But it should be a plate glass mirror, and not a cheap blown glass one, which would disperse the light.

To direct the beam exactly to the distant station is the most difficult part of heliographing. We have found, however, that it can be easily done without delicate sights. A pasteboard target is set up thirty or forty

feet away from the operator, having an aperture in its center somewhat smaller than the mirror used. This target is exactly between the mirror and the distant station, so that when one looks into the center of the mirror, the flash from the far station appears right in the center of the aperture. Then if the mirror is turned so that the spot of light reflected by it is on the target overlapping the aperture evenly on all sides, the beam is shining exactly in the direction of the distant station, and will appear there as a brilliant flash.

The mirror may be managed, after a fashion, by holding it in the hand, resting on the ground, but if the Morse alphabet is to be used, some better standard must be



used, for the motion of the sun makes it necessary to move the mirror slowly to keep the beam in the right direction. The form of support which is used here is shown in the sketch.

The mirror A swings in an iron fork, B. Two screws, C and D, passing through holes in the end of the fork, and screwed into the edge of the mirror frame, serve as pivots. If the mirror has no frame, it can be tacked or tied to a piece of board into which the screws are driven. An iron washer E between the mirror and the fork makes the mirror turn more smoothly. The screws should be fairly snug, so that the mirror will stay where it is put.

The stem of the fork is a round rod F, which turns in a bearing made by driving two staples, G, and the nail H into the edge of the triangular block J. This bear-

ing too, should be snug enough to prevent wobbling. The angle K is a right angle, and L is equal to the latitude of the place. The block J is screwed down firmly to the board M, which forms the base. This is always set, in use, north and south, so that the rod F is in line with the axis of the earth. Thus after the mirror has once been set, the motion of the earth can be counteracted by slowly moving the mirror toward the west around this one axis.

In order to turn the apparatus slowly and steadily around this axis F, a bar, N, of wood, is bored at one end to fit over the rod. This end is split with a saw, and screw P, driven through it across the split, makes it possible to clamp the bar on the rod as tightly as desired. Through the other end of the bar N is passed a long wood-screw Q, whose point bears against a little plate of metal R which is fastened to the block J, and projects from it. A strip of thick sheet metal S is driven edgewise into the slot of the screw Q, to serve as a handle to turn it by. When the mirror is first set, the rod F turns in the hole in the bar N till it is at the proper angle to reflect the sun's rays, the point of the screw Q being held against the metal plate R. Then as the earth revolves and the direction of the beam changes, a quarter turn of the screw Q every half minute or so will keep the beam pointed right without disturbing the rest of the apparatus.

Having set up the target and mirror properly, exactly in line with the distant station, and turned the mirror so that the beam of light passes centrally through the target, the operator holds a large card, (or his hat!) before the mirror, intercepting the beam of light. If now the card is withdrawn for a fraction of a second and returned, the distant observer will see a very short flash, which represents a dot of the Morse alphabet. If it is withdrawn for a second or so, a longer flash appears, which represents a dash. And with these dots and dashes the entire alphabet is formed. The international Morse alphabet, which, for this purpose, is preferable to the shorter American, is as follows:

|             |             |
|-------------|-------------|
| A - -       | O - - - -   |
| B - - - -   | P - - - - - |
| C - - - - - | Q - - - - - |
| D - - -     | R - - -     |
| E -         | S - - -     |
| F - - - -   | T -         |
| G - - - -   | U - - -     |
| H - - - -   | V - - - -   |
| I - -       | W - - -     |
| J - - - -   | X - - - -   |
| K - - - -   | Y - - - - - |
| L - - - -   | Z - - - - - |
| M - -       | ? - - - - - |
| N - -       |             |

It is something of a job to learn this code well enough to use it, but it is a valuable bit of knowledge, even aside from heliographing. A good way to practice it is to use a lamp instead of the sunbeam, and converse with someone by the Morse code till you are able to do it well. It is possible, however, to use the heliograph to some extent without it. When we first began to use it here, we used a prearranged set of signals; two flashes, repeated at intervals, meant "All well," three flashes meant "Coming home tomorrow," etc., etc. For such simple signals we held the mirror in the hand, as no steady support was needed. But now the Morse code enables us to say whatever we want, and our campers can order their groceries by heliograph.

One more point should be mentioned. In cases where the sun is low and behind the operator, it is necessary to use a second mirror, preferably larger than the movable mirror. This is set up in line with the target and the movable mirror is placed so as to throw the beam into the fixed mirror. The sighting and directing of the beam is done with the movable mirror, exactly as before.

*Harpoot, Turkey, August 2, 1913*



Members of the Chamber are invited to advertise in LEVANT TRADE REVIEW.

## PERSONALIA.

Ralph F. Chesbrough, Deputy Consul-General and Interpreter at Constantinople, has been promoted to be Vice and Deputy Consul-General and Interpreter at Beirut.

George W. Young, Student Interpreter, has been promoted to be Deputy Consul-General and Interpreter at Constantinople.

William Russell Langdon, clerk at the American Consulate-General at Constantinople, has been promoted to be Chief Clerk at Athens.



Morris Rosenwasser, a prominent manufacturer and merchant of New York has visited Constantinople and his agents here, Messrs. Fils D'Aslan Fresco, in connection with a contract with the Ottoman Government for 200,000 haversacks and other supplies.



William Coffin, American Consul et Jerusalem, passed through Constantinople on his way to his new post at Budapest. Mr. Coffin's promotion to the Consulate-General in the capital of the Kingdom of Hungary will arouse mingled feelings in the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT of which Mr. Coffin has ever been a loyal friend and staunch supporter: satisfaction on account of his advancement and regret because this promotion will at least temporarily take him out of the Near East. We wish Mr. Coffin all possible success among the Magyars, and also that he may, before many years, return to these parts where as Consul in Mascat, Tripoly-in-Barbary and Jerusalem he has experienced the lure of the East.



T. T. Malleson, European Director of the Royal Typewriter Co. of New York, recently visited Constantinople and called at the offices of the Chamber accompanied by the company's Constantinople agent, Mr. Khosrev Kouroubalekian. Mr. Malleson leaves Constantinople for Khartoum, calling et Cairo and Alexandria on his return trip.



## New Railway in Persia.

### The Mohammerah-Khoramabad Survey Party Leaves England.

THE official survey party for the Mohammerah-Khoramabad Railway in Persia, an agreement with regard to which was entered into between the Persian Government and a British syndicate early in the year, left England last week. The Persian Railway Syndicate has appointed S. Pearson & Co. to carry out the survey, and the chief engineer with four assistants left London direct for Mohammerah on September 25. A preliminary survey for about 200 miles, from Mohammerah to Dizful, had already been made for the purpose of ascertaining on which side of the Karun River the line should be constructed.

The survey has to be completed within 18 months, and as it is impossible to work in the summer it will probably be concluded by about the end of May next. The period for the survey granted by the Persian Government is two years, at the end of which time the Persian Government will decide whether to grant a concession or to build the railway itself by means of contracts. The present survey concerns only the direct line between Mohammerah and Khoramabad, a distance of some 300 miles, but doubtless the scheme eventually will be to construct feeders from this line to various places in Central Persia.

**N**OUS sommes heureux de relever dans le dernier numéro du *NEW YORK JOURNAL OF COMMERCE*, l'entrefilet suivant sur une acquisition récente :

La ligne AMERICA-LEVANT, qui dessert New York, Philadelphie et les ports du Levant, (faisant escale en route, à Barcelone et au Pirée), vient d'acheter un nouveau vaisseau, RIVER ARAXES. Ce navire quittera New York le 10 Novembre, pour accomplir son premier voyage, et transportera des chargements à Smyrne, Constantinople, et les ports de la Mer Noire, si l'occasion s'en présente. Malgré la guerre balkanique, ce service maritime — dont Morton et Fils sont agents — a prospéré, chaque bateau ayant eu jusqu'ici une pleine cargaison pour l'étranger. La Compagnie a l'intention d'inaugurer des départs de vaisseaux mensuels l'année prochaine.

The shipments of currants from Greece during the current year reached 121,000 tons. To the retention stores of the Privileged Company there were delivered 37,500 tons; 11,000 tons of fresh and dried currants were used for wine making and other industrial purposes in the country. After adding 1,500 tons carried over to the new season and deducting about 4,000 tons left over from last year the crop of 1913 amounts

to 171,000 tons. The figures for the previous years are: 1912, 167,000 tons; 1911, 157,000 tons; 1910, 123,000 tons.

**Dr. Marcellus Bowen**, President of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, recently visited Philippopolis, Bulgaria. During the latter part of November he is planning an outing in Egypt.

**New Members.**— Since the printing of the Classified Trade Index of the present volume the following applications for membership to the Chamber have been received :

The Levant Products Trading Co., 38 & 40 West 32d Street, New York, U. S. A., Tobacco Importers and Manufacturers of Cigarettes, General Dealers in Poppy Seeds, Nuts & Figs, Canary Seed, etc.

Maurice Friedmann, Rue du Tunnel 32, Galata, Constantinople, Importer of Window, Mirror and Plate Glass—Bath Heaters — Government Contractor.

Ferdinand Canzuch, Iki Kouyoulu 28, Pera, Constantinople, General Commission Merchant.

**Books Received.**— America's Leading Manufacturers, compiled and published by New York Commercial, 8 Spruce Street, New York, U. S. A.

Queen's Borough, issued by the Chamber of Commerce of the Borough of Queens, New York. U. S. A.

Tacoma, received from the Tacoma Club and Chamber of Commerce, Tacoma, Wash.

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American products and manufactures.

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| Afion Karahissar . . . . . | 1   | Harput . . . . .                   | 2   |
| Albania . . . . .          | 2   | Jerusalem . . . . .                | 25  |
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| Athens . . . . .           | 11  | Mersine . . . . .                  | 21  |
| Baghdad . . . . .          | 20  | Mitylene . . . . .                 | 8   |
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| Brussa . . . . .           | 1   | Roumania . . . . .                 | 5   |
| Bulgaria . . . . .         | 2   | Salonica . . . . .                 | 56  |
| Cairo . . . . .            | 26  | Servia . . . . .                   | 7   |
| Constantinople . . . . .   | 111 | Smyrna . . . . .                   | 43  |
| Crete . . . . .            | 2   | Trebizond . . . . .                | 26  |
| Cyprus . . . . .           | 1   | United States of America . . . . . | 131 |
| Dardanelles . . . . .      | 2   | Total . . . . .                    | 572 |

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| Avery Co., Exporters . . . . .                           | Peoria, Ill., U.S.A.        |
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| Chipman Limited, 10 Bridge St., Exporters. . . . .       | New York, N.Y., U.S.A.      |
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| Montgomery Ward & Co., Exporters. . . . .                | Chicago, Ill., U.S.A.       |
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Chipman Limited, 10 Bridge St. . . . . New York, N.Y., U.S.A.  
Ford Motor Co., Exporters . . . . . Detroit, Mich., U.S.A.  
Mertzanoff-Altiparmak, C. S., Importer, Taxim, Pera . . . . . Constantinople.  
The Studebaker Corporation of England, Ltd., 143/5 Great  
Portland St. . . . . London W., England.  
The Studebaker Corporation . . . . . South Bend, Ind., U.S.A.

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|--------------------------------------|-------------------|
| Capayannidès, G. . . . .             | Trebizond.        |
| Chamarakis, E. D. . . . .            | Rethymno, Crete.  |
| Dagher, Butros & Co. . . . .         | Beirut.           |
| Deutsche Orientbank A. G. . . . .    | Constantinople.   |
| Lemmi Frères, G. . . . .             | Ordou.            |
| Lévy, Juda Gabriel . . . . .         | Janina, Albania.  |
| Mavromati, André. . . . .            | Mersine.          |
| Modiano, Saül Is. . . . .            | Salonica.         |
| Modiano, Ugo R. . . . .              | Salonica.         |
| Phostiropoulo Frères . . . . .       | Trebizond.        |
| Pisani, Alex. C. . . . .             | Kerassund.        |
| Prager Creditbank, Filiale . . . . . | Belgrade, Servia. |
| Sabbag & Fils. . . . .               | Beirut.           |
| Trad & Co., G. . . . .               | Beirut.           |
| Turnbull, Jr. & Somerville. . . . .  | Valetta, Malta.   |
| Wiener Bank Verein . . . . .         | Constantinople.   |

### **Beds and Supplies.**

|                                                              |                        |
|--------------------------------------------------------------|------------------------|
| Chasseaud & Co., F.W., Impor. Kossova Han, Sirkedji. . . . . | Constantinople.        |
| Lambichi, M. E., Importer. . . . .                           | Smyrna.                |
| Simmons Manufacturing Co., Exporters . . . . .               | Kenosha, Wis., U.S.A.  |
| Suffern & Co., Exporters, 90-96 Wall St. . . . .             | New York, N.Y., U.S.A. |

### **Beer.**

|                                       |         |
|---------------------------------------|---------|
| Audi & Frères, S., Importers. . . . . | Beirut. |
| Hindie Frères, Importers . . . . .    | Aleppo. |
| Sayeg Frères, Importers . . . . .     | Beirut. |

### **Bees Wax**

|                                         |         |
|-----------------------------------------|---------|
| Kabbaz & Co., P. A., Exporters. . . . . | Aleppo. |
|-----------------------------------------|---------|

### **Belting.**

|                                      |         |
|--------------------------------------|---------|
| Seferiades, S. A., Importer. . . . . | Smyrna. |
|--------------------------------------|---------|

### **Bicycles & Sundries**

|                                                               |                 |
|---------------------------------------------------------------|-----------------|
| Altiparmak-Mertzanoff, C. S., Importer, Taxim, Pera . . . . . | Constantinople. |
|---------------------------------------------------------------|-----------------|

### **Blotting Paper.**

|                                           |                       |
|-------------------------------------------|-----------------------|
| Albemarle Paper Manufacturing Co. . . . . | Richmond, Va., U.S.A. |
|-------------------------------------------|-----------------------|

### **Blowing.**

|                                                                   |                      |
|-------------------------------------------------------------------|----------------------|
| Southwark Foundry & Mach. Co., Wash'g't'n Ave., & 5th St. . . . . | Philadelphia, U.S.A. |
|-------------------------------------------------------------------|----------------------|

### **Boots and Shoes.**

|                                                                   |                        |
|-------------------------------------------------------------------|------------------------|
| Andrea & Barba, Importers. . . . .                                | Salonica.              |
| Bates & Co., A.J., Mfrs. & Exporters, 176-178 Duane St. . . . .   | New York, N.Y., U.S.A. |
| Chasseaud & Co., F.W., Importers, Kossova Han, Sirkedji . . . . . | Constantinople.        |
| Damiani, Barnabé, Importer . . . . .                              | Jerusalem.             |
| Daoud & Abdo, Importers . . . . .                                 | Beirut.                |
| Elkiatib, Salim, Importer, Elkiatib Han . . . . .                 | Constantinople.        |
| Fulias & Co., Importers, Abid Han, Galata. . . . .                | Constantinople.        |
| Georgatos, N.E. Manufacturer . . . . .                            | Athens, Greece.        |
| Hananel, N.B., Importer, Ekberié Han, Stamboul . . . . .          | Constantinople.        |
| Hindie Frères, Importers . . . . .                                | Aleppo.                |
| Hug & Co., J., Importer . . . . .                                 | Cairo, Egypt           |
| Kirchner & Co., Importers. . . . .                                | Aleppo.                |
| MacVittie, F., Importer, . . . . .                                | Smyrna.                |



**Copper.**

|                                                        |                 |
|--------------------------------------------------------|-----------------|
| Juda & Salmona, Importers . . . . .                    | Salonica.       |
| Modiano, Joseph Is., Importer . . . . .                | Salonica.       |
| Navarro, Isaac J., Importer . . . . .                  | Salonica.       |
| Ob'gi & Co., Charles, Importers . . . . .              | Aintab.         |
| Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamb. | Constantinople. |
| Shabandar, Mahmoud, Importer . . . . .                 | Baghdad.        |
| Warde, Naasan & Co., Importers . . . . .               | Beirut.         |

**Cotton.**

|                                             |                |
|---------------------------------------------|----------------|
| Artus, Henri, Exporter . . . . .            | Mersine.       |
| Brazzofoli, Max, Exporter . . . . .         | Mersine.       |
| Coulevas, M. & A., Importers . . . . .      | Piræus, Greece |
| Debbas, Jean, Exporter . . . . .            | Tarsus.        |
| Lykiardopoulos Fils, A., Exporter . . . . . | Mersine.       |
| Ob'gi & Co., Charles, Exporters . . . . .   | Aintab.        |
| Simeonoglou, Aristides, Exporter . . . . .  | Adana.         |
| Warde, Naasan & Co., Exporters . . . . .    | Beirut.        |

**Cotton Duck Belting.**

|                                                    |                        |
|----------------------------------------------------|------------------------|
| The Gandy Belting Co., Mfrs. & Exporters . . . . . | Baltimore, Md., U.S.A. |
|----------------------------------------------------|------------------------|

**Cotton Goods.**

|                                                           |                         |
|-----------------------------------------------------------|-------------------------|
| Abdeni & Co., G.G., Importers . . . . .                   | Aleppo                  |
| Altitzoglou Fils, J., Importers . . . . .                 | Mersine.                |
| Audi & Co., B., Importers . . . . .                       | Beirut.                 |
| Avedikian Frères, Importers . . . . .                     | Smyrna.                 |
| Baltazzi, Theo. S., Importer . . . . .                    | Smyrna.                 |
| Bear Mill Mfg. Co., 120 Franklin St. . . . .              | New York, N. Y., U.S.A. |
| Berk, Puttnam & Co., Importers . . . . .                  | Baghdad.                |
| Blockey, Cree & Co, » . . . . .                           | Baghdad.                |
| Candili, C. Importer . . . . .                            | Trebizond.              |
| Chachaty Frères, Importers . . . . .                      | Mersine.                |
| Cohen Mordoh & Co, Importers . . . . .                    | Salonica.               |
| Chrissafides & Georgiades, Importers, Galata . . . . .    | Constantinople          |
| Coufopoulos, D. G., 25 Buyuk Millet Han, Galata . . . . . | Constantinople.         |
| Edwards & Sons, Importers, Dilziz Zadé Han, Stamb.        | Constantinople.         |
| Elishaa, Nessim, Importer . . . . .                       | Baghdad.                |
| Elkiatib, Salim, Importer, Elkiatib Han . . . . .         | Constantinople.         |
| Elowe, Raphael, » . . . . .                               | Baghdad.                |
| Enriquez, Clemente, » . . . . .                           | Baghdad.                |
| Etablissements Orosdi-Back, Importers . . . . .           | Constantinople.         |
| Eustathopoulo, Nap., Importer, Arnopoulo Han, Stamb.      | Constantinople.         |
| Fils de G. Ervara & Co., Importers . . . . .              | Salonica.               |
| Gelat, Elias Thomas, Importer . . . . .                   | Jerusalem.              |
| Giraud, O, Importer, Hagopian Han, Galata . . . . .       | Constantinople.         |
| Haddad, Elias And., Importer . . . . .                    | Beirut.                 |
| Hadjantony, Ant. B., Importer . . . . .                   | Smyrna.                 |
| Haldopoulo, N. P., Importer . . . . .                     | Trebizond.              |
| Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamb.      | Constantinople.         |
| Hindié, Elias, Importer . . . . .                         | Aleppo.                 |
| Hochstrasser & Co., Importers . . . . .                   | Trebizond.              |
| » » » . . . . .                                           | Samsoun.                |

|                                                         |                 |
|---------------------------------------------------------|-----------------|
| Oriental Carpet Manufacturers Ltd., Exporters . . . . . | Smyrna.         |
| » » » » » . . . . .                                     | Constantinople. |
| Pappadopoulo, M. N., Exporter . . . . .                 | Constantinople. |
| Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamb.  | Constantinople. |
| Rostomian, R., Keupulu Han, Stamboul . . . . .          | Constantinople. |
| Saba, A., Exporter. . . . .                             | Aleppo          |
| Sadullah, R. Levy & Mandil, Exporters, Stamboul. . .    | Constantinople. |
| Telfeyan & Co., S., Exporters, Dilsiz Zadé Han, Stamb.  | Constantinople. |
| Timourian, S., Exporter, Rue Tarakdjilar, 27, Stamb.    | Constantinople. |
| Vayanos Frères., Exporters. . . . .                     | Sillé, Konia.   |

### Carriages (Vehicles, etc.)

|                                                       |                           |
|-------------------------------------------------------|---------------------------|
| Birch, James H., Exporter . . . . .                   | Burlington, N. J., U.S.A. |
| Devlin Mfg. Co., Thos., (Carriage Hardware) . . . . . | Philadelphia, U.S.A.      |
| Montgomery Ward & Co., Exporters . . . . .            | Chicago, Ill., U.S.A.     |
| Studebaker Corporation, The., Exporters . . . . .     | South Bend, Ind., U.S.A.  |

### Casings (Sausage) — See Guts.

### Cigarettes.

|                                                           |                        |
|-----------------------------------------------------------|------------------------|
| The African Cigarette Co., Ltd., Manufacturers and Expor. | Athens, Greece.        |
| The Surbrug Co., Manufacturers . . . . .                  | New York, N.Y., U.S.A. |

### Clocks and Watches.

|                                                          |                         |
|----------------------------------------------------------|-------------------------|
| Enriquez, Clemente, Importers . . . . .                  | Baghdad.                |
| Etablissements Orosdi-Back, Importers . . . . .          | Constantinople.         |
| Karamanoukian & Fils, Garouge, Importers . . . . .       | Aintab.                 |
| Keystone Watch Case Co., Expor., Eur. Office, Pickhuben. | Hamburg, Germany.       |
| Lebet Frères & Co., Importers, Mahmoudié Han, Stamb.     | Constantinople.         |
| Montgomery Ward & Co., Exporters. . . . .                | Chicago, Ill., U. S. A. |

### Clothing (Ready Made.)

|                                                          |                      |
|----------------------------------------------------------|----------------------|
| Schoucair & Kassis, Importers . . . . .                  | Beirut.              |
| Snellenburg Clothing Co., Export., Broad and Wallace St. | Philadelphia, U.S.A. |

### Coal.

|                                                        |                   |
|--------------------------------------------------------|-------------------|
| Cauchi, Fli., Importers . . . . .                      | Salonica.         |
| Molho, Isaac, Importer . . . . .                       | Salonica.         |
| Petsaly, S., Importer . Alexandria, Cairo & Port-Said. | Egypt.            |
| Pharaon & Fils, R., Importers . . . . .                | Beirut.           |
| Rees & Co., Ltd., T. Bowen. Importers . . . . .        | Smyrna.           |
| Reppen, Theo., Importer, Arabian Han . . . . .         | Constantinople.   |
| Saltiel, Nico, Importer . . . . .                      | Salonica.         |
| Theodoridi & Co., Importers . . . . .                  | Braila, Roumania. |
| Whittall & Co., G., Importers . . . . .                | Smyrna.           |

### Concrete and Cement.

|                                                     |                      |
|-----------------------------------------------------|----------------------|
| Aboaf & Co., A., Importers, P.O.B. 366 . . . . .    | Cairo, Egypt.        |
| Goldenberg & Fils, David . . . . .                  | Braila, Roumania.    |
| Ojalvo, Vital, Importer . . . . .                   | Salonica             |
| Pecora Paint Co., Mfrs., 4th & Venango Sts. . . . . | Philade'phia, U.S.A. |
| Vafiades, V., Importer . . . . .                    | Trebizond.           |

### Commission Agents. — See General Importers and Exporters

### Constructors & Contractors.

|                          |         |
|--------------------------|---------|
| Afimus & Hacho . . . . . | Beirut. |
|--------------------------|---------|

|                                                    |                    |
|----------------------------------------------------|--------------------|
| Magnifico, E.A., Importer. . . . .                 | Smyrna.            |
| Rosenwasser Bros, Mfrs. & Exporters, 472 Broadway. | New York, U. S. A. |
| Sciaky, Salomon J, Importer. . . . .               | Salonica.          |
| Sursock, Aziz, Importer . . . . .                  | Tarsus.            |
| Tambakis, E. C., Importer. . . . .                 | Smyrna             |
| Valescaki, Spiro, Importer. . . . .                | Cairo, Egypt.      |

**Builders' Hardware.**

|                                                         |                        |
|---------------------------------------------------------|------------------------|
| Blum & Levy, Importers. . . . .                         | Jerusalem              |
| Chasseaud & Co., F.W., Importers, Kossova Han, Sirkedji | Constantinople.        |
| Kuster & Co., R., Importer . . . . .                    | Cairo, Egypt.          |
| Mill, E. H., Importer, Kutchuk Millet Han, Galata . .   | Constantinople.        |
| Matteossian, Leon, Importer, Tevekel Han, Galata. . .   | Constantinople.        |
| Miller Lock Co., Mfrs & Exporters, Frankford . . . .    | Philadelphia, U S. A.  |
| Russell & Erwin Mfg. Co., Exporters . . . . .           | New York, N.Y., U S.A. |
| Tiano, Fli., Importers. . . . .                         | Salonica.              |
| Vafiades, V., Importer . . . . .                        | Trebizond.             |

**Canary Seed.**

|                                                     |                          |
|-----------------------------------------------------|--------------------------|
| Whittall & Co., J. W., Exporters, Kenadjian Han . . | Stamboul, Constantinople |
|-----------------------------------------------------|--------------------------|

**Candles.**

|                                            |           |
|--------------------------------------------|-----------|
| Errera, Isaac G., Importer. . . . .        | Salonica. |
| Modiano & Co, Levy V., Importers . . . . . | Salonica. |

**Camping Outfitters.**

|                                                   |                 |
|---------------------------------------------------|-----------------|
| Baker, Geo. & A, 370 Grande Rue de Péra . . . . . | Constantinople. |
|---------------------------------------------------|-----------------|

**Canvas.**

|                                              |          |
|----------------------------------------------|----------|
| Ourfalian & Bitchakdjian, Importers. . . . . | Mersine. |
|----------------------------------------------|----------|

**Carpenters.**

|                                              |                 |
|----------------------------------------------|-----------------|
| Maison Psalty, Rue Kabristan, Pera . . . . . | Constantinople. |
|----------------------------------------------|-----------------|

**Carpets and Rugs.**

|                                                        |                          |
|--------------------------------------------------------|--------------------------|
| Andria, H.de, Exporter . . . . .                       | Constantinople.          |
| Asfar & Co., Exporters . . . . .                       | Baghdad,                 |
| Blackler, F., Exporter. . . . .                        | Smyrna.                  |
| Castelli, N., Exporter, Validé Han, Stamboul . . . . . | Constantinople.          |
| Chasseaud, F. W., Exporter, Kos-ova Han, Stamboul.     | Constantinople.          |
| Djismardahoss, Kegham, Expor, Kodjamanoglou Han.       | Stamboul, Constantinople |
| Filipachi, Paul, Exporter, Keuprulu Han, Stamboul . .  | Constantinople.          |
| Gulbenkian Bros & Co., Gulbenkian Han, Stamboul . .    | Constantinople.          |
| Haim, S., Musée Oriental, Kabristan 14, Péra . . . . . | Constantinople.          |
| Ihmsen & Co., Exporters, Rue Findjandjilar. Stamboul   | Constantinople.          |
| Kafaroff, Talip A., Exporter, Rassim Pacha Han, Stamb. | Constantinople.          |
| Karadaghli, A. E., Exporter, Djéférié Han, Stamboul .  | Constantinople.          |
| Karagheusian, A. & M., Exporters, Astartjian Han . .   | Stamboul, Constantinople |
| Kazan & Co., A. E., Exporters, Kutchuk Ihsan Bey Han   | Stamb. Constantinople.   |
| Kevork Skender, K. & D., Exporters . . . . .           | Baghdad.                 |
| Maghak, Fathalla D., Exporter . . . . .                | Baghdad.                 |
| Mazlumian Bros., Exporters, Ralli Han, Stamboul . . .  | Constantinople.          |
| Messayeh, Joseph J, Exporter . . . . .                 | Baghdad.                 |
| » R. D., Exporter. . . . .                             | Baghdad.                 |
| Messulam, A., Exporter, Saidié Han. Stamboul . . . .   | Constantinople.          |

|                                                             |                         |
|-------------------------------------------------------------|-------------------------|
| Jeboury, Beythoum, Importer . . . . .                       | Baghdad.                |
| Juda & Salmona, Importers . . . . .                         | Salonica.               |
| Kabbaz & Co., P. A., Importers . . . . .                    | Aleppo.                 |
| Karamanoukian & Fils, Garouge, Importers . . . . .          | Aintab.                 |
| Kirchner & Co., Importers. . . . .                          | Aleppo.                 |
| Klonski, A. H., Importer . . . . .                          | Hebron.                 |
| Langridge, F. F., Importer . . . . .                        | Baghdad.                |
| Louisides & Co., P. J., Importers . . . . .                 | Larnaca, Cyprus.        |
| Lynch & Co., Stephen, Importers . . . . .                   | Baghdad                 |
| Maghak, Fat. D., Importer . . . . .                         | Baghdad.                |
| Manachy, Lorenzo Y., Importer. . . . .                      | Aleppo.                 |
| Marcantonakis & Manoussakis . . . . .                       | Candia, Crete.          |
| H. Manuelian & Co, Importers . . . . .                      | Mersine.                |
| Matteossian, Leon, Importer, Tevekel Han, Galata. . . . .   | Constantinople.         |
| Messayeh, Joseph J., Importer . . . . .                     | Baghdad                 |
| Mitrani, Joseph, Importer . . . . .                         | Adrianople.             |
| Modiano, Joseph Is., Importer . . . . .                     | Salonica.               |
| Modiano, Saül Is., Importer . . . . .                       | Salonica                |
| Modiano, Ugo R., Importer. . . . .                          | Salonica.               |
| Morpurgo, Moise Importer . . . . .                          | Salonica.               |
| Mouradian, Kevork, Importer, Stamboul. . . . .              | Constantinople.         |
| Pappadimitriou Bros. & Co., Importers . . . . .             | Smyrna.                 |
| Peristiany & Frères, J. Th., Importers . . . . .            | Alexandretta.           |
| Philippou, A., Importer . . . . .                           | Janina, Albania.        |
| Putnam-Hooker Co, The, Exporters, 56 Worth St. . . . .      | New York, N. Y., U.S.A. |
| Salloum, Helou & Co., Importers . . . . .                   | Beirut.                 |
| Scheffels, Otto, Importer, Elkiatib Han, Stamboul. . . . .  | Constantinople.         |
| Schuep & Co., Importers . . . . .                           | Aleppo.                 |
| Stevens & Co., J. P., Exporters, 23 & 25 Thomas St. . . . . | New York, N. Y., U.S.A. |
| Suffern & Co., Exporters, 90-96, Wall Street . . . . .      | New York, N. Y., U.S.A. |
| Tiano, Henri, Importer . . . . .                            | Salonica.               |
| Vafiadachi, M. & A, Importers . . . . .                     | Smyrna.                 |
| Varbetian, L. & L., Importers . . . . .                     | Smyrna.                 |
| Wellington, Sears & Co., 93 Franklin St. . . . .            | Boston, Mass., U.S.A.   |
| Zarifi, L., Importer, Hagopian Han, Galata. . . . .         | Constantinople.         |
| Zelvéian, M. & K. S., Importers . . . . .                   | Mersine.                |

### Cotton Seed Oil.

|                                                         |                         |
|---------------------------------------------------------|-------------------------|
| Amar & Co., S., Importers, Validé Sultan Han, Stamb.    | Constantinople.         |
| American Cotton Oil Co., Exporters, 27, Beaver Street.  | New York, N. Y., U.S.A. |
| Aspegren & Co., Exporters, Produce Exchange . . . . .   | New York, N. Y., U.S.A. |
| Cariciopoulo, Marc G., Import., Rifaat Bey Han, Galata. | Constantinople.         |
| Chasseaud & Co., F. W., Import., Kossova Han, Sirkedji  | Constantinople.         |
| Christofa, Apostole P. H., Importer . . . . .           | Mitylene, Turkey.       |
| Cohen Mordoh & Co, Importers. . . . .                   | Salonica.               |
| Coufopoulos, D. G., Alyanak Han, Stamboul . . . . .     | Constantinople.         |
| Elkiatib, Salim, Importer, Elkiatib Han . . . . .       | Constantinople.         |
| Eustathopoulos, Nap., Importer, Arnopoulo Han, Stamb.   | Constantinople.         |
| Fulias & Co., Importers, Abid Han, Galata . . . . .     | Constantinople.         |
| Giraud, O., Importer, Hagopian Han, Galata . . . . .    | Constantinople.         |
| Goldenberg & Fils, David . . . . .                      | Braila, Roumania.       |
| Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamboul    | Constantinople.         |
| Hug & Co., J., Importers . . . . .                      | Cairo, Egypt.           |
| Juda & Salmona, Importers . . . . .                     | Salonica.               |
| Kirchner & Co., Importers . . . . .                     | Aleppo.                 |
| Louisides, P. J, Importers. . . . .                     | Larnaca, Cyprus.        |

|                                                       |                          |
|-------------------------------------------------------|--------------------------|
| Louisville Cotton Oil Co. . . . .                     | Louisville, Ky., U.S.A.  |
| Manachy & Fils, Yanni, Importers . . . . .            | Aleppo                   |
| Marcopoli & Co., V., Importers. . . . .               | Aleppo.                  |
| Mill, E. H., Importer, Kutchuk Millet Han, Galata . . | Constantinople.          |
| Mitrani, Joseph, Importer . . . . .                   | Adrianople.              |
| Modiano & Co., Levy V., Importers . . . . .           | Salonica.                |
| Molho, Isaac, Importer. . . . .                       | Salonica.                |
| Navarro, Em. Is., Importer . . . . .                  | Salonica.                |
| Pharaon, Issa, Schoucair & Co., Importers . . . . .   | Beirut.                  |
| Procter & Gamble Co., Exporters . . . . .             | Cincinnati, Ohio, U.S.A. |
| Saporta & Baraha, Importers . . . . .                 | Salonica.                |
| Sarantis Frères, Importers, 19, 20, Omar Abid Han. .  | Galata, Constantinople.  |
| Seefelder, Hans, Importer . . . . .                   | Salonica.                |
| Sourlangas Fils, E. N., Importer, Kossova Han, Stamb. | Constantinople.          |
| Suffern & Cò., Exporters, 90-96, Wall Street . . . .  | New York, N. Y., U.S.A.  |
| Tasartez & Barzilaï, Importers, Tohafdjî Han, Stamb.  | Constantinople.          |
| Tiano, Henri, Importer . . . . .                      | Salonica.                |
| Xanthos, C., Importer. . . . .                        | Salonica.                |

#### Cotton Yarn.

|                                                    |                 |
|----------------------------------------------------|-----------------|
| Abdeni & Co., G. G., Importers . . . . .           | Aleppo.         |
| Audi & Co., B., Importers . . . . .                | Beirut.         |
| Baltazzi, Theo. S., Importer . . . . .             | Smyrna.         |
| Fils de G. Errara & Co., Importers . . . . .       | Salonica.       |
| Hindié, Elias, Importer . . . . .                  | Aleppo.         |
| Mouradian, Kevork, Importer, Stamboul . . . . .    | Constantinople. |
| Peristiany & Frères, J. Th., Importers. . . . .    | Aleppo.         |
| Simeonoglou, Aristides, Exporter . . . . .         | Adana.          |
| Société Commerciale du Levant, Importers . . . . . | Salonica.       |

#### Currants.

|                                                      |                 |
|------------------------------------------------------|-----------------|
| Caramandani & Co., J., Exporters & Cleaners. . . . . | Patras, Greece. |
| Cremidi Bros., Exporters . . . . .                   | Patras, Greece. |
| Hancock & Wood, Exporters . . . . .                  | Patras, Greece. |
| Raftopoulo & Co., N. C., Exporters . . . . .         | Patras, Greece. |
| Zini, A. T., Exporter & Cleaner . . . . .            | Patras, Greece. |

#### Customs House Brokers.

|                                                      |                         |
|------------------------------------------------------|-------------------------|
| Curmusi, Theo. N., Tchিনি Rihtim Han, Galata . . .   | Constantinople.         |
| Khouri, G. & A., Farrah . . . . .                    | Beirut.                 |
| Vandegrift & Co., F. B., 12-25 Whitehall St. . . . . | New York, N. Y., U.S.A. |

#### Cutlery.

|                                          |                          |
|------------------------------------------|--------------------------|
| Thomaston Knife Co., Exporters . . . . . | Thomaston, Conn., U.S.A. |
|------------------------------------------|--------------------------|

#### Decoration (Interior)

|                                             |                 |
|---------------------------------------------|-----------------|
| Maison Psalty, Rue Kabristan, Pera. . . . . | Constantinople. |
|---------------------------------------------|-----------------|

#### Dental Supplies

|                                                         |                        |
|---------------------------------------------------------|------------------------|
| Mertzanoff-Altiparmak, C. S., Importers, Taksim, Pera . | Constantinople.        |
| White Dental Mfg. Co., The S.S., 12th & Chestnut Sts.   | Philadelphia, U. S. A. |

#### Department Stores

|                                                 |                       |
|-------------------------------------------------|-----------------------|
| Economic Co-operative Society Ltd. . . . .      | Constantinople.       |
| Etablissements Orosdi Back, Importers . . . . . | Constantinople.       |
| Melki & Menassah . . . . .                      | Beirut.               |
| Montgomery Ward & Co. . . . .                   | Chicago, Ill., U.S.A. |

**Directories.**

Sachs, Elimeleh, Jerusalem Trade Directory, Souk-el-Bazar. Jerusalem.

**Draperies.**

Audi & Co., B., Importers . . . . . Beirut.

**Drugs and Pharmaceutical Products.**

Audi & Co., B., Importers . . . . . Beirut.  
 Etablissements Orosdi-Back, Importers . . . . . Constantinople.  
 Fellows Co., The, Manufacturers, 26 Christopher St. . . . . New York, N. Y., U.S.A.  
 Hannania, Joseph, Importers . . . . . Baghdad.  
 La Fontaine Bros., Ltd., Importers . . . . . Constantinople.  
 Mourad Bey Baroudi, Importer . . . . . Beirut.  
 Mulford Co., H.K., Exporters, 428 S. 13th St. . . . . Philadelphia, U. S. A.  
 Parke, Davis & Co., Exporters, 50/54 Beak St. . . . . London, W., England.  
 Philadelphia Quartz Co., Exporters, 121 S. 3rd St. . . . . Philadelphia, U. S. A.  
 Suffern & Co., Exporters, 90-96 Wall St. . . . . New York, N. Y., U.S.A.  
 Toeg, Ephraim S., Importers . . . . . Baghdad  
 West Electric Hair Curler Co., 45 S. Front St. . . . . Philadelphia, U. S. A.

**Dyes**

Schuep & Co., Importers . . . . . Aleppo.

**Electrical Supplies.**

Aperguis & Co., N.A., Importers, 40 Rue de la Douane . . . Galata, Constantinople.  
 Loir, Edouard, Importer . . . . . Beirut.  
 Milischitsch, Ilija. . . . . Belgrade, Servia,  
 Nowill & Co., Sidney, Importers, Kevork Bey Han. . . Galata, Constantinople.  
 Sursock, Aziz, Importer . . . . . Tarsus.  
 Tiano, Fli., Importers . . . . . Salonica.  
 Western Electric Co., Exporters, 463, West Street . . . New York, U.S.A.

**Elevators.**

Essayan & Frères, Hagop, Importers, Sirkedji, 46, St. Constantinople.

**Engines (Gasoline, Traction, Corliss &c.).**

Avery Co., Exporters . . . . . Peoria, Ill., U.S.A.  
 Holt Caterpillar Co., Exporters, 50 Church St. . . . . New York, N. Y., U.S.A.  
 International Harvester Co., Ferdinandstr. 5, Hamburg, 1 Germany.  
 Southwark Foundry & Machine Co., Wash. Ave. & 5th Sts. Philadelphia, U. S. A.  
 Walter A. Wood Mowing & Reaping Machine Co., Exprs . Hoosick Falls, N. Y., U.S.A.  
 Walter A. Wood Co., Ltd., 36 Worship St. . . . . London, England.  
 Walter A. Wood Company, m. b. H., Elisabethufer 5/6 Berlin, Germany.  
 Waterloo Gasoline Engine Co., Exporters . . . . . Waterloo, Iowa, U.S.A.  
 Wolverine Motor Works, Exporters . . . . . Bridgeport, Conn., U.S.A.

**Engineering.**

Aperguis & Co., N.A., 40 Rue de la Douane, Galata . . Constantinople.  
 Aftimus & Hacho. . . . . Beirut.  
 Chirin, Leon, M.E., Kenadjian Han, 3, Stamboul . . . Constantinople.  
 Steinhauer & Co., Max, Sanitary & Hydraulic Engineers. Cairo, Egypt  
 Sprout-Waldron Co., Milling Engineers . . . . . Muncy, Pa., U.S.A.

**Exporters (General).**

Arsen & Co., A. G., Gulbenkian Han, Stamboul. . . . Constantinople.  
 Berk, Püttmann & Co. . . . . Baghdad.

|                                                        |                         |
|--------------------------------------------------------|-------------------------|
| Essefian, Parsegh G., 28 Khorassandji Han, Sirkedji.   | Constantinople.         |
| Keyiroglou & Co. . . . .                               | Samsoun.                |
| Loir, Edouard . . . . .                                | Beirut, Syria.          |
| Marcantonakis & Manoussakis . . . . .                  | Candia, Crete.          |
| Papadopoulos, S. H. . . . .                            | Samsoun.                |
| Sarafoglou, A. Th. . . . .                             | Samsoun.                |
| Sarantis Frères, Exporters, 19, 20 Omar Abid Han . .   | Galata, Constantinople. |
| Stevens & Co., J. P., 23 & 25 Thomas St. . . . .       | New York, N.Y., U.S.A.  |
| Vandegrift & Co., F. B., 12-25, Whitehall Street . . . | New York, N.Y., U.S.A.  |

### Feed Stuffs.

|                                    |                         |
|------------------------------------|-------------------------|
| Corn Products Refining Co. . . . . | New York, N.Y., U.S.A.  |
| Gilchrist Walker & Co. . . . .     | Galata, Constantinople. |
| Hug & Co., J. . . . .              | Cairo, Egypt.           |

### Firearms and Ammunition.

|                                                        |                          |
|--------------------------------------------------------|--------------------------|
| Baker, Geo. & A., Importers, 370 Grande Rue de Pera.   | Constantinople.          |
| Coenca Frères, Importers 38 Rue de la Sublime Porte    | Stambou', Constantinople |
| Peters, Frederick, Exporter, Pickhuben, 4, Freihafen . | Hamburg, Germany.        |

### Fittings.

|                                                       |                        |
|-------------------------------------------------------|------------------------|
| Devlin Mfg. Co., Thos., Lehigh Ave & American St. .   | Philadelphia, U. S. A. |
| Flagg Stanley G., Mfr. & Exporter, 1421 Chestnut, St. | Philadelphia, U. S. A. |

### Fish (Dried, Salt.)

|                                    |                 |
|------------------------------------|-----------------|
| Hancock & Wood, Importers. . . . . | Patras, Greece. |
|------------------------------------|-----------------|

### Flooring.

|                                                    |                        |
|----------------------------------------------------|------------------------|
| Barrett Mfg., Co., Exporters, Morris Bldg. . . . . | Philadelphia, U. S. A. |
|----------------------------------------------------|------------------------|

### Flour.

|                                                         |                         |
|---------------------------------------------------------|-------------------------|
| Capayannidès, G., Importer . . . . .                    | Trebizond.              |
| Cariciopoulo, Marc C., Importer, 12, Ibrahim Rifaat Han | Galata, Constantinople. |
| Hadjopoulo, D.B., Exporter, 29 Broadway . . . . .       | New York, U.S.A.        |
| Lebet Frères & Cie., Importers, Mahmoudié Han, Stamb.   | Constantinople.         |
| Stock & Mountain, Importers, Khorassandji Han, Stamb    | Constantinople.         |

### Fountain Pens.

|                                                     |                  |
|-----------------------------------------------------|------------------|
| Waterman Co., L. E., Exporters, 173, Broadway . . . | New York, U.S.A. |
|-----------------------------------------------------|------------------|

### Fruits (Dried: Almonds, Dates, Figs, Raisins, etc.).

|                                                          |                        |
|----------------------------------------------------------|------------------------|
| Asfar & Co., Date Packers . . . . .                      | Baghdad.               |
| Austro-Oriental Trading Co Ltd., Exporters . . . . .     | Baghdad.               |
| Barff & Co. Ltd., P. G., Exporters . . . . .             | Smyrna.                |
| Chasseaud & Co., F. W., Exporters, Kossova Han, Sirkedji | Constantinople.        |
| Cherry, Louis D., Importer, 52 S. 60th St. . . . .       | Philadelphia, U.S.A.   |
| Coença Frères, Exporters, 38 Avenue de la Sub. Porte,    | Constantinople.        |
| Elowe, Raphael J., Exporter . . . . .                    | Baghdad.               |
| Georgiadès & Co., Exporters . . . . .                    | Smyrna.                |
| Habicht, Braun & Co., Importers, Hudson & Laight St.     | New York, N.Y., U.S.A. |
| Hadjantony, Ant. B., Exporter . . . . .                  | Smyrna.                |
| Hadjopoulo, D.B., Importer, 29 Broadway . . . . .        | New York, N.Y., U.S.A. |
| The Hills Bros. Co., Exporters . . . . .                 | Bassorah.              |
| Wm. Hills Jr. & Co., Exporters . . . . .                 | Bassorah.              |

|                                                         |                        |
|---------------------------------------------------------|------------------------|
| Hochstrasser & Co , Exporters . . . . .                 | Trebizond.             |
| » » » » . . . . .                                       | Samsoun.               |
| Jaburg Brothers, Importers, 10 & 12 Leonard St. . . . . | New York, N.Y., U.S A. |
| Klonski, A. H., Exporter . . . . .                      | Hebron.                |
| Maghak, Fathalla D., Exporter . . . . .                 | Baghdad.               |
| Marcantonakis & Manoussakis, Exporters . . . . .        | Candia, Crete.         |
| Mégarbaué, G H., Exporter . . . . .                     | Aintab.                |
| Mégarbané & Fils, Habib, Exporters . . . . .            | Aleppo.                |
| Messayeh, Joseph J., Exporter . . . . .                 | Baghdad.               |
| Missir & Co., Exporters . . . . .                       | Smyrna.                |
| Missir & Co., Nicholas J., Exporters. . . . .           | Smyrna.                |
| Mumdjian Bros., Exporters . . . . .                     | Trebizond.             |
| Protopazzi Bros , 32 Fenchurch St. . . . .              | London , Eng.          |
| Reggio & Co.. Ant., Exporters . . . . .                 | Smyrna.                |
| Schamasch, Gourgie & Cie., Exporters. . . . .           | Baghdad.               |
| Shabandar, Mahmoud, Exporter . . . . .                  | Baghdad.               |
| Stassinopoulo, S. A , Exporter . . . . .                | Smyrna.                |
| Warde, Naasan & Co., Exporters . . . . .                | Beirut.                |
| Whittall & Co., C., Exporters . . . . .                 | Smyrna.                |

#### Furniture.

|                                                       |                         |
|-------------------------------------------------------|-------------------------|
| Baker A., Importer, 470 Grande Rue de Péra. . . . .   | Constantinople.         |
| Lambichi, M E., Importer . . . . .                    | Smyrna.                 |
| MacVittie, F. J., Importer . . . . .                  | Smyrna.                 |
| Montgomery Ward & Co., Exporters . . . . .            | Chicago, Ill., U. S. A. |
| Nahmias, Samuel et Fils, Importers. . . . .           | Salonica.               |
| Ourfalian & Bitchakdjian, Importers . . . . .         | Mersine.                |
| Sioufi, Elie, Manufacturer . . . . .                  | Beirut.                 |
| Psalty, Mfr., & Importer, R. Kabristan, Pera. . . . . | Constantinople.         |

#### Galvanized Sheet Metals.

|                                                                    |                        |
|--------------------------------------------------------------------|------------------------|
| Goldenberg & Fils, David . . . . .                                 | Braila, Roumania       |
| United States Steel Products Co., Exporters, 30 Church St. . . . . | New York, N.Y , U.S.A. |

#### Glass.

|                                       |            |
|---------------------------------------|------------|
| Navarro, Isaac J., Importer . . . . . | Salonica.  |
| Sayeg Frères, Importers . . . . .     | Beirut.    |
| Vafiades, V., Importer . . . . .      | Trebizond. |

#### General Exporters and Importers.

|                                                              |                         |
|--------------------------------------------------------------|-------------------------|
| Abdeni & Co. . . . .                                         | Aleppo.                 |
| Abramowitz, Leon P., 80 Calla Moslior . . . . .              | Bucharest.              |
| Asfar & Co. . . . .                                          | Baghdad.                |
| Audi & Co., B. . . . .                                       | Beirut.                 |
| Austro-Oriental Trading Co. Ltd. . . . .                     | Baghdad.                |
| Baldwin, Theo. A. . . . .                                    | Brussa.                 |
| Banque Commerciale de Palestine. . . . .                     | Jerusalem.              |
| Benveniste, Haim & Albert . . . . .                          | Salonica.               |
| Chamarakis, E. D . . . . .                                   | Rethymno, Crete.        |
| Chasseaud & Co., F.W., Kossova Han, Sirkedji, Stamb. . . . . | Constantinople.         |
| Chipman Limited, 10 Bridge St. . . . .                       | New York, N. Y., U.S A. |
| Cohen Mordoh & Cie . . . . .                                 | Salonica.               |
| Coufopoulos, D. G., Alyanak Han, Stamboul . . . . .          | Constantinople.         |
| Damiani, Barnabé . . . . .                                   | Jerusalem.              |
| Dizengoff, M. . . . .                                        | Jaffa.                  |
| Fils d'Abram Nahman . . . . .                                | Salonica.               |
| Gelat, Elias Th. . . . .                                     | Jerusalem.              |



|                                                             |                           |
|-------------------------------------------------------------|---------------------------|
| Hadjantony, Ant. B. . . . .                                 | Smyrna.                   |
| Haim, D. . . . .                                            | Jaffa.                    |
| Haldopoulo, N. P. . . . .                                   | Trebizond.                |
| Hancock & Wood. . . . .                                     | Patras, Greece.           |
| Hindié, Elias . . . . .                                     | Aleppo.                   |
| Hochstrasser & Co. . . . .                                  | Trebizond.                |
| » . . . . .                                                 | Samsoun.                  |
| Iahiel, Isaac I. . . . .                                    | Salonica.                 |
| Kirchner & Co. . . . .                                      | Aleppo.                   |
| Langridge, F. F. . . . .                                    | Baghdad.                  |
| Laughton & Co., C. 42 Perchembé Bazar, Galata . . . . .     | Constantinople.           |
| Lemmi Frères, G . . . . .                                   | Ordou.                    |
| Levin, Alter . . . . .                                      | Jerusalem.                |
| Louisides, P. J. . . . .                                    | Larnaca, Cyprus.          |
| Mahokian, A. . . . .                                        | Trebizond.                |
| Manachy, Lorenzo Y. . . . .                                 | Aleppo.                   |
| Marcantonakis & Mannoussakis. . . . .                       | Candia, Crete.            |
| Marcopoli & Co., V. . . . .                                 | Aleppo.                   |
| Melissinos, Bernard. . . . .                                | Piraeus, Greece.          |
| Mill, E. H., Kutchuk Millet Han, Galata. . . . .            | Constantinople.           |
| Mitrani, Joseph. . . . .                                    | Adrianople.               |
| Modiano, Ugo R. . . . .                                     | Constantinople.           |
| Momdjian Bros. . . . .                                      | Trebizond.                |
| Nemli Zadé Frères . . . . .                                 | Trebizond.                |
| Peristiany & Frères, J. Th. . . . .                         | Alexandretta.             |
| Petsaly, S., . . . . . Alexandria,                          | Cairo & Port Said, Egypt. |
| Phostiropoulo Frères . . . . .                              | Trebizond.                |
| Pisani Alex. C. . . . .                                     | Kerassund.                |
| Reppen, Theo, Arabian Han, Galata. . . . .                  | Constantinople.           |
| Rindelaub, Robert C., Sabit Bey Han 30-33, Galata . . . . . | Constantinople.           |
| Schapira, J. M., 10 Rue Colocotroni. . . . .                | Athens, Greece.           |
| Sciaky & Co., Victor . . . . .                              | Salonica.                 |
| Scialom, Isaac Moise . . . . .                              | Salonica.                 |
| Seefelder, Hans . . . . .                                   | Salonica.                 |
| Shabandar, Mahmoud . . . . .                                | Baghdad.                  |
| Spathopoulo Frères, P. . . . .                              | Kerassund.                |
| Stassinopoulo, S. A. . . . .                                | Smyrna.                   |
| Strick Scott & Co, Ltd . . . . .                            | Baghdad.                  |
| Suffern & Co., 90-96 Wall St. . . . .                       | New York, N. Y., U.S.A.   |
| Tiano, Henri. . . . .                                       | Salonica.                 |
| Turnbull, Jr. & Somerville . . . . .                        | Valetta, Malta.           |
| Vassiliou, Pittacos . . . . .                               | Mitylene.                 |
| Whittall & Co., J.W., Kenadjian Han, Stamboul . . . . .     | Constantinople.           |
| Zini, A. T. . . . .                                         | Patras, Greece.           |

**Glucose.**

|                                                 |                         |
|-------------------------------------------------|-------------------------|
| Corn Products Refining Co., Exporters . . . . . | New York, N.Y., U.S.A.  |
| Mitrani, Joseph, Importer . . . . .             | Adrianople.             |
| Gilchrist Walker & Co, Importers . . . . .      | Galata, Constantinople. |

**Government Contractors.**

|                                                                  |                 |
|------------------------------------------------------------------|-----------------|
| Aboaf & Co., A, P.O.B. 366. . . . .                              | Cairo, Egypt.   |
| Avigdor, N. S., Inayet Han 67, 68 S'amboul . . . . .             | Constantinople. |
| Baker, Geo. & A., Army contractors, 370 Gde Rue de Péra. . . . . | Constantinople. |
| Bucknam, R. D., Assicurazione Generali Han, Galata . . . . .     | Constantinople. |
| Chisnell & Sons Co., Ltd., George, Galata . . . . .              | Constantinople. |

|                                                            |                                       |
|------------------------------------------------------------|---------------------------------------|
| Edwards & Sons, Dilsiz Zadé Han, Stamboul . . . . .        | Constantinople.                       |
| Essayan & Frères, Hagop, Sirkedji 46, Stamboul . . . . .   | Constantinople.                       |
| Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata . . . . . | Constantinople.                       |
| Giraud, O., Hagopian Han, Galata . . . . .                 | Constantinople.                       |
| Hecht, Emil, Angora Han, Stamboul . . . . .                | Constantinople.                       |
| Langdon, J. D., Naval Contractor . . . . .                 | Smyrna.                               |
| Petsaly, S. . . . .                                        | Alexandria, Cairo & Port Said, Egypt. |
| Rosenwasser Bros., U.S Gov't. Contractor, 472, B'way.      | New York, U. S. A.                    |
| Scheffels, Otto, Elkiatib Han, Stamboul . . . . .          | Constantinople.                       |

### Grain & Cereals.

|                                                         |                 |
|---------------------------------------------------------|-----------------|
| Sciaky, Salomon J., Exporter . . . . .                  | Salonica.       |
| Seefelder, Hans, Exporter . . . . .                     | Salonica.       |
| Simeonoglou, Aristides, Exporter . . . . .              | Mersine.        |
| Sursock, Aziz, Exporter . . . . .                       | Tarsus.         |
| Whittall & Co., J. W., Exporters, Kenadjian Han, Stamb. | Constantinople. |
| Xanthos, C., Exporter . . . . .                         | Salonica.       |

### Groceries.

|                                                          |                         |
|----------------------------------------------------------|-------------------------|
| Cacoulides, J. P. H., Exporter . . . . .                 | Trebizond.              |
| Capayannides, G., Importer . . . . .                     | Trebizond.              |
| Economic Co-operative Society, Ltd., Importers . . . . . | Constantinople.         |
| Errera, Isaac G., Importer . . . . .                     | Salonica.               |
| Eustathopoulo, Nap., Importer, Arnopoulo Han, Stamb.     | Constantinople.         |
| Goldberg, Tewel, Importer . . . . .                      | Jerusalem.              |
| Habicht, Braun & Co., Hudson & Laight Sts. . . . .       | New York, N. Y., U.S.A. |
| Hannania, Joseph, Importer . . . . .                     | Baghdad.                |
| Hindié Frères, Importers . . . . .                       | Aleppo.                 |
| Hochstrasser & Co., Exporter . . . . .                   | Trebizond.              |
| Jaburg Brothers, Importers, 10 & 12 Leonard St. . . . .  | New York, N. Y., U.S.A. |
| Koukaz & Zaloom, Exporters (Syrian Provisions) . . . . . | Beirut.                 |
| Leslie & Co., John H., Importers, 29, Lake St. . . . .   | Chicago, Ill., U. S.A.  |
| Mahokian, A., Exporter . . . . .                         | Trebizond.              |
| Modiano & Co., Levy V., Exporters . . . . .              | Salonica.               |
| Navarro, Emmanuel Is., Importer . . . . .                | Salonica.               |
| Navarro M., Exporter . . . . .                           | Salonica.               |
| » & Mijan, Importers . . . . .                           | Salonica.               |
| Nemli Zadé Frères, Importers . . . . .                   | Trebizond.              |
| Rindelaub Rob't C., Importer, Sabit Bey Han, 30/33, Gal. | Constantinople.         |
| Seefelder, Hans, Importer . . . . .                      | Salonica.               |
| Xanthos, C., Exporter . . . . .                          | Salonica.               |

### Gum Tragacanth.

|                                                          |                 |
|----------------------------------------------------------|-----------------|
| Abdul Kader El-Khadery, Exporter . . . . .               | Baghdad.        |
| Berk, Püttmann & Co., Exporters . . . . .                | Baghdad.        |
| Brazzofoli, Max, Exporter . . . . .                      | Mersine.        |
| Chachaty Frères, Exporters . . . . .                     | Mersine.        |
| Chasseaud & Co., F. W., Export., Kossova Han, Sirkedji.  | Constantinople. |
| Parsegh G. Essefian, Exporter, 28, Khorassandji Han, St. | Constantinople. |
| Elishaa, Nessim, Exporter . . . . .                      | Baghdad.        |
| Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, St.   | Constantinople. |
| Holstein, Herm. A., Exporter, Allalemdji Han, Stamb.     | Constantinople. |
| Jeboury, Beythoum, Exporter . . . . .                    | Baghdad.        |
| Maghak, Fathalla D., Exporter . . . . .                  | Baghdad.        |
| Manachy & Fils, Yanni, Exporters . . . . .               | Aleppo.         |
| Manuelian, H. & Co., Exporters . . . . .                 | Mersine.        |
| Nacache & Fils, Ibr., Exporters . . . . .                | Mersine.        |
| Zelvéian, M. & K.S., Exporters . . . . .                 | Mersine.        |

**Guts (Sausage Casings).**

|                                                         |                 |
|---------------------------------------------------------|-----------------|
| Abdul Kader El-Khcdery, Exporters. . . . .              | Baghdad.        |
| Arsen & Co., A. G., Exporters, Gulbenkian Han, Stamb.   | Constantinople. |
| Berk, Püttman & Co., Exporters . . . . .                | Baghdad.        |
| Essefian, Parsegh G., Export., 28 Khorassandji Han, St. | Constantinople. |
| Hecht, Emil, Exporter, Angora Han, Stamboul. . . . .    | Constantinople. |
| Messayeh, R. D., Exporter. . . . .                      | Baghdad.        |
| Nemli Zadé Frères, Exporters . . . . .                  | Trebizond.      |
| Schamasch, Gourgie & Co., Exporters . . . . .           | Baghdad.        |
| Selian, R. B., Exporter . . . . .                       | Mersine.        |
| Zarifi, L., Exporter, Hagopian Han, Stamboul . . . . .  | Constantinople. |

**Hair Curlers.**

|                                                        |                        |
|--------------------------------------------------------|------------------------|
| West Electric Hair Curler Co., 45 S. Front St. . . . . | Philadelphia, U. S. A. |
|--------------------------------------------------------|------------------------|

**Hand Cream.**

|                                                         |                           |
|---------------------------------------------------------|---------------------------|
| Louisville Cotton Oil Co., Manufacturers and Exporters, | Louisville, Ky., U. S. A. |
|---------------------------------------------------------|---------------------------|

**Hardware and Tools.**

|                                                              |                         |
|--------------------------------------------------------------|-------------------------|
| Altitzoglou Fils, Importer. . . . .                          | Mersine.                |
| Aperguis & Cie., N. A., Importers, 40, Rue de la Douane      | Galata, Constantinople. |
| Artus, Henri, Importer . . . . .                             | Mersine.                |
| Bedrossian, Aram N., Importer, Kutchuk Millet Han . .        | Galata, Constantinople. |
| Berk, Puttnam & Co., Importers . . . . .                     | Baghdad.                |
| Blum & Levy, Importers . . . . .                             | Jerusalem.              |
| Cariciopoulo, Marc C., Importer, 12 Ibrahim Rifaat Han.      | Galata, Constantinople. |
| Chisnell & Sons Co., Ltd., George, Galata . . . . .          | Constantinople.         |
| Devlin Mfg. Co., Thos., (Carriage & Saddlery Hardware).      | Philadelphia, U. S. A.  |
| Di-ton & Sons, Henry, P.O.B. 1537 . . . . .                  | Philadelphia, U. S. A.  |
| Dizengoff, M., Importer . . . . .                            | Jaffa.                  |
| Edwards & Sons, Importers, Dilsiz Zadé Han, Stamb.           | Constantinople.         |
| Enriquez, Clement, Importer. . . . .                         | Baghdad.                |
| Enterprise Mfg. Co., The, Mfrs. & Exp., 3d & Dauphin St.     | Philadelphia, U. S. A.  |
| Etablissements Orosdi Back, Importers . . . . .              | Constantinople.         |
| Fils de G. Errara & Co., Importers . . . . .                 | Salonica.               |
| Franghakis & Sinnosoglou, Importers . . . . .                | Adana.                  |
| Goldenberg & Fils, David . . . . .                           | Braila, Roumania.       |
| Haim, D., Importer. . . . .                                  | Jaffa.                  |
| Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamb.,          | Constantinople.         |
| Kirchner & Co., Importers . . . . .                          | Aleppo.                 |
| Kuster & Co., R. . . . .                                     | Cairo, Egypt.           |
| Lambichi, M. E., Importer. . . . .                           | Smyrna.                 |
| Manachy, Lorenzo Y., Importer. . . . .                       | Aleppo.                 |
| MacVittie, F. J., Importer . . . . .                         | Smyrna.                 |
| McCaffrey File Co., Mfrs. & Exporters, 5th & Berks St.       | Philadelphia, U. S. A.  |
| Mill, E. H., Importer, Galata . . . . .                      | Constantinople.         |
| Modiano, J. Is., Importer . . . . .                          | Salonica.               |
| Montgomery Ward & Co., Exporters . . . . .                   | Chicago, Ill., U.S.A.   |
| National Specialty Co., Mfrs. & Exp. Lehigh Ave. & Amer. St. | Philadelphia, U. S. A.  |
| North Bros. Mfg. Co., Mfrs. & Exp., Lehigh Ave. & Amer. St.  | Philadelphia, U. S. A.  |
| Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata      | Constantinople.         |
| Peristiany & Frères, J. Th., Importers . . . . .             | Aleppo.                 |
| Plumb, Fayette R., Mfr. & Exporter, Bridesburg P.O.          | Philadelphia, U. S. A.  |
| Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamb.       | Constantinople.         |
| Sayegh Frères, Importers . . . . .                           | Beirut.                 |
| Schamasch, Gourgie & Co., Importers . . . . .                | Baghdad.                |
| Schuep & Cie., Importers . . . . .                           | Aleppo.                 |

|                                                        |                 |
|--------------------------------------------------------|-----------------|
| Société Commerciale du Levant, Importers . . . . .     | Salonica.       |
| Shabandar, Mahmoud, Importer . . . . .                 | Baghdad         |
| Tiano, Henri, Importer . . . . .                       | Salonica.       |
| Vafiades, V., Importer . . . . .                       | Trebizond.      |
| Werner, Albert, Importer, Arabian Han, Galata. . . . . | Constantinople. |

### Harness and Leather Goods.

|                                                                                                                   |                          |
|-------------------------------------------------------------------------------------------------------------------|--------------------------|
| Birch, James H., Exporter . . . . .                                                                               | Burlington, N.J., U.S.A. |
| Jean Hauser, Mgr., Société Anonyme pour l'Importation<br>et l'Exportation, Importers, 18 Strada Lipsani . . . . . | Bucharest, Roumania.     |
| The Studebaker Corporation . . . . .                                                                              | South Bend, Ind., U.S.A. |

### Hats (Felt.)

|                                                         |                        |
|---------------------------------------------------------|------------------------|
| Stetson Co., John B., Exporters, 5th & Montgomery Ave., | Philadelphia, U. S. A. |
|---------------------------------------------------------|------------------------|

### Hooks & Eyes.

|                                                        |                        |
|--------------------------------------------------------|------------------------|
| West Electric Hair Curler Co., 45 S. Front St. . . . . | Philadelphia, U. S. A. |
|--------------------------------------------------------|------------------------|

### Hosiery.

|                                   |         |
|-----------------------------------|---------|
| Douad & Abdo, Importers . . . . . | Beirut. |
|-----------------------------------|---------|

### Hotels.

|                                          |               |
|------------------------------------------|---------------|
| Egyptian Hotels, Ltd . . . . .           | Cairo, Egypt. |
| Geo. Nungovich Egyptian Hotels . . . . . | Cairo, Egypt. |

### Household Utensils.

|                                                             |                      |
|-------------------------------------------------------------|----------------------|
| National Specialty Mfg. Co., Lehigh Ave & Amer. St. . . . . | Philadelphia, U.S.A. |
| North Bros, Mfg. etc. . . . .                               | Philadelphia, U.S.A. |

### Hydraulic Lime

|                                   |         |
|-----------------------------------|---------|
| Sayeg Frères, Importers . . . . . | Beirut. |
|-----------------------------------|---------|

### Importers (General).

|                                                                                                       |                          |
|-------------------------------------------------------------------------------------------------------|--------------------------|
| Abramovitz, Leon P , 80 Calea Moslior . . . . .                                                       | Bucharest, Roumania.     |
| Alisaffi, J. . . . .                                                                                  | Samsoun.                 |
| Altendorff, Wright & Darr, Ralli Han, Stamboul . . . . .                                              | Constantinople.          |
| Amar & Co., S., Validé Sultan Han, Stamboul . . . . .                                                 | Constantinople.          |
| Angelopoulo, Geo . . . . .                                                                            | Piræus, Greece.          |
| Audi & Frères, S. . . . .                                                                             | Beirut.                  |
| Austro-Oriental Trading Co. Ltd. . . . .                                                              | Baghdad.                 |
| Baldwin, Theo. A. . . . .                                                                             | Brussa.                  |
| Bensussan, Samuel I. . . . .                                                                          | Salonica.                |
| Berk, Püttman & Co. . . . .                                                                           | Baghdad.                 |
| Birch, James H. . . . .                                                                               | Burlington, N.J., U.S.A. |
| Capayannides, G. . . . .                                                                              | Trebizond.               |
| Cariciopoulo, Marc G., 12 Ibrahim Rifaat Han, Galata . . . . .                                        | Constantinople.          |
| Cherry, Louis D., Importer, 52 S. 60th St. . . . .                                                    | Philadelphia, U.S.A.     |
| Chisnell & Sons Co., Ltd., George, Galata . . . . .                                                   | Constantinople.          |
| Confopoulos, D. G., Alyanak Han, Stamboul . . . . .                                                   | Constantinople.          |
| Dobrowolski Ambonetti & Co. . . . .                                                                   | Salonica.                |
| Farwagi, E., & Fils. . . . .                                                                          | Jaffa.                   |
| Habicht, Braun & Co., Hudson & Laight Strs. . . . .                                                   | New York, N. Y., U.S.A.  |
| Haddad, Elias And . . . . .                                                                           | Beirut.                  |
| Haldéopoulo, N.P. . . . .                                                                             | Trebizond.               |
| Hauser, Jean, Mgr. Société Anonyme pour l'Exportation<br>et l'Importation, 8 Strada Lipsani . . . . . | Bucharest, Roumania.     |
| The Hills Bros. Co., Beach & Washington Strs . . . . .                                                | New York, N. Y., U.S.A.  |
| Hindié Frères . . . . .                                                                               | Aleppo.                  |

|                                                                |                         |
|----------------------------------------------------------------|-------------------------|
| Hochstrasser, & Co. . . . .                                    | Trebizond.              |
| Jaburg Bros., 1 & 3 Worth Str. . . . .                         | New York, N. Y., U.S.A. |
| Khourj, G. & A., Farra . . . . .                               | Beirut.                 |
| Kouroubalekian, Khosrof, Tchetcheyan Han, Galata . . . . .     | Constantinople.         |
| Koukaz & Zaloom. . . . .                                       | Beirut.                 |
| Kuebler, Jona . . . . .                                        | Jaffa.                  |
| Leslie & Co., John H., 29, Lake St., Cor. Wabash Ave . . . . . | Chicago, Ill., U.S.A.   |
| Lévy, Juda Gabriel . . . . .                                   | Janina, Albania.        |
| Lobel, Père et Fils . . . . .                                  | Salonica.               |
| Loir, Edouard . . . . .                                        | Beirut.                 |
| Misrachi, Edouard . . . . .                                    | Salonica.               |
| Mitrani, Joseph, Importer . . . . .                            | Adrianople.             |
| Modiano, Fils de S. D . . . . .                                | Salonica.               |
| Mossery, Albert . . . . .                                      | Salonica.               |
| Mouradian, Kevork, Demir Kapou Djadessi, 2, Stamb. . . . .     | Constantinople.         |
| Nowill & Co., Sidney, Kevork Bey Han, Galata . . . . .         | Constantinople.         |
| Petsaly, S. . . . . Alexandria, Cairo & Port-Said              | Egypt.                  |
| Rindelaub, Rob't C., Sabit Bey Han 30-33, Galata. . . . .      | Constantinople.         |
| Sayegh Frères . . . . .                                        | Beirut.                 |
| Schragger & Nelle, Setian Han, 30, Stamboul. . . . .           | Constantinople.         |
| Schuep & Co. . . . .                                           | Aleppo.                 |
| Seager & Co., Walter, Tchিনিli Richtim Han, Galata. . . . .    | Constantinople.         |
| Shabandar, Mahmoud. . . . .                                    | Baghdad.                |
| Sirgi & Co., M. . . . .                                        | Beirut.                 |
| Tennant Sons & Co., C., 76, William Street . . . . .           | New York, N. Y., U.S.A. |
| Trad, P. & M. . . . .                                          | Beirut.                 |

#### Information Bureaus.

|                                          |            |
|------------------------------------------|------------|
| Sachs, Elimeleh, Souk-el-Bazar . . . . . | Jerusalem. |
|------------------------------------------|------------|

#### Insurance Agents.

|                                                              |                         |
|--------------------------------------------------------------|-------------------------|
| Algranti, Victor, Yeni Han, Sirkedji, Stamboul . . . . .     | Constantinople.         |
| Chamarakis, E. D . . . . .                                   | Rethymno, Crète.        |
| Compte-Calix & J. G. Saverio, 7 Rue Tchinar, Galata. . . . . | Constantinople.         |
| Curmusi, Theo. N., Tchিনিli Richtim Han, Galata. . . . .     | Constantinople.         |
| Farwagi, E., & Fils. . . . .                                 | Jaffa.                  |
| Gelat, Elias Thomas, Fire, Life & Accident. . . . .          | Jerusalem.              |
| Grech, Alfred . . . . .                                      | Dardanelles.            |
| Hancock & Wood. . . . .                                      | Patras, Greece.         |
| Kuebler, Jona . . . . .                                      | Jaffa.                  |
| Levin, Alter. . . . .                                        | Jerusalem.              |
| Liverpool & London & Globe Insurance Co., Galata . . . . .   | Constantinople.         |
| Loir, Edouard . . . . .                                      | Beirut.                 |
| Molho, Isaac . . . . .                                       | Salonica.               |
| Nahama & Cie., J. . . . .                                    | Salonica.               |
| Philippou, A. . . . .                                        | Janina, Albania.        |
| Romeo, Francis L. . . . .                                    | Alexandria, Egypt.      |
| Sciaky & Co., Victor. . . . .                                | Salonica.               |
| Seager & Co., Walter, Tchিনিli Richtim Han, Galata. . . . .  | Constantinople.         |
| Sellar, A. W., & Co., Altiparmak Han, Stamboul. . . . .      | Constantinople.         |
| Strick, Scott & Co., Ltd. . . . .                            | Baghdad.                |
| Vandegrift & Co., F. B., 12-25, Whitehall Street . . . . .   | New York, N. Y., U.S.A. |
| Varhetian, L. & L. . . . .                                   | Smyrna.                 |
| Whittall, Saltiel Co. Ltd. . . . .                           | Salonica.               |
| Whittall & Co., J.W., Kenadjian Han, Stamboul . . . . .      | Constantinople.         |
| Yannoulato, Ant, G., Abid Han, Galata . . . . .              | Constantinople.         |

**Iron & Steel.**

|                                                             |                          |
|-------------------------------------------------------------|--------------------------|
| Altitzoglou Fils, J., Importer . . . . .                    | Mersine.                 |
| Avedissian & Kechichian, Importers . . . . .                | Adana.                   |
| Bedrossian, Aram N., Importer, Kutchuk Millet Han.          | Galata, Constantinople.  |
| Brazzafolli, Max, Importer. . . . .                         | Mersine.                 |
| Capayannides, G., Importer . . . . .                        | Trebizond.               |
| Essayan & Frères, Hagop, Importers, Sirkedji, 46 . . .      | Stamboul, Constantinople |
| Goldenberg & Fils, David . . . . .                          | Braïla, Roumania.        |
| Haldéopoulo, N.P., Importer. . . . .                        | Trebizond.               |
| Hochstrasser & Co, Importers . . . . .                      | Trebizond.               |
| » » » » . . . . .                                           | Samsoun                  |
| Navarro, Isaac J., Importer . . . . .                       | Salonica.                |
| Nemli Zadé Frères, Importers . . . . .                      | Trebizond.               |
| Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamb.      | Constantinople.          |
| Trussed Concrete Steel Co., Exporters . . . . .             | Detroit, Mich., U.S.A.   |
| United States Steel Products Co., Exporters, 30, Church St. | New York, N. Y., U.S.A.  |
| Werner, Albert, Arabian Han, Galata . . . . .               | Constantinople.          |

**Jewelry.**

|                                                    |                          |
|----------------------------------------------------|--------------------------|
| Fils de G. Errera & Co., Importers . . . . .       | Salonica.                |
| Macdonald & Co., R. B., Mfrs. & Exporters. . . . . | Attleboro, Mass., U.S.A. |
| Société Commerciale du Levant, Importers . . . . . | Salonica.                |

**Laces and Embroideries.**

|                                                          |                 |
|----------------------------------------------------------|-----------------|
| Abdo Bros., George, Exporters. . . . .                   | Beirut.         |
| Audi & Frères, S., Manufacturers & Exporters . . . . .   | Beirut.         |
| Elias Abu Samra & Fils, Exporters . . . . .              | Beirut.         |
| Fares and Geo. Farah., Exporters . . . . .               | Beirut.         |
| Gelat, Elias Thomas, Exporter . . . . .                  | Jerusalem.      |
| Kabbaz & Co., P. A., Exporters . . . . .                 | Aleppo.         |
| Karamanoukian & Fils, Garouge, Exporters. . . . .        | Aintab.         |
| Koukaz & Zaloom, Exporters . . . . .                     | Beirut.         |
| Megarbané, G. H., Exporter . . . . .                     | Aintab.         |
| Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamb.   | Constantinople. |
| Saba, Alexander, Exporter. . . . .                       | Aleppo.         |
| Sadullah, R. Levy & Mandil, Exprs, Mahm. Pasha, 232, St. | Constantinople. |

**Leather.**

|                                                                                                                 |                        |
|-----------------------------------------------------------------------------------------------------------------|------------------------|
| Abdeni & Co., G.G., Importers. . . . .                                                                          | Aleppo.                |
| Berk, Püttmann & Co., Importers . . . . .                                                                       | Baghdad.               |
| Blattner, Andrew, repr. Stone, Timlow & Co. . . . .                                                             | Constantinople.        |
| Elkiatib, Salim, Importer, Elkiatib Han . . . . .                                                               | Constantinople.        |
| Enriquez, Clemente, Importer . . . . .                                                                          | Baghdad.               |
| Eustathopoulo, Nap., Importer, Arnopoulo Han, Stamb.                                                            | Constantinople.        |
| Foerderer, Inc., Robert H., Mfrs. & Exporters, Frankford.                                                       | Philadelphia, U. S. A. |
| Fulias & Co., Importers, Abid Han, Galata. . . . .                                                              | Constantinople.        |
| Haddad, Elias And., Importer . . . . .                                                                          | Beirut.                |
| Hananel, N.B., Imp., Meydandjik, Xanthopoulo Han, St.                                                           | Constantinople.        |
| Jean Hauser, Mgr. Société Anonyme, pour l'Exportation<br>et l'Importation, Importer, 8 Strada Lipsani . . . . . | Bucharest, Roumania.   |
| Jaboury, Beythoum, Importer, . . . . .                                                                          | Baghdad.               |
| Kabbaz & Co., P.A., Importers. . . . .                                                                          | Aleppo.                |
| Lebet Frères & Co., Importers, Mahmoudié Han, Stamb.                                                            | Constantinople.        |
| Lynch & Co., Stephen, Importers. . . . .                                                                        | Baghdad.               |
| Maulwurf, Ed., Importer & Exporter . . . . .                                                                    | Salonica.              |
| Matthews & Co., C. J., Mfrs. & Exporters, 417, Arch St.                                                         | Philadelphia, U. S. A. |
| McNeely & Price, 170 & 4th St., Mfrs. & Exporters . .                                                           | Philadelphia, U. S. A. |
| Messayeh, R.D., Importer . . . . .                                                                              | Baghdad.               |

|                                                         |                         |
|---------------------------------------------------------|-------------------------|
| Mill, E. H., Mgr. Strong & Trowbridge Co., Galata . . . | Constantinople.         |
| Modiano, Saül Is., Importer & Exporter . . . . .        | Salonica.               |
| Peristiany & Frères, J. Th., Importers. . . . .         | Alexandretta.           |
| Sarantis Frères, 19, 20 Omar Abid Han, Galata. . . .    | Constantinople.         |
| Serefas, D., Importer & Exporter. . . . .               | Salonica.               |
| Sourlangas Fils, E.N., Importers, Kossova Han, Stamb.   | Constantinople.         |
| Sourlangas, Stylianos E., Mfr. . . . .                  | Mitylene.               |
| Stone, Timlow & Co., Manufacturers . . . . .            | Boston, Mass., U. S. A. |
| Stratoulis & Tsampiras, Importers. . . . .              | Athens, Greece.         |
| Wolfner, Joseph, Exporter. . . . .                      | Belgrade, Servia.       |
| Xanthos, C., Importer & Exporter . . . . .              | Salonica.               |

**Leggins.**

|                                                       |                    |
|-------------------------------------------------------|--------------------|
| Rosenwasser Bros, Mfrs. and Exporters, 412, Broadway, | New York, U. S. A. |
|-------------------------------------------------------|--------------------|

**Licorice Root.**

|                                                         |          |
|---------------------------------------------------------|----------|
| Abdul Kader el-Khedery, Exporter . . . . .              | Baghdad. |
| Keun, Lavino & Co., Exporters . . . . .                 | Smyrna.  |
| McAndrews & Forbes(Head Office for the Orient), Export. | Smyrna.  |
| McAndrews & Forbes Co., Exporters, . . . . .            | Baghdad. |

**Light (in Fire-Proof Buildings.)**

|                                                         |                        |
|---------------------------------------------------------|------------------------|
| David Lupton's Sons Co., Allegheny Ave. & Tulip St. . . | Philadelphia, U. S. A. |
|---------------------------------------------------------|------------------------|

**Lighting Devices.**

|                                                    |                          |
|----------------------------------------------------|--------------------------|
| Avigdor, N S., Inayet Han, 67, 78 Stambul. . . . . | Constantinople.          |
| Elowe, Raphael, J., Importer. . . . .              | Baghdad.                 |
| Seferiades, S.A., Importer. . . . .                | Smyrna.                  |
| Welsbach Co., Mfrs. & Exporters. . . . .           | Gloucester, N.J., U.S.A. |

**Linoleum & Oil Cloth.**

|                                                        |                 |
|--------------------------------------------------------|-----------------|
| Errera & Co., Fils de G. Importers . . . . .           | Salonica.       |
| Scheffels, Otto, Importer, Elkiatib Han, Stamboul. . . | Constantinople. |

**Lithographers.**

|                                                         |                        |
|---------------------------------------------------------|------------------------|
| Ketterlinus Lithographic Mfg. Co., 4th & Arch Sts . . . | Philadelphia, U. S. A. |
| Mann Co., Wm., 529 Market St. . . . .                   | Philadelphia, U. S. A. |

**Locks**

|                                                  |                      |
|--------------------------------------------------|----------------------|
| Miller Lock Company, Mfrs. & Exporters . . . . . | Philadelphia, U.S.A. |
| Russel & Erwin Mfg. Co. » . . . . .              | New York, U.S.A.     |

**Locomotives.**

|                                                            |                      |
|------------------------------------------------------------|----------------------|
| Baldwin Locomotive Works, Mfrs., Broad & Spring Garden St. | Philadelphia, U.S.A. |
|------------------------------------------------------------|----------------------|

**Lumber.**

|                                                    |                 |
|----------------------------------------------------|-----------------|
| Eugenides, & Co, Eug. Arabian Han, Galata. . . . . | Constantinople. |
| Khoury Farrab, K. & B., Importers . . . . .        | Beirut.         |
| Serefas, D., Importer . . . . .                    | Salonica.       |

**Machinery.**

|                                                         |                        |
|---------------------------------------------------------|------------------------|
| Aboaf & Co., A., Importers, P.O.B 366. . . . .          | Cairo Egypt.           |
| Aperguis & Cie., N. A., Importers, Bahtiar Han, Galata. | Constantinople.        |
| Balladur, Chas .P., Importer. . . . .                   | Smyrna.                |
| Berk, Pütman & Co., Importers . . . . .                 | Baghdad.               |
| Blockey, Cree & Co., Importers. . . . .                 | Baghdad.               |
| Cardwell Machine Co., Exporters . . . . .               | Richmond, Va., U.S.A.  |
| Chipman Limited, 10 Bridge St. . . . .                  | New York, N.Y., U.S.A. |
| Chirin, Leon, M. E., Importer, Kenadjian Han, Stamb.    | Constantinople.        |
| Chisnell & Sons Co., Ltd., George, Importers. . . . .   | Constantinople.        |
| Coenca Frères, Importers, 38 Ave. de la Sub. Porte, St. | Constantinople.        |
| Dizengoff, M., Importer . . . . .                       | Jaffa.                 |
| Fairbank Co., The N. K., Exporters, 7 Dearborn St., .   | Chicago, Ill., U.S.A.  |

|                                                                                                               |                        |
|---------------------------------------------------------------------------------------------------------------|------------------------|
| Farquhar, A. B., & Co., Export., Cotton Exchange Bldg.                                                        | New York, N.Y., U.S.A. |
| Frangakis, Ant. Ch., Importer . . . . .                                                                       | Aleppo.                |
| Fairbanks Co., Exporters . . . . .                                                                            | New York, N.Y., U.S.A. |
| Goldenberg & Fils, David . . . . .                                                                            | Braila, Roumania.      |
| Hauser, Jean, Mgr. Société Anonyme pour l'Exportation<br>et l'Importation, Importers, 8 Strada Lips cani. . . | Bucharest, Roumania.   |
| Lebet Frères & Cie., Importers, Mahmoudié Han, Stamb.                                                         | Constantinople.        |
| Loutfalla, Georges, Importer . . . . .                                                                        | Adana.                 |
| Lykiardopoulos Fils, A., Importer. . . . .                                                                    | Mersine.               |
| Lynch & Co., Stephen, Importers. . . . .                                                                      | Baghdad.               |
| Messayeh, Joseph J., Importer . . . . .                                                                       | Baghdad.               |
| Messayeh, R. D., Importer. . . . .                                                                            | Baghdad.               |
| Sprout-Waldron Co., Flour, Meal & Feed Machinery .                                                            | Muncy, Pa., U. S. A.   |
| Zarifi, L., Importer, Hagopian Han, Galata. . . . .                                                           | Constantinople.        |

#### **Machine Tools.**

|                                                               |                        |
|---------------------------------------------------------------|------------------------|
| Fairbanks Co., Exporters. . . . .                             | New York, N.Y., U.S.A. |
| Niles-Bement-Pond Co., Exporters, 111, Broadway . .           | New York, N.Y., U.S.A. |
| Pratt & Whitney Co., 111, Broadway, Exporters . . .           | New York, N.Y., U.S.A. |
| Sellers & Co., Inc., William, Mfrs. & Exp., 1600 Hamilton St. | Philadelphia, U.S.A.   |
| Werner, Albert, Importer, Arabian Han, Galata . . .           | Constantinople.        |

#### **Maize Oil.**

|                                         |                        |
|-----------------------------------------|------------------------|
| Corn Products Refining Co. . . . .      | New York, N.Y., U.S.A. |
| Gilchrist Walker & Co., Galata. . . . . | Constantinople.        |

#### **Marbles.**

|                                                    |                 |
|----------------------------------------------------|-----------------|
| Grecian Marbles (Marmor) Ltd., Exporters . . . . . | Athens, Greece. |
|----------------------------------------------------|-----------------|

#### **Mercantile Agencies.**

|                         |                      |
|-------------------------|----------------------|
| R. G. Dun & Co. . . . . | New York and Vienna. |
|-------------------------|----------------------|

#### **Merchants (General)**

|                                                           |                 |
|-----------------------------------------------------------|-----------------|
| Compte-Calix, J., & J. G. Saverio, 7 Rue Tchinar, Galata. | Constantinople. |
| Mouzalas, Basil A. . . . .                                | Mitylene.       |
| Sourlangas, Stylianos E. . . . .                          | Mitylene.       |
| Vassiliou, Pittacos A. . . . .                            | Mitylene.       |
| Whittall & Co., J. W., Kenadjian Han, Stamboul. . .       | Constantinople. |

#### **Metals (Tin, Zinc, etc.).**

|                                                    |                         |
|----------------------------------------------------|-------------------------|
| Bedrossian, Aram, N. Importer, Kutchuk Millet Han. | Galata, Constantinople. |
| Capayannidès, G., Importer . . . . .               | Trebizond.              |
| Juda & Salmona, Importers . . . . .                | Salonica.               |
| Haldéopoulo, N. P., Importer . . . . .             | Trebizond.              |
| Hannania & Son Showa, Joseph, Importers. . . . .   | Baghdad.                |
| Modiano, Joseph Is., Importer . . . . .            | Salonica.               |
| Navarro, Is. J., Importer . . . . .                | Salonica.               |

#### **Metal Shapes (Pressed)**

|                                                         |                      |
|---------------------------------------------------------|----------------------|
| American Pulley Co., The, Exporters, 29th & Bristol St. | Philadelphia, U.S.A. |
|---------------------------------------------------------|----------------------|

#### **Mills & Milling Machinery**

|                                                |                     |
|------------------------------------------------|---------------------|
| Sprout-Waldron Co., Mfrs. & Engineers. . . . . | Muncy Pa., U. S. A. |
|------------------------------------------------|---------------------|

#### **Minerals.**

|                                        |           |
|----------------------------------------|-----------|
| Keun, Lavino & Co., Exporters. . . . . | Smyrna.   |
| Magnifico, E. A., Exporter. . . . .    | Smyrna.   |
| Modiano, Saül Is., Exporter . . . . .  | Salonica. |



|                                                          |                          |
|----------------------------------------------------------|--------------------------|
| Iahiel, Isaac I., Exporter . . . . .                     | Salonica.                |
| Tiano, Fli., Exporters. . . . .                          | Salonica.                |
| Vafiadachi, M. & A., Exporters. . . . .                  | Smyrna.                  |
| Whittall & Co., J. W., Exporters, Kenadjian Han. . . . . | Stamboul, Constantinople |
| Wilkinson, James W., Exporter . . . . .                  | Smyrna.                  |

#### Mortar Stalns

|                                              |                        |
|----------------------------------------------|------------------------|
| Pecora Paint Co., 4th & Venango Sts. . . . . | Philadelphia, U. S. A. |
|----------------------------------------------|------------------------|

#### Mother of Pearl.

|                                                         |                        |
|---------------------------------------------------------|------------------------|
| Batarse, Issa, Importer & Exporter . . . . .            | Bethlehem.             |
| Pearl Waste Co., Exporters, 347, West Broadway. . . . . | New York, N.Y., U.S.A. |

#### Motor Boats and Motors,

|                                                                |                           |
|----------------------------------------------------------------|---------------------------|
| Aperguis & Co., N.A., Importers, 40, Rue de la Douane. . . . . | Galata, Constantinople.   |
| Belart Lanz, F., Importer, Ihsan Bey Han, Stamboul . . . . .   | Constantinople.           |
| Chrissafidès & Georgiadès, Imp. Kutchuk Millet Han. . . . .    | Galata, Constantinople.   |
| Waterloo Gasoline Engine Co., Manufacturers . . . . .          | Waterloo, Iowa, U.S.A.    |
| Wolverine Motor Works., Manufacturers . . . . .                | Bridgeport, Conn., U.S.A. |

#### Musical Instruments.

|                                      |                            |
|--------------------------------------|----------------------------|
| Baldwin Co., The Exporters . . . . . | Cincinnati, Ohio, U. S. A. |
| Starr Piano Co., Exporters. . . . .  | Richmond, Ind., U. S. A.   |

#### Nails (Wire).

|                                                                    |                          |
|--------------------------------------------------------------------|--------------------------|
| Essayan & Frères, Hagop, Importers, Sirkedji, 47 . . . . .         | Stamboul, Constantinople |
| Ourfalian & Bitchakdjian, Importers . . . . .                      | Mersine.                 |
| United States Steel Products Co., Exporters, 30 Church St. . . . . | New York, N. Y., U.S.A.  |

#### Nuts and Seeds.

|                                                                 |                         |
|-----------------------------------------------------------------|-------------------------|
| Alexandrides, P. & N., Exporters . . . . .                      | Kerassun                |
| Barff & Co, Ltd., P. G., Exporters . . . . .                    | Smyrna.                 |
| Cacoulides, G. N., Exporter . . . . .                           | Trebizond.              |
| Cacoulides, J. P. H., Exporter . . . . .                        | Trebizond.              |
| Cherry, Louis D., Importer, 52 S. 60th St. . . . .              | Philadelphia, U. S. A.  |
| Elishaa, Nessim, Exporter. . . . .                              | Baghdad.                |
| Fidao & Co., F., Exporters. . . . .                             | Smyrna.                 |
| Fils de Jacob Scialom, Exporters . . . . .                      | Salonica.               |
| Habicht, Braun & Co, Hudson & Laight Sts. . . . .               | New York.               |
| Hadjantony, Ant. B., Exporter . . . . .                         | Smyrna.                 |
| Hadjopoulo, D. B., Importer, 29 Broadway. . . . .               | New York, N.Y., U.S.A.  |
| Haldéopoulo, N. P., Exporter. . . . .                           | Trebizond.              |
| The Hills Bros. Co., Importers, Beach & Washington Sts. . . . . | New York, N.Y., U.S.A.  |
| Hochstrasser & Co., Exporters . . . . .                         | Trebizond.              |
| Holstein, Herm. A., Exporter, Allalemdji Han, Stamb. . . . .    | Constantinople.         |
| Jaburg Bros., 1 & 3 Worth Street, Importers. . . . .            | New York, N. Y., U.S.A. |
| Kabbaz & Co., P. A., Exporters. . . . .                         | Aleppo.                 |
| Karamanukian & Fils, Garouge, Exporters . . . . .               | Aintab.                 |
| Keun, Lavino, & Co., Exyorters . . . . .                        | Smyrna.                 |
| Lemmi Frères, G., Exporters . . . . .                           | Ordou.                  |
| Maghak, Fathalla D., Exporter . . . . .                         | Baghdad.                |
| Mahokian, A., Exporter. . . . .                                 | Trebizond.              |
| Manachy, Lorenzo Y., Exporter. . . . .                          | Aleppo.                 |
| Mitrani, Joseph, Exporter . . . . .                             | Adrianople.             |
| Mumdjian Bros., Exporters . . . . .                             | Trebizond.              |

|                                                           |                          |
|-----------------------------------------------------------|--------------------------|
| Pisani, Geo. C., Exporter . . . . .                       | Kerassund.               |
| Reggio, Abel, Importer, 105, Hudson Street . . . . .      | New York, N.Y., U.S.A.   |
| Reggio & Co., Ant., Exporters . . . . .                   | Smyrna.                  |
| Scialom & Co., Albert, Exporters. . . . .                 | Salonica.                |
| Spathopoulo Frères, P., Exporters. . . . .                | Kerassund.               |
| Spencer Importing and Trading Co., 163 Greenwich St.      | New York, N.Y., U.S.A.   |
| Stock & Mountain, Exporters, Korassandji Han, Stamb.      | Constantinople.          |
| United Confectioners Supply Co., Importers, Greenwich St. | New York, N.Y., U.S.A.   |
| Warde, Naasan & Co., Exporters, (Apricot Stones) . .      | Beirut.                  |
| Whittall, Saltiel Co., Exporters. . . . .                 | Salonica.                |
| Whittall & Co., C., Exporters . . . . .                   | Smyrna.                  |
| Whittall & Co., J. W., Exporters, Kenadjian Han.          | Stamboul, Constantinople |

#### Office Supplies & Appliances.

|                                       |                      |
|---------------------------------------|----------------------|
| Mann Co., Wm., 529 Market St. . . . . | Philadelphia, U.S.A. |
|---------------------------------------|----------------------|

#### Oils (Lubricating, etc.).

|                                                                                                             |                          |
|-------------------------------------------------------------------------------------------------------------|--------------------------|
| Aboaf & Co., A., Importers, P.O.B. 366 . . . . .                                                            | Cairo, Egypt.            |
| Audi & Frères, S., Importers . . . . .                                                                      | Beirut.                  |
| Baldwin, Theo. A. . . . .                                                                                   | Brussa.                  |
| Blockey, Cree & Co., Importers. . . . .                                                                     | Baghdad.                 |
| Brazzafolli, Max, Importer . . . . .                                                                        | Mersine.                 |
| Chasseaud & Co., F.W., Importers, Kossova Han, Sirkedji                                                     | Constantinople.          |
| Chrissafidès & Georgiadès, Importers, Galata . . . . .                                                      | Constantinople.          |
| Cohen Mordoh & Cie., Importers . . . . .                                                                    | Salonica.                |
| Frangakis, Ant. Ch., Importer . . . . .                                                                     | Aleppo.                  |
| Franghakis & Sinnossoglou, Importers. . . . .                                                               | Adana.                   |
| Giraud, O., Importer, Agopian Han, Galata. . . . .                                                          | Constantinople.          |
| Hauser, Jean, Mgr. Société Anonyme pour l'Importation<br>et l'Exportation, Importers, 8 Strada Lipsyani . . | Bucharest, Roumania.     |
| Lebet Frères & Cie., Importers, Mahmoudié Han . . .                                                         | Stamboul, Constantinople |
| Loutfalla, Georges, Importer . . . . .                                                                      | Adana                    |
| Matteossian, Leon, Importer, Tevekel Han, Galata. . .                                                       | Constantinople.          |
| Milischitsch, Ilija Importers . . . . .                                                                     | Belgrade, Servia.        |
| Modiano, Joseph Is., Importer . . . . .                                                                     | Salonica.                |
| Modiano & Cie., Levy V., Importers. . . . .                                                                 | Salonica.                |
| Pharaon, Issa, Schoucair & Co., Importers Mineral Oils                                                      | Beirut.                  |
| Strick, Scott & Co., Importers . . . . .                                                                    | Baghdad.                 |
| Tasartes & Barzilaï, Importers, Tohafdji Han, Stamboul                                                      | Constantinople.          |
| Vacuum Oil Co., Exporters. . . . .                                                                          | Rochester, N.Y., U.S.A.  |
| » » » . . . . .                                                                                             | Cairo, Egypt.            |
| » » » . . . . .                                                                                             | Jaffa, Palestine.        |
| » » » . . . . .                                                                                             | Beirut, Syria.           |
| Standard Oil Co., Exporters . . . . .                                                                       | New York, N.Y., U.S.A.   |
| Vafiades, V., Importer . . . . .                                                                            | Trebizond.               |
| Werner, Albert, Importer, Arabian Han, Galata . . .                                                         | Constantinople.          |
| Zarifi, L., Importer, Agopian Han, Galata . . . . .                                                         | Constantinople.          |

#### Oleo Oil.

|                                                         |                         |
|---------------------------------------------------------|-------------------------|
| Amar & Cie., S., Importers, Validé Sultan Han, Stamboul | Constantinople.         |
| Artus, Henri, Importer . . . . .                        | Mersine.                |
| Brazzafolli, Max, Importer . . . . .                    | Mersine.                |
| Cariciopoulo, Marc C., Importer, 12 Ibrahim Rifaat Han. | Galata, Constantinople. |
| Chachaty Bros., Importers. . . . .                      | Mersine.                |
| Chrissafidès & Georgiadès, Importers, Galata . . . . .  | Constantinople.         |
| Cohen Mordoh & Cie., Importers . . . . .                | Salonica.               |
| Coufopoulos. D. G., 25 Buyuk Millet Han, Galata . . .   | Constantinople.         |

|                                                          |                          |
|----------------------------------------------------------|--------------------------|
| Eustathopoulos, Nap., Importer, Arnopoulos Han, 3,4.     | Stamboul, Constantinople |
| Frankfort, M., 200, Produce Exchange. . . . .            | New York, N. Y., U.S.A.  |
| Fulias & Cie., Importers, Abid Han, Galata . . . . .     | Constantinople.          |
| Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamboul     | Constantinople.          |
| Hug & Co., J., Importer. . . . .                         | Cairo, Egypt.            |
| Juda & Salmona, Importers . . . . .                      | Salonica.                |
| Klonski, A. H., Importer . . . . .                       | Hebron.                  |
| Matteossian, Leon, Importer, Tevekel Han, Galata. . .    | Constantinople.          |
| Milischitsch, Ilija, Importer . . . . .                  | Belgrade, Servia.        |
| Mill, E. H., Mgr. Strong & Trowbridge Co., Galata . .    | Constantinople.          |
| Mitrani, J. . . . .                                      | Adrianople.              |
| Modiano & Cie., Levi V., Importers. . . . .              | Salonica.                |
| Molho, Isaac, Importer . . . . .                         | Salonica.                |
| Mumdjian Bros, Importers. . . . .                        | Trebizond.               |
| Navarro, Em. Is., Importers . . . . .                    | Salonica.                |
| Pharaon, Issa, Schoucair & Co., Importers . . . . .      | Beirut.                  |
| Sarantis Frères, Importers, 19, 20 Omar Abid Han, Galata | Constantinople.          |
| Scheffels, Otto, Importer, Elkiatib Han, Stamboul . . .  | Constantinople.          |
| Seefelder, Hans, Importer . . . . .                      | Salonica.                |
| Sourlangas Fils, E. N., Importers, Kossova Han, Stamb.   | Constantinople.          |
| Suflern & Co., Exporters, 90-96 Wall St. . . . .         | New York, N. Y., U.S.A.  |
| Tasartez & Barzilaï, Importers, Tohafdji Han, Stamboul   | Constantinople.          |
| Tiano, Henri, Importer . . . . .                         | Salonica.                |
| Xanthos, C., Importer. . . . .                           | Salonica.                |
| Zelvéian, M. & K. S., Importers . . . . .                | Mersine.                 |
| Zarifi, L., Importer, Agopian Han, Galata . . . . .      | Constantinople.          |

### Olives and Olive Oil.

|                                                    |                         |
|----------------------------------------------------|-------------------------|
| Alazza, Dem. H., Exporter . . . . .                | Mitylene.               |
| Barff & Co., Ltd., P.G., Exporters . . . . .       | Smyrna.                 |
| Chamarakis, E. D., Exporter . . . . .              | Rethymno, Crete.        |
| Cherry, Louis D., Importer, 52 S. 60th St. . . . . | Philadelphia, U. S. A.  |
| Coulevas, M. & A., Exporters . . . . .             | Piraeus, Greece.        |
| Fidao & Co., F., Exporters . . . . .               | Smyrna.                 |
| Hadjopoulos, D.B., Importer, 29 Broadway. . . . .  | New York, N. Y., U.S.A. |
| Keun, Lavino & Co., Exporters . . . . .            | Smyrna.                 |
| Reggio & Co., Ant., Exporters . . . . .            | Smyrna.                 |
| Whittall & Co., G., Exporters . . . . .            | Smyrna.                 |

### Opium.

|                                                      |                        |
|------------------------------------------------------|------------------------|
| Barker Bros., Exporters . . . . .                    | Smyrna.                |
| Chirinian, Raphael M., Exporter . . . . .            | Afion Karahissar.      |
| Fidao & Co., F., Exporters . . . . .                 | Smyrna.                |
| Gulbenkian Bros. & Co., Exporters, Gulbenkian Han.   | Stamb, Constantinople. |
| Holstein, Herm. A., Exporter, Allalemdji Han, Stamb. | Constantinople.        |
| Ihmsen & Cie., Exporters, Rue Findjandjilar. . . . . | Constantinople.        |
| Keun, Lavino & Co., Exporters. . . . .               | Smyrna.                |
| Lane, R. W., Exporter . . . . .                      | Smyrna.                |
| Raftopoulos & Co., N. C., Exporter . . . . .         | Patras, Greece.        |
| Reggio & Co., Ant., Exporters . . . . .              | Smyrna.                |
| Scialom & Cie., Albert, Exporters. . . . .           | Salonica.              |
| Scialom, Fils de Jacob, Exporters. . . . .           | Salonica.              |
| Topuz, Jean A., Exporter . . . . .                   | Salonica.              |
| Whittall Saltiel & Co., Ltd., Exporters . . . . .    | Salonica.              |
| Whittall & Co., J. W., Exporters. . . . .            | Constantinople.        |

**Optical Goods.**

Damiani, Barnabé, Importer . . . . . Jerusalem.

**Otto of Roses.**

Holstein, Herm. A., Exporter, Allalemdji Han, Stamb. Constantinople.  
Ihmsen & Co., Exporters, Rue Findjandjilar, Stamboul Constantinople.  
Mitrani, Joseph, Exporter . . . . . Adrianople.

**Packers.**

Maison Psalty, Rue Kabristan, Pera. . . . . Constantinople.

**Paper.**

Albemarle Paper Manufacturing Co. . . . . Richmond, Va., U.S.A.

**Paints, Enamels and Varnishes.**

Blum & Levy, Importers . . . . . Jerusalem.  
Chrissafidès & Georgiadès Importers, Galata. . . . . Constantinople.  
Franghakis & Sinnossoglou, Importers. . . . . Adana.  
Khabbaz & Co., Importers. . . . . Aleppo.  
Pecora Paint Co., Mfrs. & Exporters, 4th & Venango Sts. Philadelphia, U.S.A.

**Perfumery.**

Economic Co-operative Society Ltd., Importers . . . . Constantinople.  
Société Commerciale du Levant, Importers . . . . . Salonica.

**Petroleum.**

Angelopoulo, George . . . . . Piræus, Greece.  
Crew-Levick Co., Refiners & Producers, Land Title Bldg. Philadelphia, U.S.A.  
Florian, R., Str. Stavropoulos 6. . . . . Bucharest, Romania.  
Lykiardopoulos Fils, A., Importers . . . . . Mersine.  
Philippou, A., Importer . . . . . Janina, Albania.  
Vacuum Oil Co., Exporters . . . . . Rochester, N. Y., U.S.A.  
» » » Importers . . . . . Jaffa.  
» » » » . . . . . Beirut.  
» » » » . . . . . Cairo, Egypt.  
Standard Oil Co., Exporters . . . . . New York, N. Y., U.S.A.  
» » » Importers . . . . . Constantinople.

**Pitch.**

Barret Mfg. Co., Exporters, Morris Bldg. . . . . Philadelphia, U.S.A.

**Physicians and Dentists.**

Brautman, Sylvan, Physician and Dentist . . . . . Salonica.

**Pianos, Piano Players, &c.**

Baldwin Co., The Exporters . . . . . Cincinnati, Ohio, U.S.A.  
Starr Piano Co., Exporters. . . . . Richmond, Ind., U.S.A.

**Pistachio Nuts.**

Kabbaz & Co., P. A., Exporters . . . . . Aleppo.  
Mégarbané, G. H., Exporter . . . . . Aintab.  
Mégarbané & Fils, Habib, Exporters. . . . . Aleppo.  
Obégi & Cie., Charles, Exporters . . . . . Aintab.

**Pipes (Gas, Water, etc.)**

Matteossian, Leon, Importer, Tevekkel Han, Galata . . Constantinople.  
Scheffels, Otto, Importer, Elkiatib Han, Stamboul. . . Constantinople.  
United States Steel Products Co., Exporters, 30 Church St. New York, N. Y., U.S.A.  
Werner, Albert, Importer, Arabian Han, Galata. . . . Constantinople.

**Pipe Tools.**

Reed Manufacturing Co., Exporters . . . . . Erie, Pa., U. S. A.

**Plumbing Fixtures.**

Steinhauer & Co., Max, Importer . . . . . Cairo, Egypt.

**Playing Cards.**

U.S. Playing Card Co., Exporters. . . . . Cincinnati, Ohio, U.S.A.

**Printing & Printers' Requisites.**

American Press . . . . . Beirut.  
 Levant Herald, The. . . . . Constantinople.  
 Mann Co., Wm., 529 Market St . . . . . Philadelphia, U. S. A.  
 Matteossian, Vahan H., Am. Bible House. Stamboul. Constantinople.

**Printing Paper.**

Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamb. Constantinople.  
 Matteossian, V.H., Imp., American Bible House, Stamb Constantinople.  
 Sarantis Frères, Importers, 19-20, Omar Abid Han . . Galata, Constantinople.

**Pulleys & Pressed Metal Shapes.**

American Pulley Co., The, Mfrs. & Exp., 29th & Bristol St. Philadelphia, U.S.A.

**Pumps.**

Altitzoglou Fils, J., Importers . . . . . Mersine.  
 Avedissian & Kechichian, Importers . . . . . Adana.  
 Flint & Walling Mfg. Co., Exporters . . . . . Kendallville, Ind., U.S.A.  
 Frangakis, Ant. Ch., Importer . . . . . Aleppo.  
 Franghakis & Sinnossoglou, Importers. . . . . Adana.  
 Loutfalla, Georges, Importer . . . . . Adana.  
 Matteossian, Leon, Tevekel Han, Galata . . . . . Constantinople.  
 Rumsey & Co. Ltd., Exporters . . . . . Seneca Falls, N.Y., U.S.A.  
 Southwork Foundry & Machine Co., Wash. Ave. & 5th St. Philadelphia, U.S.A.

**Puttee.**

Rosenwasser Bros., Mfrs. & Exporters, 472 Broadway. New York, U. S. A.

**Railway Material**

Baldwin Locomotive Works, Broad & Spring Garden St. Philadelphia, U.S.A.  
 Brill Co., The J. G., 62 d St. & Woodland Ave. . . . Philadelphia, U.S.A.  
 Essayan & Frères, Hagop, Importers, Sirkedji 46, Stamb. Constantinople.  
 Standard Steel Works Co., Tires, Wheels, etc., Morris Bldg. Philadelphia, U.S.A.  
 Werner, Albert, Importer, Arabian Han, Galata . . . Constantinople.

**Razors & Blades.**

Gillette Safety Razor, Ltd., 40-44 Holborn Viaduct. . . London, England.

**Road Making Machinery.**

International Harvester Co., Ferdinandstr, 5 . . . . Hamburg 1, Germany.

**Roofing**

Barrett Mfg. Co., Exporters, Morris Bldg. . . . . Philadelphia, U.S.A.

**Rubber Goods.**

Varbetian, L. & L., Importers . . . . . Smyrna.  
 Damiani, Barnabé, Importer . . . . . Jerusalem.  
 Etablissements Orosli-Back, Importers. . . . . Constantinople.  
 Hananel, N. B., Importer, Ekbérié Han, Farakdjilar, St. Constantinople.  
 Hindié Frères, Importers . . . . . Aleppo.  
 Mertzanoff-Altiparmak, C. S., Importer, Taxim, Pera . Constantinople.  
 Quaker City Rubber Co., Mfrs. & Exporters, 629 Market St. Philadelphia, U.S.A.  
 Scheffels, Otto, Importer, Elkiatib Han, Stamboul . . Constantinople.



**Safes.**

|                                                            |                        |
|------------------------------------------------------------|------------------------|
| Audi & Frères, S., Importers . . . . .                     | Beirut.                |
| Frangakis, Ant. G., Importer . . . . .                     | Aleppo.                |
| York Safe & Lock Co., Exporters, 55, Maiden Lane . . . . . | New York, N.Y., U.S.A. |

**Saw Mill Machinery.**

|                                                          |                        |
|----------------------------------------------------------|------------------------|
| Farquhar, A.B., & Co., Exporters, Cotton Exchange Bldg., | New York, N.Y., U.S.A. |
|----------------------------------------------------------|------------------------|

**Sesame Seed.**

|                                                             |                 |
|-------------------------------------------------------------|-----------------|
| Cicurel, Vitalis A., Exporter . . . . .                     | Mersine.        |
| Simeonoglou, Aristidès, Exporter . . . . .                  | Adana.          |
| Whittall & Co., J.W., Exporters, Kenadjian Han, St. . . . . | Constantinople. |

**Sesame Seed Oil.**

|                                               |          |
|-----------------------------------------------|----------|
| Naccache & Fils, Ibr., Exporters . . . . .    | Mersine. |
| Ourfalian & Bitchakdjian, Exporters . . . . . | Mersine. |
| Zelveian, M. & K., Exporters. . . . .         | Mersine. |

**Sewing Machines.**

|                                                      |                 |
|------------------------------------------------------|-----------------|
| Kevork Skender, K. & D., Importers . . . . .         | Baghdad.        |
| Lambichi, M. E., Importer . . . . .                  | Smyrna.         |
| Sadullah, R. Levy & Mandil, Imp., Mah. Pacha, Stamb. | Constantinople. |
| Singer Manufacturing Co., Importers . . . . .        | Constantinople. |
| » » » » . . . . .                                    | Cairo, Egypt.   |
| » » » » . . . . .                                    | Beirut.         |
| » » » » . . . . .                                    | Salonica.       |

**Shipping & Shipping Agents.**

|                                                                                                          |                   |
|----------------------------------------------------------------------------------------------------------|-------------------|
| Achaia S. S. Co., Ltd. . . . .                                                                           | Patras, Greece.   |
| Alevra, D. G. . . . .                                                                                    | Smyrna.           |
| Aligranti, Victor, Yeni Han, Sirkedji, Stamboul . . . . .                                                | Constantinople.   |
| American Express Co., 17, Piazza Nunziata . . . . .                                                      | Genoa, Italy.     |
| Angelopoulos, George . . . . .                                                                           | Piræus, Greece.   |
| Anglo-American Nile Navigation Co. . . . .                                                               | Cairo, Egypt.     |
| Archipelago American Steamship Co. . . . .                                                               | Beirut.           |
| » » » » . . . . .                                                                                        | Constantinople.   |
| » » » » . . . . .                                                                                        | Smyrna.           |
| Artus, Jean . . . . .                                                                                    | Mersine.          |
| Barff & Co., Ltd., P. G. . . . .                                                                         | Smyrna.           |
| Chamarakis, E. D. . . . .                                                                                | Rethymno, Crete.  |
| Cunard Steamship Co., Tchিনি Rihtim Han, Galata. . . . .                                                 | Constantinople.   |
| Curmusi, Theo. N., Tchিনি Rihtim Han, Galata, Agent<br>for Austro-American S. S. Line & Achaia S. S. Co. | Constantinople.   |
| Eliades & Mouka, . . . . .                                                                               | Smyrna.           |
| Farwagi, E., & Fils. . . . .                                                                             | Jaffa.            |
| Fli Cauchi. . . . .                                                                                      | Salonica.         |
| Grech, Alfred . . . . .                                                                                  | Dardanelles.      |
| Hancock & Wood. . . . .                                                                                  | Patras, Greece.   |
| Hochstrasser & Co. . . . .                                                                               | Samsoun.          |
| » » . . . . .                                                                                            | Trebizond.        |
| Hoffmann, S. & W. . . . .                                                                                | Belgrade, Servia. |
| Keubler, Jona . . . . .                                                                                  | Jaffa.            |
| Khoury, G. & A., Farra . . . . .                                                                         | Beirut.           |
| Laughton & Co., 42 Perchembè Bazar, Galata . . . . .                                                     | Constantinople.   |
| Louisides & Co., P. J. . . . .                                                                           | Larnaca, Cyprus.  |
| Mavrommati, André . . . . .                                                                              | Mersine.          |

|                                                                                                 |                           |
|-------------------------------------------------------------------------------------------------|---------------------------|
| Maulwurf, E. . . . .                                                                            | Salonica.                 |
| Messageries Maritimes. . . . .                                                                  | Cairo, Egypt.             |
| M. Mewes, General Agent for Norddeutscher Lloyd, Rue<br>Charab Iskelessi, 7-9, Galata . . . . . | Constantinople.           |
| Molho, Isaac, . . . . .                                                                         | Salonica.                 |
| Nahama & Co. . . . .                                                                            | Salonica.                 |
| Petsaly, S. . . . . Alexandria,                                                                 | Cairo & Port-Said, Egypt. |
| Philippou, A. . . . .                                                                           | Janina, Albania           |
| Phostropoulo Frères . . . . .                                                                   | Trebizond.                |
| Rees & Co., Ltd., T. Bowen . . . . .                                                            | Smyrna.                   |
| Reppen, Theo., Arabian Han, Galata . . . . .                                                    | Constantinople.           |
| Schenker & Co. . . . .                                                                          | Belgrade, Servia.         |
| Seager & Co., Walter, Tchিনি Rihtim Han, Galata . . . . .                                       | Constantinople.           |
| Strick, Scott & Co., Ltd. . . . .                                                               | Constantinople.           |
| Theodoridi & Co. . . . .                                                                        | Braila, Roumania.         |
| Turnbull, Jr., & Somerville . . . . .                                                           | Valetta, Malta.           |
| Vandegrift & Co., F.B., 15-25 Whitehall St. . . . .                                             | New York, N. Y., U. S. A. |
| Whittall & Co., J. W., Kenadjian Han, Stamboul . . . . .                                        | Constantinople.           |
| Whittall & Co., C. . . . .                                                                      | Smyrna.                   |
| Yannoulato, Ant. G., Abid Han, Galata. . . . .                                                  | Constantinople.           |

#### **Shoe Polish (Polishing Sets, etc.)**

|                                                  |                            |
|--------------------------------------------------|----------------------------|
| Shinola Co., Manufacturers & Exporters . . . . . | Rochester, N. Y., U. S. A. |
|--------------------------------------------------|----------------------------|

#### **Silicate of Soda & Heavy Chemicals.**

|                                                            |                        |
|------------------------------------------------------------|------------------------|
| Philadelphia Quartz Co., Exporters, 121 S. 2 d St. . . . . | Philadelphia, U. S. A. |
|------------------------------------------------------------|------------------------|

#### **Silk.**

|                                                               |                 |
|---------------------------------------------------------------|-----------------|
| Belart Lanz, F., Exporter, Ihsan Bey Han, Stamboul, . . . . . | Constantinople. |
| Fulias & Co., Exporters, Abid Han, Galata. . . . .            | Constantinople. |
| Mitrani, Joseph, Exporter. . . . .                            | Adrianople.     |
| Sayegh & Fils, A. P., Exporters . . . . .                     | Alexandretta.   |

#### **Silk Goods.**

|                                    |          |
|------------------------------------|----------|
| Maghak, Fat. D., Importer. . . . . | Baghdad. |
|------------------------------------|----------|

#### **Silver Ware.**

|                                                               |                 |
|---------------------------------------------------------------|-----------------|
| Kouroubalekian, Kh., Importer, Buyuk Tunnel Han, Gal. . . . . | Constantinople. |
| Melki & Menassah, Importers . . . . .                         | Beirut.         |

#### **Skates (Roller and Ice).**

|                                                             |                          |
|-------------------------------------------------------------|--------------------------|
| Samuel Winslow Skate Manufacturing Co., Exporters . . . . . | Worcester, Mass., U.S.A. |
|-------------------------------------------------------------|--------------------------|

#### **Skins, Hides and Furs.**

|                                                                  |                 |
|------------------------------------------------------------------|-----------------|
| Abdul Kader El-Khedery, Exporter . . . . .                       | Baghdad.        |
| Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamboul . . . . . | Constantinople. |
| Austro-Oriental Trading Co., Ltd., Exporters. . . . .            | Baghdad.        |
| Berk, Pütman & Co., Exporters . . . . .                          | Baghdad.        |
| Blattner, Andrew. . . . .                                        | Constantinople. |
| Chachaty Frères, Exporters . . . . .                             | Mersine.        |
| Coenca Frères, Exp., 38 Ave. de la Sublime Porte, St. . . . .    | Constantinople. |
| Essefian, Parsegh G., Exporter, Sirkedji, Stamboul . . . . .     | Constantinople. |
| Fresco, Fils d'Aslan, Exporters, Manoukian Han, 15, Gal. . . . . | Constantinople. |
| Gelat, Elias Thomas, Exporter (Sheep & Goat) . . . . .           | Jerusalem.      |
| Hannania & Son Showa, Joseph, Exporters. . . . .                 | Baghdad.        |
| Hecht, Emil, Importer & Exporter, Angora Han, Stamb. . . . .     | Constantinople. |
| Ihmse <sup>n</sup> & Co., Rue Findjandjilar, Stamboul . . . . .  | Constantinople. |

|                                                        |                       |
|--------------------------------------------------------|-----------------------|
| Jeboury, Beythoum, Exporter . . . . .                  | Baghdad.              |
| Klonski, A. H., Exporter . . . . .                     | Hebron.               |
| Langridge, F.F., Exporter . . . . .                    | Baghdad.              |
| Lynch & Co., Steven, Exporters . . . . .               | Baghdad.              |
| Mahokian, A., Exporter . . . . .                       | Trebizond.            |
| Manuelian, H., & Co., Exporters . . . . .              | Mérsine.              |
| Maulwurf, E., Exporter . . . . .                       | Salonica.             |
| Messayeh, Joseph J., Exporter . . . . .                | Baghdad.              |
| Modino, Saul Is., Exporter, . . . . .                  | Salonica.             |
| Nemli Zadé Frères, Exporters . . . . .                 | Trebizond.            |
| Oriental Skin Co., Exporters, Khorassandji Han, Stamb. | Constantinople.       |
| Pesnikidis, P., Exporter . . . . .                     | Salonica.             |
| Sarfati, Joseph, Exporter, Germania Han, 10, 12, Stam. | Constantinople.       |
| Schamasch, Gourgie & Co., Exporters . . . . .          | Baghdad.              |
| Stock & Mountain, Exporters, Khorassandji Han, Stamb.  | Constantinople.       |
| Stone, Timlow & Co. . . . .                            | Boston, Mass., U.S.A. |
| Wolfner, Joseph, Exporter . . . . .                    | Belgrade, Servia.     |
| Xanthos, C., Exporter, . . . . .                       | Salonica.             |

#### Soap.

|                                                   |                        |
|---------------------------------------------------|------------------------|
| Errera, Isaac G., Importer . . . . .              | Salonica.              |
| Loir, Edouard, Importer. . . . .                  | Beirut.                |
| Modiano Frères & Fils, Isaac, Importers . . . . . | Salonica.              |
| Modiano & Co., Levy V., Importers . . . . .       | Salonica.              |
| Procter & Gamble Co., Manufacturers . . . . .     | Cincinnati, O., U.S.A. |

#### Sporting Goods.

|                                                               |                 |
|---------------------------------------------------------------|-----------------|
| Mertzanoff-Altiparmak, C. S., Importer, Taxim, Pera . . . . . | Constantinople. |
|---------------------------------------------------------------|-----------------|

#### Starch.

|                                                         |                        |
|---------------------------------------------------------|------------------------|
| Corn Products Refining Co., National Starch Co. . . . . | New York, N.Y., U.S.A. |
| Errera, Isaac G., Importer . . . . .                    | Salonica.              |
| Gilchrist Walker & Co., Galata. . . . .                 | Constantinople.        |

#### Stationery.

|                                                             |                      |
|-------------------------------------------------------------|----------------------|
| Economic Co-operative Society Ltd., Importers . . . . .     | Constantinople.      |
| Mann Co., Wm., Exporters, 529 Market St. . . . .            | Philadelphia, U.S.A. |
| Matteossian, V.H., Importer, American Bible House . . . . . | Constantinople.      |
| Modiano Frère & Fils, Isaac, Importers . . . . .            | Salonica.            |
| Siev Bros., Merchants . . . . .                             | Jerusalem.           |
| Société Commerciale du Levant, Importers . . . . .          | Salonica.            |

#### Sugar.

|                                           |            |
|-------------------------------------------|------------|
| Wm. Hills, Jr, & Co., Importers . . . . . | Bassorah.  |
| Mumdjian Bros., Importers . . . . .       | Trebizond. |

#### Suit Hangers

|                                                        |                      |
|--------------------------------------------------------|----------------------|
| West Electric Hair Curler Co., 45 S. Front St. . . . . | Philadelphia, U.S.A. |
|--------------------------------------------------------|----------------------|

#### Tallow.

|                                    |                   |
|------------------------------------|-------------------|
| Goldenberg & Fils, David . . . . . | Braila, Roumania. |
|------------------------------------|-------------------|

#### Telegraph Service.

|                                                   |                        |
|---------------------------------------------------|------------------------|
| Western Union Telegraph & Cable Company . . . . . | New York, N.Y., U.S.A. |
|---------------------------------------------------|------------------------|

#### Telephone Supplies.

|                                                       |                        |
|-------------------------------------------------------|------------------------|
| The Bell Telephone Mfg. Co. . . . .                   | Antwerp, Belgium.      |
| Western Electric Co., Exporters, 463 West St. . . . . | New York, N.Y., U.S.A. |



**Tents.**

Baker, Geo. & A., Importers, 370 Grande Rue de Péra. Constantinople.

**Tobacco.**

Adamopoulo, A.C., Exporter . . . . . Smyrna.  
 African Cigar Co., Ltd., The, Exporters, 8 A Lycourgos St. Athens, Greece.  
 American Tobacco Co. . . . . Salonica.  
 American Tobacco Co. . . . . Smyrna.  
 Coenca Frères, Exp., 38 Ave. de la Sublime Porte St. Constantinople.  
 Nemli Zadé Frères, Exporters . . . . . Trebizond.  
 Oriental Tobacco Trading Co., Ltd., Exporters . . . . . Salonica.  
 Pesnikidis, P., Exporter. . . . . Salonica.  
 Pirocacco, Christo, Exporter . . . . . Smyrna.  
 Serefas, D., Exporter . . . . . Salonica.  
 The Surbrug Co., Importers . . . . . New York, N.Y., U.S.A.

**Tools.**

Disston & Sons, Henry, P.O.B 1537 . . . . . Philadelphia, U.S.A.  
 McCaffrey File Co., 5th & Berk Sts. Files & Rasps . . . Philadelphia, U.S.A.

**Tourist Agencies.**

Anglo-American Nile Navigation Co. . . . . Cairo, Egypt.  
 Cook & Son, Thos. . . . . Constantinople.

**Turkish Delight.**

Sellar & Co., A.W., Exporters, Altiparmak Han, Stamb. Constantinople.

**Typewriters and Supplies.**

Abramovitz, Leon P., Calea Moslior, 80 . . . . . Bucharest, Roumania.  
 Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul Constantinople.  
 Hammond Typewriter Co., 69th to 70 Sts., East River New York, N.Y., U.S.A.  
 Kouroubalekian, Khosrof, General Agent for Turkey of  
 the Royal Typewriter Co. of New York, Buyuk  
 Tunnel Han, Galata . . . . . Constantinople.  
 Lambichi, M. E., Importer . . . . . Smyrna.  
 Monarch Visible Typewriter Co., Ltd., 165 Queen Vict. St. London, E. C., England.  
 Nowill & Co., Sidney, General Agents for Turkey of the  
 Remington Typewriter Co. of New York, Kevork  
 Bey Han, Galata . . . . . Constantinople.  
 Remington Typewriter Co., 100 Grace Church St. . . London, E. C., England.

**Umbrellas.**

Trad, P & M., Manufacturers . . . . . Beirut.

**Undertakers.**

Rubin, Samuel. . . . . Jerusalem.

**Valonia.**

Whittall & Co., Exporters . . . . . Smyrna.

**Vegetables (Dried.)**

Hadjopoulos, D.B., Importer, 29, Broadway . . . . . New York, N.Y., U.S.A.

**Ventilation (In Fire-Proof Buildings.)**

David Lupton's Sons Co., Allegheny Ave., & Tulip St. Philadelphia, U. S. A.

**Watches.**

Keystone Watch Case Co., Exporters, Pickhuben, I . . . Hamburg, Germany.

**Wind Mills.**

Flint & Walling Mfg. Co., Exporters . . . . . Kendallville, Ind., U.S.A.  
Schapira, J. M., Importer, 10 Colocotroni St. . . . . Athens, Greece.

**Wines and Liquors.**

Abdulkader El-Khederi, Exporter . . . . . Baghdad.  
Audi & Frères, S., Importers . . . . . Beirut.  
Bedrossian, Aram N., Importer, Kutchuk Millet Han. Galata, Constantinople.  
Cambas, André P., Manufact. & Exp. 10 Rue Philhellènes Athens, Greece.  
Enriquez, Clement, Importer. . . . . Baghdad.  
Win. Hills Jr., & Co., Importers . . . . . Bassorah.  
Navarro & Mijan, Importers . . . . . Salonica.  
Reggio & Co., Ant., Importers. . . . . Smyrna.  
Sadullah, Robt. Levy & Mandil, Importers, Stamboul. Constantinople.  
Schamasch, Gourgi & Co., Importers. . . . . Baghdad  
Rothschild, Zalel, Importer & Exporter . . . . . Jerusalem.

**Wire (barbed, plain, etc.)**

United States Steel Products Co., Exporters, 30 Church St. New York, N. Y., U. S. A.

**Wool and Mohair.**

Arsen & Co., A. G., Exporters, Gulbenkian Han, Stamb. Constantinople.  
Asfar & Co., Pressing Factory and Exporters . . . . . Baghdad.  
Artus, Henri, Exporter . . . . . Mersine.  
Austro-Oriental Trading Co. Ltd., Exporters . . . . . Baghdad.  
Berk, Püttmann & Co., Exporters . . . . . Baghdad.  
Blockey, Cree & Co., Exporters. . . . . Baghdad.  
Chachaty Frères, Exporters . . . . . Mersine.  
Elishaa, Nessim, Exporter . . . . . Baghdad.  
Elowe, Raphael J., Exporter . . . . . Baghdad.  
Forino Co., The, Importers, 143, Federal Street. . . . . Boston, Mass., U. S. A.  
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata. . . Constantinople.  
Gulbenkian Bros. & Co., Exporters, Stamboul . . . Constantinople.  
Hadjopoulos, D. B., Importer, 29 Broadway . . . . . New York, N. Y., U.S.A.  
Hecht, Emil, Exporter, Angora Han, Stamboul . . . Constantinople.  
Hindie, Elias, Exporter . . . . . Aleppo.  
Holstein, Herm. A., Exporter, Allalemdji Han, Stamb. Constantinople.  
Ihmsen & Co., Rue Findjandjilar, Stamboul . . . Constantinople.  
Jeboury, Beythoum, Exporters . . . . . Baghdad.  
Keun, Lavino & Co., Exporters. . . . . Smyrna.  
Klonsky, A. H., Exporter . . . . . Hebron.  
Lemmi Frères, G., Exporters . . . . . Ordou.  
Langridge, F. F., Exporter . . . . . Baghdad.  
Lynch & Co., Stephen, Exporters, Baghdad . . . . . Baghdad.  
Marcopoli & Co., V., Exporters . . . . . Aleppo.  
Manachy, Lorenzo Y., Exporter . . . . . Aleppo.  
Manuelian, H., & Co., Exporters . . . . . Mersine.  
Maulwurf, E., Exporters . . . . . Salonica.  
Mégarbané & Fils, Habib, Exporters . . . . . Aleppo.  
Messayeh, R. D., Exporter . . . . . Baghdad.  
Modiano, Saül Isaac, Exporter . . . . . Salonica.  
Obégi & Co., Charles., Exporters . . . . . Aintab.  
Oriental Skin Co., Exporters, Khorassandji Han, Stamb. Constantinople  
Pesnikidis, P., Exporter . . . . . Salonica.  
Schamasch, Gourgie, & Co., Exporters. . . . . Baghdad.

|                                                       |                         |
|-------------------------------------------------------|-------------------------|
| Serefas, D., Exporter . . . . .                       | Salonica.               |
| Stock & Mountain, Exporters, Khorassandji Han, Stamb. | Constantinople.         |
| Stone, Timlow & Co. . . . .                           | Boston, Mass., U. S. A. |
| Warde, Naasan & Co., Exporters . . . . .              | Beirut.                 |
| Whittall & Co., J. W., Exporters. . . . .             | Constantinople.         |
| Zelvéian, M. & K. S., Exporters. . . . .              | Constantinople.         |

### Woollen Goods.

|                                                    |                 |
|----------------------------------------------------|-----------------|
| Elkiatib, Salim, Importer, Elkiatib Han, . . . . . | Constantinople. |
| Schuep & Co., Importers . . . . .                  | Aleppo.         |

## List of Non Classified Members.

|                                                            |                             |
|------------------------------------------------------------|-----------------------------|
| Aaronsohn, Aaron, Agricultural Experiment Station. . . . . | Haifa,                      |
| Banning, Hubert, Asmali Mesdjid 35, Pera . . . . .         | Constantinople.             |
| Bowen, Marcellus, Agent, American Bible Society. . . . .   | Constantinople.             |
| Brill, A. . . . .                                          | Jaffa.                      |
| Calvert, F. R. J. . . . .                                  | Dardanelles.                |
| Damon, Theron J., Journalist. . . . .                      | Constantinople.             |
| Davis, D. Alton, Sec'y Y. M. C. A., American Bible House.  | Constantinople.             |
| Doucarelis, Aristides M. . . . .                           | Mitylene.                   |
| Efstratiou, Apostolos, English Stores Proprietor. . . . .  | Mitylene.                   |
| Heizer, Oscar S., American Consular Service. . . . .       | Constantinople.             |
| Hill, Arthur E., Mgr. Standard Oil Co. . . . .             | Salonica.                   |
| Horton, George, American Consular Service . . . . .        | Smyrna.                     |
| Jackson, Jesse B., American Consular Service. . . . .      | Aleppo.                     |
| Jewett, Milo A., American Consular Service . . . . .       | Kehl, Baden, Germany.       |
| Keller, Theodor S., Mgr., Fulias & Co., Rue Xenophon.      | Athens, Greece.             |
| Lapin, Aaron . . . . .                                     | Jaffa.                      |
| Lapin & Hurwitz . . . . .                                  | Jaffa.                      |
| Macdonald, P. N., Vacuum Oil Co. . . . .                   | Cairo, Egypt.               |
| Masterson, William W., American Consular Service. . . . .  | Harput.                     |
| Memminger, Lucien, American Consular Service . . . . .     | Paris, France.              |
| Morgan, Alfred L., Professor, Robert College . . . . .     | Constantinople.             |
| Moussa & Co., Selim . . . . .                              | Jaffa.                      |
| Murray, Wm. E., American College for Girls. . . . .        | Scutari, Constantinople.    |
| Nathan, Edward I., American Consular Service. . . . .      | Karachi, India.             |
| New London Business Men's, Association. . . . .            | New London, Con., U. S. A.  |
| Odell, Ralph, M., U. S. Commercial Agent. . . . .          | Washington, D. C., U. S. A. |
| Peet, W. W., Treasurer, American Missions . . . . .        | Constantinople.             |
| Ravndal, G. Bie, American Consular Service . . . . .       | Constantinople.             |
| Sassoon & Co., David . . . . .                             | Baghdad.                    |
| Summers, Maddin . . . . .                                  | Belgrade, Servia.           |
| Supplee, Wm. W., 4102 Walnut St. . . . .                   | Philadelphia, U. S. A.      |
| Ward, William E. D., American Consular Service. . . . .    | Harput.                     |
| Wortham, Richard G., American Tobacco Co. . . . .          | Salonica.                   |

## Index to Illustrations.

|                                                             |     |
|-------------------------------------------------------------|-----|
| Ferry Boat at Izoli on the Euphrates, near Harput . . . . . | 111 |
| American Reapers at Work on the Plain of Adana . . . . .    | 135 |
| The French Train from Tripoli, Syria . . . . .              | 168 |

## Index to Contents.

|                                                                 |          |
|-----------------------------------------------------------------|----------|
| Commerce in President Wilson's Cabinet . . . . .                | 103      |
| Graine d'Alfalfa . . . . .                                      | 104      |
| Efforts Américains dans les Philippines . . . . .               | 106      |
| Service Maritime entre l'Amérique et le Levant . . . . .        | 108, 192 |
| Conditions in Armenia . . . . .                                 | 110      |
| Mesopotamian Developments . . . . .                             | 111      |
| La Production de Phosphate . . . . .                            | 113      |
| Demande d'Immigrants à la Nouvelle-Orléans . . . . .            | 114      |
| La Législation Américaine sur le Tarif . . . . .                | 115      |
| American Banking in the Levant . . . . .                        | 116      |
| Remerciements . . . . .                                         | 116      |
| Business Conditions in Samsoun, Turkey . . . . .                | 118      |
| The Supply of Emery . . . . .                                   | 120      |
| Foreign Parcels Post . . . . .                                  | 121      |
| Public Health in Jerusalem . . . . .                            | 122      |
| American Coal in the Mediterranean . . . . .                    | 124      |
| The Origin of Wheat . . . . .                                   | 126      |
| Prospecting for Oil in Syria . . . . .                          | 127      |
| Wanted : Yankee Navigators . . . . .                            | 128      |
| Oilseed Crops in Syria . . . . .                                | 128      |
| Home of the Meerschaum Pipe . . . . .                           | 130      |
| Crop Conditions in Adana . . . . .                              | 134      |
| Agricultural Machinery in Asia Minor . . . . .                  | 136      |
| Une Goutte de Pluie . . . . .                                   | 138      |
| Egyptian Cotton in America . . . . .                            | 139      |
| Greek Cheese . . . . .                                          | 139      |
| Motor Boats and Marine Engines in Constantinople . . . . .      | 140      |
| Chameaux pour l'Amérique . . . . .                              | 142      |
| Transportation Facilities in the Trebizond District . . . . .   | 144      |
| New York le plus grand port . . . . .                           | 148      |
| La Nouvelle Loi sur les Banques . . . . .                       | 150      |
| Farming in the Dardanelles District . . . . .                   | 151      |
| Branches of the Chamber . . . . .                               | 152      |
| Consular Officers in America . . . . .                          | 153      |
| Egypt and the United States . . . . .                           | 154      |
| The Economic Condition of Bulgaria . . . . .                    | 157      |
| Baltimore and Egypt . . . . .                                   | 158      |
| La plus grande Locomotive du monde . . . . .                    | 158      |
| Les Usages de Maïs en Amérique . . . . .                        | 160      |
| Smyrna Trade Conditions . . . . .                               | 162      |
| Travaux d'Ecole Pratiques dans une Ville de Michigan . . . . .  | 168      |
| Culture de l'Alfalfa aux Etats-Unis . . . . .                   | 170      |
| Industrial Development in Haifa . . . . .                       | 172      |
| Le Commerce Extérieur des Etats-Unis . . . . .                  | 174      |
| The Pistachio Market of Aintab . . . . .                        | 174      |
| Compétition de Moteurs pour l'Agriculture en Roumanie . . . . . | 175      |
| Machinery in Syria . . . . .                                    | 176      |
| † George W. Sheldon † . . . . .                                 | 178      |
| University at Jerusalem . . . . .                               | 180      |
| Notes from Servia . . . . .                                     | 181      |
| A German-Turkish Academy of Commerce and Technology . . . . .   | 183      |
| Diplomatic and Consular Appointments . . . . .                  | 184      |
| Exportation de Philadelphie . . . . .                           | 187      |
| Pink Boll Worm of Cotton . . . . .                              | 188      |
| Thesalonica Institute . . . . .                                 | 190      |
| Port of Salonica . . . . .                                      | 190      |
| Why not the Levant ? . . . . .                                  | 192      |
| Silk Trade . . . . .                                            | 194      |
| Une Nouvelle Cité Industrielle . . . . .                        | 195      |
| Evening Courses in Commerce . . . . .                           | 195      |
| American Merchant Marine . . . . .                              | 196      |
| Honorary Members . . . . .                                      | 196      |
| A Heliograph in Turkey . . . . .                                | 197      |
| Personalia . . . . .                                            | 199      |
| Books Received . . . . .                                        | 200      |