

American Chamber of Commerce for the Levant.

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Levant Trade Review

PUBLISHED BY THE

American Chamber of Commerce for the Levant.

Our Sixth Annual Meeting.

LAST year we were much pleased with the success of the fifth annual meeting of the Chamber, held at the American Embassy, Constantinople. All the more we may this year congratulate ourselves over the successful showing at the Sixth Annual Meeting held on January 26th, 1916. Again it was at the American Embassy and the first and pleasant duty of the chronicler is again to thank Ambassador Morgenthau, our unstinting and unwearied host. His good cheer and his cheering outlook would indeed have induced success in an annual meeting less favored than ours of this year.

President Bowen opened the meeting and gave over the chair to our Honorary President, Consul General Ravndal. Dr. Bowen then read the annual report. It is the masterful document of the Grand Old Man of the Chamber. Let Dr. Bowen pardon anything inappropriate in his second epithet and discover the pride and satisfaction with which we greet him as he enters upon his sixth term of office! His report cannot be too strongly recommended to the careful attention of every member and well-wisher of the Chamber. It is as follows:

President Bowen's Report for 1915

In Behalf of the Board of Directors.

EVEN to have maintained the Chamber's existence during the stormy year that has passed is something for which we may feel a very honest gratification. Tho perhaps our best hopes have not been realized, yet we have held together, we have kept our eyes open to the prospective chances, and we have done what we could to maintain optimistic sentiments: assured that the war must end sooner or later, we have freely discussed methods and measures of preparation for the era of prosperity which is sure to come. And so the Board

makes its appearance before the Chamber to-day with renewed expressions of hope for the future and with an earnest call upon your loyal support, however much anxiety and depression may be caused by commercial disturbances.

The Board, since its election last January, has held twelve meetings, carefully considering and acting upon the matters of greater or less importance that have been brought before it. These meetings have been well attended, and have maintained a very representative character. The by-law adopted a year ago to the effect that there should be a meeting once in two months has been altered so that hereafter there shall be a meeting every month. This may seem an almost insignificant change, but is important as illustrating the purpose of the Board to be as attentive as possible to the needs of the Chamber.

In the personnel of the Board, the only change was the resignation of Mr. Leavitt as Secretary, and the election of Mr. Damon to fill his place.

The Board, this year, has not made use of Standing Committees, but followed the plan of referring business to special committees. Under present circumstances this plan has worked well.

At the last Annual Meeting, however, the Chamber appointed a Standing Committee on Nominations, consisting of five members. Two of these, viz. Messrs. Thomas and Nergarian, having left the country for the present, and the By-law requiring that their places be filled by the Board, Messrs. Gunkel and Mandil were chosen. The Committee, thus repleted, have prepared and will present to this meeting nominations of Members of the Board for the coming year.

MEMBERSHIP.

Honorary Members. One new name has been added to the list. The Board, taking into consideration the valuable services rendered to the Chamber in the past by Mr. O. S. Heizer, now American Consul at Trebizond, conferred upon him the distinction of honorary membership. We are confident that the Chamber will agree in pronouncing this a well deserved honor. We endorse heartily the warm words that appeared in the March No. of the LEVANT TRADE REVIEW: "We are pleased" it says "to record the promotion of Mr. O. S. Heizer from the position of vice-Consul and Marshall of the Consular court at Constantinople to that of Consul at Trebizond. The American Chamber of Commerce for the Levant never had a truer and more loyal friend. Mr. Heizer proved a tower of strength at the time of the organization of the Chamber. His work in that emergency was of the quiet unobtrusive kind, but highly useful and effective. Ever since, he has been an earnest and unflinching champion of the Chamber's interests. He acted as its Secretary in the early days of its existence."

Life Members. Through the agency of Mr. Brown, the executive Secretary, eight new Life members in America have been added to our roll. It is with deep regret that we have to record the death of one of our Life members, and a very warm friend of our organization, viz. Wm. E. Bemis, Esq., of New York, Vice-President of the Standard Oil Company of New York, who died on November 29, at the early age of 51.

Regular Members. The total addition to the regular membership is reported as thirty-seven, viz. six at Constantinople, sixteen at Athens, two at Patras, one at Sofia, one at Rutschuk, one at Varna, and ten in America.

Thus the total membership of all kinds, as registered December 31, 1914, is as follows:

Honorary Members	13
Life Members	9
Regular Members	588, of whom 116 are in Constantinople.

BRANCH CHAMBERS.

The Branches actually enrolled are the same as a year ago, no new one having been

added during the year. They are the Branches at Beirut, Smyrna, Salonika, Athens, and Patras. Circumstances have greatly hindered that close touch with these Branches, which is so desirable. Our information, therefore, is meager concerning their membership, their activities, etc. We may, however, note as follows:

Smyrna. In such times as these, it is a solid satisfaction to feel sure that the Hon. George Horton, Consul-General at Smyrna, will not fail to exercise a wholesome influence for the maintenance of the important Branch in that city. Mr. Horton is the Honorary President of the Branch. As formerly at Salonika, so now at Smyrna, he may be counted upon for doing his best to conserve the Chamber's interests, and in due time we may confidently expect good reports from the Smyrna Branch.

Beirut. We are somewhat in the dark as to the present status of the Branch in this city.

Salonika. We were furnished a very pleasant glimpse at this Branch in the June issue of the LEVANT TRADE REVIEW, which gave us a full and interesting account of their Fourth of July celebration. The address given on that occasion by the Secretary, Dr. S. Brautman, suggests a lively and working Chamber, augmenting in membership, realizing its responsibility for helping to promote the objects of the general organization, and doing its utmost to encourage close relations with the commercial activities of the United States. Tho, at present, the city is practically closed to commercial enterprise, after the war we shall expect this Branch, also, to give a good report of itself.

Athens. Doubtless many of you must have noticed in the June issue of the LEVANT TRADE REVIEW an important article headed "Trade Advice from Greece." It quotes a circular letter prepared by the Athens Branch for the benefit of American Manufacturers and Exporters. This circular handles thoroughly the difficulties that hinder the extension of American trade in Greece, and emphasizes the help which may be derived from close touch with our Chamber. It is this view of the functions of our Levant Chamber which it is desirable to develop and strengthen in America. The Chamber can be of advantage to American commercial enterprises, if only these enterprises will permit.

Patras. From this Branch, also, we have but slight information. The organization there, starting out a year ago with a reported membership of forty-five, seemed to have a very cheerful outlook. But according to our latest information, certain technical difficulties seem to have arisen, growing out of the new Greek law, in regard to Associations. Whether or not this law is applicable to our Branches at Patras, Athens, and Salonika has to be determined, and if applicable, what action may have to be taken by the Directors here to meet the situation. Consul Cooke, who has done so much to promote the Patras enterprise, has the matter in hand. Let us hope for a favorable adjustment. Speaking of Mr. Cooke, we have noticed his article on "Dollar Exchange", in the September issue of the LEVANT TRADE REVIEW. It is of special interest as emphasizing the need of American Banks here in the Levant, one of the enterprises our Chamber stands for as likely to play an important part in the expansion of the Trade relations we are struggling for.

Branches are in process of evolution at Alexandria, Aden, Sophia, and Bucharest. At Bucharest, a provisional organization was reported in April, with several prominent Roumanians as members of its Board, and Consul-General Wadsworth as President. The enterprise was endorsed by the American Minister, the Hon. C. J. Vopicka, who moreover consented to act as Honorary President. We had hoped before now to hear that this provisional organization had materialized into a full fledged one: but apparently circumstances have caused unanticipated delay.

At Sofia, we have reason to believe that the combined efforts of the new Consul-General, Dominic J. Murphy, Esq., and Mr. Walker of the Standard Oil Company, may succeed in bringing a real Chamber into life. It is fortunate that at the present time, Bulgaria should

be represented at Washington by such a man as the Hon. Stephen Panaretoff, who before leaving Constantinople for his post in America, had become well acquainted with the aspirations of our Chamber, and entered into sympathy with our plans for the more ample development of trade relations between Bulgaria and America. At a meeting in February, in New York City, of the American Manufacturers Export Association, Mr. Panaretoff made a forceful address in which he strongly emphasized the commercial and financial possibilities along the lines for which our Chamber stands. We may certainly hope for this development in Bulgaria, as soon as the restoration of normal conditions shall permit.

The Executive Work

The protracted visit of Mr. Brown in America made it necessary that we should have some competent man in the office here. Fortunately, His Excellency, Mr. Morgenthau, was able temporarily to loan us for this purpose Mr. E. F. Lange of the student dragoman corps. Mr. Lange bridged over an important period, and gave a considerable portion of his time to the Chamber's executive work. Of course this arrangement could be only temporary at the best. Mr. Lange withdrew in August, soon after which he was sent in the Consular service to Brusa. The Board felt under great obligation to Mr. Lange for coming to the rescue when he did, and to Mr. Morgenthau for letting us have him in such an emergency.

Even while Mr. Lange remained in the office, the need of a competent assistant became imperative. Fortunately we were in April able to secure the services of Mr. Deutschberg, who worked side by side with Mr. Lange while he remained, and so became fully acquainted with the duties of the office, which fell to him after Mr. Lange's retirement. Mr. Deutschberg has been faithful and industrious in his efforts to make the clerical work as efficient as possible.

As to Mr. Brown, we have followed with special interest his activities in America in our Chamber's behalf. We may indeed be pleased that he has been able to do so well in these difficult and depressing times. His correspondence, while acknowledging the unusual difficulties and discouragements, has on the whole been cheerful and optimistic. He has travelled extensively in different states of the Union, and various large cities have fallen within the sphere of his activities, viz. New York, Washington, Boston, Buffalo, Rochester, Cleveland, Cincinnati, Chicago, St. Louis, and others. We have been very glad to receive various appreciative expressions that have come to us as to the impression he has made, and as to the work he has accomplished. The real value and significance of that work will, we believe, be still more apparent later on, when peace shall overcome commercial timidity and stimulate energy in every direction. The Board is quite convinced that it was not a mistake to send Mr. Brown to America, when it did, tho possibly the circumstances of the time may have somewhat lessened the fruits of his efforts. Were the political situation now normal, we should probably deem it advisable that he should return to Constantinople as soon as possible. Under the extraordinary circumstances, however, it has for the immediate present seemed probable that he could be more useful there than here. It has therefore been decided to ask him to remain in America for the present, and until further notice, and that meantime he should continue along the same lines of effort as hitherto. According to our latest advices, he had put influences in motion, which it is hoped may lead up to the organization of several Branches, if not in the immediate future, certainly with the return of business security and prosperity. Mr. Brown is eager to return to the office here, and we shall certainly be delighted if we see our way clear to call him back at an early date.

The Levant Trade Review

As a Board, we take great pride in our organ, the LEVANT TRADE REVIEW. And we wish especially to record our grateful appreciation of all that our Honorable Consul-General Ravndal has done and is ever doing for it. It would indeed be a dull intellect that could fail to recognize the careful and untiring supervision exercised in gathering together

the interesting information which fills its pages. It is of exceeding great value not only from the commercial standpoint, and to the commercial reader, but to the general reader as well. One has only to scan the Table of Contents of the last four nos. to get some idea of this periodical's real value. Here are the titles of a few of the articles that have appeared :

The American Embassy
James A. Farrell, President of the United States Steel Corporation
The Standard Oil Company in the Levant
Alfred Louis Gottschalk
Agriculture in Greek Macedonia
Future of Konia
American Cottonnades
Give Us Ships
American Coal in the Mediterranean
Copper Mining in Turkey
American Red Cross Work in Turkey
Roumania as an American Market
Outlook for American Trade in the Balkans
The Bagdad Railway
Commercial and Industrial Development of Bulgaria
Bulgaria Rose Industry
American Foreign Trade Organization
Rice in the Levant
American Products in Greece
American Telephone Construction in Greece
Economic Reforms in Turkey
Undeveloped Resources of Northern Syria
Industries of Bagdad and Mosul

These and many other articles that might be mentioned make our REVIEW a perfect compendium of useful information. Not only may we ourselves read such literature with great interest, but we can heartily commend it to our friends and to general readers as something truly worthy their attention. This magazine goes free of charge to every member of the Chamber and its Branches. Your Board esteems it as of great value in binding the Chamber together, in exploiting its plans and its hopes, in maintaining its life, and in guaranteeing the enlargement of its work and usefulness.

The LEVANT TRADE REVIEW is a large and weighty item in our budget, but it must be maintained even if other items drop out of the budget. It is most desirable that every member of the Chamber should feel a personal responsibility in regard to this publication and that all might heartily agree that it must be maintained at all hazards, and that too, even if for one or two numbers we should be driven to the necessity of asking voluntary subscriptions. It is a big asset in the Chamber's life. It must exist if the Chamber is to exist. It must be healthy and vigorous if the Chamber is to be healthy and vigorous. We believe the universal sentiment of the Chamber must be 'Long life to the LEVANT TRADE REVIEW.'

The Budget

In these hard times it must be expected that financial questions will claim a very large share of the thought and attention of the Board. Happily our financial status was very much bettered a year ago by the vigorous measures adopted at that time.

The Committee specially charged with the collection of outstanding obligations, whether membership fees or advertisement dues, went at their task in good earnest and did capital work.

In this connection, Messrs. Curmusi, Nergararian, Gunkel and Mandil with others who rendered valuable help are certainly entitled to the Chamber's hearty thanks.

As to advertisements, it was found that there had apparently been a good deal of misunderstanding: some pleading that they were not aware that their obligations had not been met, others taking refuge under various excuses. The Board has exercised, it thinks, a considerable degree of patience, and tried carefully to avoid even the appearance of unreasonableness. But it has become convinced that the whole matter must hereafter be put on a more business like basis, that as a principle, advertisements must be paid for in advance, and that such methods must be adopted in the account keeping as shall leave no room for uncertainty or misunderstanding on the part either of the advertisers or of the Board. A large advertising list is certainly desirable: but it should be a paying list and thus be a positive benefit in maintaining the Chamber's budget.

As to Membership fees. The Committee of collection met on the whole with courtesy and cheerful responses, resulting in a considerable inflow into the Treasury of much needed Cash. But the Cash received is by no means the whole of the Cash required.

Many delinquent members did indeed recognize their obligation and paid up. Many others acknowledged the obligation but pleaded hard times and asked for indulgence. Such cases were carefully considered. The Board took the hard times into full consideration and decided to pursue the most sympathetic and generous policy. Unfortunately, this policy, while kind to the members, does not help in relieving the immediate needs of the Treasury, or in alleviating the seriousness of the Chamber's struggle. Then there were still other, fortunately very few, delinquent members who seemed to view the obligation with such a degree of indifference as to render their continued registration as members inadvisable. Only one course seemed open to the Board, and such names were ordered to be erased from the roll.

The net result of the measures adopted was to maintain our existence and that with a gratifying degree of vitality. And so for the past year we can say "All is well." But a new year confronts us and we owe it to ourselves to face it seriously. Your President and the Board, Gentlemen, are strongly of the opinion that we must not mince matters, that we must see things as they are, and not try to hide the truth from ourselves or from the Chamber. Is the continued existence of our Chamber desirable or not? We believe it is. Is it worth our while trying to keep it well afloat during the critical period through which the world is passing? We believe it is. And we believe every individual member, taking into the account his personal benefit, and the general benefit, should carefully make up his mind to assume his share of the burden, and then loyally adhere to his decision. This implies continued willingness and zeal on the part of those who have been prompt in paying up, and on the part of others a little more readiness perhaps to get out from behind the plea of hard times.

Gentlemen, we can if we will carry this enterprise to a successful finish. Shall we not do it? The first necessity is conviction of duty. The second necessity is loyalty. The third necessity is money. The Board is not begging. It is not proposing to enlarge the dues. It is simply asking prompt execution of promises to pay.

Of course these remarks are addressed not only to our local members and advertisers, but to the Branches also, and to all loyal members wherever they may be. The Board is fully conscious of its responsibility and makes no effort to conceal its anxiety. Its one desire is to extend and emphasize the sense of responsibility throughout the whole Membership of the Chamber. Let our password be,—"We can, and we must, and we will maintain the high status which the Chamber has already attained."

Our Treasury Department is exceedingly fortunate in having the watchful, expert care of such a man as Mr. Oscar Gunkel, of the Standard Oil Company of New York. We owe him a great debt of gratitude for what he has so cheerfully and efficiently done for us this

past year. Mr. Gunkel will enlighten us as to the actual conditions in regard to our finances, and we need not here enter into the details.

The Outlook.

Any cheerful outlook these days must reach well ahead and not rest in the immediate present. Our Chamber can scarcely expect to do itself full justice while the war dogs are loose. But we can build on the conviction that the war dogs will be chained sooner or later, possibly sooner than most of us anticipate. Militarism, in peace, prepares for war. Commercialism, in war, may prepare for peace, while yielding to the inevitable so long as war is on. There is great reason for believing that after the war, trade relations with America will open up promptly and develop rapidly.

America is likely to be called upon to take a tremendous share in the world's commercial rehabilitation. Steamship lines will enter into lively competition for transportation predominance between the east and the west. The America-Levant, and the Hamburg-American lines assure us again and again that they will be ready to take advantage of the first opportunity to provide facilities for all commerce that demands its service. The new Hellenic Transatlantic company is ready for prompt action. And so the Austro-Americana, the International Mercantile Marine Co., Barber & Co., the Russian, and other shipping lines will be quick to recognize any indication of the revival of trade, and act accordingly. Our Chamber should recognize its opportunity, hold itself on the alert, and be ready to co-operate with leading commercial enterprises in America, in the great trade evolutions which are sure to come. In view of all the possibilities, the impending evolution of a strong American commercial marine acquires tremendous interest.

Between August of last year, and June of the present year, one hundred and fifty vessels built in other countries were registered as American ships. They added to the American marine a total tonnage of 529,912. It is quite within the range of possibility that the close of the war may find the world face to face with the fact of the new American marine, a marine growing rapidly and competing vigorously with the world's older transportation facilities. To quote from the article "Give us Ships" in the March issue of *LEVANT TRADE REVIEW*: "It is possible that an entirely new concern distinctly American may be organized for the passenger and freight traffic of the Mediterranean and the Black Sea. It would not be at all surprising if American captains of industry would invest quite freely in such an undertaking, inasmuch as the termination of the war will mean the first real opening up to American trade and influence of the markets of the Levant, the Balkans, and Russia."

Shall not our Chamber hold itself ready to promote the development of these competing trade enterprises and transportation facilities? And shall not our members look forward with a good degree of confidence to the realization of the commercial benefits which thus loom up as more than possibilities above the trade horizon? It is a time for every prudent man to size up the situation, get himself into full touch with his American possibilities, in short to be ready for action, the day peace is declared.

And then as we thus look forward to restless activity in the future trade expansion between America and the Levant, shall we not do well to revive our interest in the necessity and the possibility of developing American banking facilities throughout the Levant? This has been a part of our outlook for the five years of our history. It has appeared to us that there were opportunities in this line which ought to be cultivated.

It is impossible to foresee at this moment what changes are to take place in the world's Banking business. Is New York to hold a position she has never held before? However that may be, it is apparent upon the face of it that an American Bank in the Levant, located presumably in Constantinople, would be of incalculable value in inspiring the confidence of American commercial enterprises, in facilitating big transactions with the Levant, and in

greatly strengthening and promoting the activities of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT.

There is another thing about which we have talked much in the past, and which we think it desirable to keep well within the horizon of our outlook now. Let us not forget or lose interest in the organization of an American Commercial Excursion into the Mediterranean. It would be hard to conceive of any one thing that would more efficiently promote the trade development which we so earnestly desire. Nothing would more fully enlighten American commercial enterprises as to the actual condition of things in the Levant, and as to the possibilities of safe and permanent trade expansion. Nothing could better serve to bring together under the impulse of mutual interest the Levant and the Occident. Each end of the line has great need of better understanding the other. Such mutual understanding would undoubtedly be greatly promoted by the scheme under discussion. The plan is one which we must foster and urge forward as rapidly as circumstances shall permit. The sooner it is realized after the close of the war, the better. We ask the Chamber to keep this thing well within view, and not cease to co-operate with the Board in converting what seems like a dream just now, into a splendid reality.

Probably most of you have read in the June REVIEW that very interesting article, headed "Outlook for American Trade in the Balkans" by Mr. Soterios Nicholas, a prominent member of the Washington Bar. Be sure to read it if you have not already done so. The author has most intelligently sized up the situation, and discovered great opportunities for America, which country should according to this writer supply the Balkan States with machinery of all kinds, and with capital for the development of home manufacturing industries. America should overcome transportation obstacles by hurrying on the contemplated American marine. She should provide ample Banking facilities for American investments and American commerce. She should establish more commercial attachés, placing them at various important centers, like Constantinople, Sofia, Bucharest and Athens, whose business it shall be to study up all these commercial questions and these attachés should have special facilities for fostering trade relations between the home land and the foreign countries. "The Balkan countries" he says "will present at the conclusion of the war a field of virgin soil, and he who sows now will reap an hundred fold."

Thus, gentlemen, it appears we have an outlook, and an outlook which loads the Chamber with responsibility, and which should powerfully stimulate every wide awake member.

Gentlemen, your Board congratulates the Chamber on its vitality, on its successful completion of the year 1915, on the continued hopefulness of its outlook, and on the great work which is confidently anticipated for it in the future. It asks your continued loyal support, and your unswerving faith in its ability to play a most important role in the development of Levant trade relations with the United States.

Mr. Oscar Gunkel, acting Treasurer, presented his report on the finances of the Chamber which were found to be in a satisfactory condition. Reference was made by Mr. Gunkel to a Budget for 1916, approved by the Board of Directors, showing that on the basis of carefully estimated collections the Chamber would have clear sailing. Mr. Gunkel, in a most pleasing and yet impressive speech, appealed to members and friends of the Chamber everywhere to remember their obligations to it and prove their devotion to it and their confidence in it by prompt remittances of fees due.

The nominating committee reported through its chairman, Mr. T. J. Damon. There were no further nominations and after a vote had been

taken, the temporary chairman declared the gentlemen nominated duly and unanimously elected for the ensuing year. The new officers appear on the first page of the present issue of "LEVANT TRADE REVIEW". Mr. Lewis Heck takes a seat on the Board of Directors. Among the new Directors at Large are Archibald V. Walker of Sofia, Anthony Theodoridi of Braila, Chas. A. Dana of Beirut and Carl F. Richarz of Bagdad.

After the election of officers and before relinquishing the chair to President Bowen, Mr. Ravndal gave an address. At no annual meeting have we been deprived of a stirring word from the founder of the Chamber and it is much to be hoped that we may hear from Mr. Ravndal for many years to come. His convincing trenchant optimism is unsurpassed and it was a privilege indeed to hear his address. For the benefit of those not present as well as to form a valuable record for those who were present the full text is given:

Consul General Ravndal's Remarks.

Gentlemen:

THIS large meeting at this particular time is indicative of the altered situation in the economic world. As Mr. Wilson, President of the United States, said the other day in Columbus, Ohio, addressing the Chamber of Commerce of that city:

"It looks as if we (i.e. the Americans) would have to be the reserve force of the world in respect to financial and economic power. It looks as if in the days of reconstruction and recuperation which are ahead of Europe we would have to do many of the things, many of the most important things, which hitherto have been done through European instrumentalities. No man can say just how these matters are going to shape themselves, but every man can see that the opportunity of America is going to be unparalleled, and that the resources of America must be put at the service of the world as they never were put at its service before."

There can be little doubt but what America, at least for a time, will be called upon to play a predominant part in the financial and commercial affairs of the world and, therefore, also in those of the countries of the Eastern Mediterranean and the Black Sea. For this reason, this Chamber may look the future in the face with confidence and assurance.

Already the United States has reached the point where its holdings of foreign securities exceed in amount the total of American securities held abroad. This is a tremendous change from the conditions of only 25 years ago. It has, nevertheless, been a gradual advance, and the present war has only accelerated the pace of the evolution. Not only have our people redeemed quantities of stocks and bonds of American railroads and other enterprises held in Europe but America has also become the chief exporter of capital so that just as Amsterdam, at the close of the Napoleonic wars, yielded to London as the financial center of the world, so London now has yielded to New York, at least for the present.

We witnessed recently the formation in New York of the so-called American International Corporation, organized for the purpose of developing American trade and commerce in foreign countries. I mention it as suggestive of America's position to-day and of its obvious destiny in the economic affairs of the world. It has been organized in view of the

new responsibilities and extraordinary opportunities which are being brought to the United States. In the words of Mr. Vanderlip, President of the National City Bank in New York and also President of the American International Corporation, "it is recognized that, for several years to come, whatever fund of capital for international development there may be in the world must come from the United States. The turn of events is bringing inevitably to the doors of America those enterprises which would normally have gone to Europe for the financing that their development makes necessary."

We shall notice, in due time, the investment of American capital within the territory of this Chamber, in Turkey, Bulgaria, Greece and other sections. It is a source of real satisfaction that American financial institutions are organizing for the purpose of investigating, appraising and managing enterprises abroad. With the investment of American capital in the new countries of the Near East, American trade out here will flourish as never deemed possible up till now.

It is also exceedingly gratifying that such organizations as this Chamber stand firm. The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT has survived several wars and still survives. It has earned the reward which is certain to be its. The American manufacturing, banking and trading interests will surely manifest their appreciation of its loyal efforts and of its expanding usefulness not only by joining as members, thus rendering its campaign more effective in virtue of increased financial resources, but also by joining as fellow-workers in the good cause for which it stands, so that it may actually bring about those direct relations in the matter of shipping, banking, agencies, news service, financial references, commercial samples and other improvements for which it contends.

It should be encouraging to this Chamber to know that its sisterhood is growing. Before you started, there were only four American commercial organizations abroad of which two, those in Naples and Brussels, appeared slightly dormant. The AMERICAN CHAMBER OF COMMERCE IN PARIS led the van in every respect. It was organized in 1894 and was followed in 1904 by the AMERICAN ASSOCIATION OF TRADE AND COMMERCE IN BERLIN. In 1911 was formed the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT. In other words, 10 years intervened between the birth of the chambers in Paris and Berlin and not far from 10 years between the birth of the chambers in Berlin and Constantinople. With the appearance of the Levant chamber, which enjoyed the hearty support of American consuls and was repeatedly and generously spoken of in the DAILY CONSULAR AND TRADE REPORTS, published by the Department of Commerce in Washington, a new era dawned in the realm of American commercial organizations in foreign lands. Mr. Carr, Director of the Consular Service, and Dr. Pratt, Chief of the Bureau of Foreign and Domestic Commerce, championed the movement. Within five years after the formation of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, American chambers of commerce had been organized or were in process of formation at Moscow, Amsterdam, Barcelona, Milan, Rio Janeiro, Shanghai and Capetown. I think it may be justly said that the enterprise and faith displayed by the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT contributed in no small measure towards the organization of the subsequently formed American chambers of commerce abroad.

You are certainly to be felicitated. The Government in Washington wishes you well as evidenced by the benevolent attitude of their excellencies Ambassador Morgenthau, Minister Vopicka, Minister Droppers and Diplomatic Agent Olney Arnold. Its consular officers in the Near East are with you, cordially. You enjoy the confidence of the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA. You have acquired the good will of many of the most progressive and best reputed merchants and bankers and shipping interests as well as statesmen throughout the Balkans and the Levant. Leading Americans are joining your standard as life members. It is a record of which you may well be proud.

So, I would felicitate you upon your past achievements and wish you abundant success in times to come. President Bowen's annual reports clearly prove that you have the advan-

tage of careful and capable leadership. As a warm friend of the Chamber, I am deeply gratified to know that Dr. Marcellus Bowen is willing to continue to lead.

Only one further thought: Do not forget, in your zeal in behalf of American interests, that trade cannot long remain one-sided. In the language of President Wilson:

"You cannot sell unless you buy. Commerce is only an exalted kind of barter. The bartering may not be direct, but directly or indirectly it is an exchange of commodities and the payment of the balances, and, therefore, there must be no impediments to the free flow of commerce forth and back between the United States, upon which the world will in part depend, and the other countries which she must supply and serve."

It is as important to open a market in America for Turkish raw silk as to find a market in Turkey for American lumber. It is as much our duty to bring about direct trade in Turkish meerschaum (now sold to America via Vienna) as to bring about direct trade in American leather (now sold to Turkey via London).

President Wilson speaks of "supplying" and "serving", not of gloating and grabbing. He speaks of service to mankind. That is America's great and singular privilege in this war.

With these thoughts, I would once more felicitate you and wish you many more years of useful service.

On the conclusion of Mr. Ravndal's address, President Bowen suggested as nominating committee for 1916: Messrs. Damon, Arsen, Lebet, Constantinidi, Heck. This committee was elected by the Chamber.

Before the meeting closed, His Excellency the American Ambassador was called upon. President Bowen in introducing Dr. Morgenthau spoke warmly of his interest in the Chamber expressing the wish that he might always remain with us as our Ambassador. Mr. Morgenthau made the following address:

The Ambassador's Address.

"Dr. Bowen and Mr. Ravndal have felicitated you on what you have accomplished. Certainly I desire to felicitate Dr. Bowen on his magnificent report and Mr. Ravndal on his splendid address. It may seem that we have turned ourselves into a mutual admiration society, but if so, in the spirit of truth, it does not matter. The examples of your leaders make me realize that it is not so much the general body but the leadership which makes a Chamber of Commerce powerful. As for this meeting here, I will say that it is a delight to offer the courtesy of the American Government—for such this house stands for—and to welcome you here to-day.

In regard to the work of the Chamber, this is a moment when it is necessary to mark time. The war is not likely to terminate speedily, but you will find the reward of patience in the entrance of the United States into its real position of world power. I would put the case of American financial supremacy more strongly than did Mr. Ravndal. I do not believe that the position which New York has gained is going to be temporary. If the war lasts another six months London will find it difficult to regain her place as the money center of the world. The year 1915 has been the biggest year of business which the United States has ever known, and this is due to the increase in the second half of the year. The exports have been two billions in excess of the imports. America was slow to reach out for financial supremacy but she will be still slower in giving it up.

If the people of the United States are sufficiently enterprising they have the opportunity to over-run the world with their commerce. Enterprise begets enterprise; success leads to success. The Standard Oil Company of New York and the Singer Sewing Machine Company—whose representatives are with us—and two or three other companies like the United States Steel Corporation and the International Harvester Corporation have been the pioneers. Others must follow, and like them gain respect and confidence in new markets.

America has a unique opportunity to utilize her capital. While the nations of Europe will be obliged to confine themselves to the rehabilitation of their own lands, America, having alone of the great powers remained sober in this general strife, will be able to go forward. We have not wasted our patrimony, and still more we have not wasted the flower of the youth of the land as have the nations of Europe.

It depends upon you business men here with connections in America to ingratiate yourselves with the administrators of this land. The latter are looking to America for great things in the way of commerce and capital when peace shall come. It is in your hands to attract American commerce and capital. To take a single instance: mills in America which now are filling large orders for Europe will have to find other markets after the war. They will be ready and abundantly able to enter the Near Eastern markets where hitherto by discrimination freights they have been excluded.

Only have patience and prepare assiduously for that day of peace. Work together and disseminate in America the story of the opportunities that here are maturing.

After the meeting had adjourned tea was served at the Embassy by Mrs. Bowen, Mrs. Damon and Mrs. Leawitt. We missed Mrs. Morgenthau and Mrs. Ravndal who graced the social occasion a year ago but who are now in America.

Theron J. Damon.

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Our Chamber.

(Consul General Ravndal in "*Commerce Reports*," Washington).

THE AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT is doing valuable work. The chamber steps in where the consul must stop—i.e., where the question of agencies, or of credit, or of other information becomes personal and of practical and concrete application. The chamber serves the consular officers also in their commercial work by massing behind propositions advanced and advocated by them a large body of merchants who, by cooperation and united effort, can realize desired improvements. These concern direct relations between the Levant and the United States in the matter of shipping, banking, agencies, news exchange, samples, credit rating, and other means of bringing the United States and the Levant into closer trade relations.

American chambers of commerce have recently been started in Milan and Barcelona. This means that American trade is being organized throughout the Mediterranean basin. Undoubtedly these three American trade bodies will work effectively together for the purpose of removing such obstacles as hamper American commerce in the countries affected, and which are in the main identical. In each instance these chambers of commerce have been founded through American consular initiative, and they are largely sustained by foreigners interested in American markets. Manufacturers and merchants in the United States have not fully appreciated that the American chambers of commerce abroad are operating primarily in their interest, and they have not accorded them the financial support they are entitled to. It would seem not only appropriate, but also advantageous in the interest of American foreign commerce that the chambers of commerce and boards of trade in the principal cities of the United States should at least hold membership in the American chambers of commerce abroad, and thus render their management as effective as possible.

The American manufacturer would thus come into intimate touch with the work of the American chambers of commerce for France (Paris), Spain (Barcelona), Netherlands (Amsterdam), Germany (Berlin), Italy (Milan), Russia (Moscow), the Levant (Constantinople). These chambers are missionaries of American foreign trade, working in distant fields. They deserve support from home. From the literature they publish the American exporter can learn much. From their secretaries he can secure practical information of the greatest value. They pave the way for American manufactures by creating a public sentiment in their favor and by removing, through agitation and organization, obstacles in the way.

[Mr. J. Wylie Brown, Executive Secretary of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, is at present in the United States, and may be reached care of Merchants' Association, New York City.]

Quand le Temps de la Reconstruction Viendra. L'Age du Ciment Armé.

EN ce qui concerne la destruction des monuments et des ponts cette guerre surpasse tous les autres conflits. C'est à cause de cela, que lorsqu'elle prendra fin les travaux de reconstruction auront lieu sur une très grande échelle. Le ciment et l'acier occupent de nos jours le premier rang parmi les matériaux de construction. Combinés sous la forme de ciment armé, il est employé pour toutes sortes de travaux de construction. Le côté économique du ciment et ses inépuisables sources d'approvisionnement indiquent que lorsque en Europe le moment viendra de reconstruire la demande pour ce matériel sera sans précédent.

C'est ce qu'on appelle l'âge du ciment armé. Mais cela n'est réellement qu'une renaissance. Beaucoup de gens croient que le ciment armé est quelque chose de neuf, cependant les Egyptiens avaient déjà un vrai ciment quand ils construisirent les Pyramides et les Romains accomplirent des travaux prodigieux à l'aide d'une matière semblable. Du fait que l'usage du ciment dans les constructions est si ancien on ne peut pas avoir des rapports exacts sur son origine.

Les Romains mélangeaient leur ciment exactement comme nous mélangeons le notre — dans une seule fournée de pierres, de ciment et de chaux mélangé puis jeté dans un moule en bois exactement comme nous le faisons aujourd'hui. On retrouve partout les marques de ces moules en bois. On les voit nettement dans les travaux en ciment armé du Forum Romain, dans le Palais d'Augustinus sur le mont Palatin et dans plusieurs autres endroits. Quelques récentes excavations dans l'Arche de Titus ont démontré que cette construction repose entièrement sur une base monolithe de ciment, ayant à peu près 45 pieds de long, sur 20 pieds de large et 12 pieds de profondeur. Ces fondations ont été coulées dans des moules en bois et une fois le ciment tassé ces moules ont été enlevés. On trouve une autre preuve évidente de la durabilité du ciment armé dans les parties marécageuses du Forum, directement en face du Temple de Junius, là où le corps de César a été incinéré. Il n'y a pas une seule crevasse ni une seule fente dans cette masse de ciment, et l'on n'y trouve pas une seule trace de l'humidité dans laquelle elle repose depuis tant de siècles.

L'industrie du ciment telle qu'elle existe aujourd'hui date probablement des recherches faites par John Smeaton, un ingénieur anglais, employé par le parlement Anglais pour la construction d'un phare sur des rochers dans la Manche, rochers sur lesquels aucune construction de bois ne pouvait résister aux tempêtes. Il entreprit vers 1756 des recherches

pour découvrir un ciment hydraulique qui pourrait servir à relier les pierres de la maçonnerie qui se trouvaient dans l'eau. Il découvrit qu'une pierre calcaire, argileuse, molle, produisait un ciment répondant à ses besoins, et dès lors la construction du phare d'Eddystone devint possible. En 1796 Joseph Parker de Northfleet (Angleterre) breveta un procédé pour fabriquer un ciment hydraulique romain en calcinant de petits nodules argileux et calcaire appelés septaria et en moulant en poudre les scories résultant de cette calcination. Sur cette base on fabriqua un ciment analogue en France en 1802. D'autres expérimentateurs se sont servis de chaux et de craie. La fabrication du ciment fut établie en France en 1813 et en Angleterre en 1822.

Le ciment de Portland date cependant depuis 1824 lorsque Joseph Aspdin, un briqueteur de Leeds (Angleterre), breveta un ciment fabriqué avec un mélange de pierre calcaire et d'argile, calciné d'abord puis moulu. Il l'appela ciment de Portland parceque dans l'ensemble il ressemblait à la pierre extraite des carrières de Portland. Il est probable que cela n'était ni plus ni moins du ciment romain artificiel, parceque en brûlant il atteignit presque la vitrification qui est reconnu maintenant comme la qualité essentielle du ciment. Joseph Aspdin construisit une fabrique de ciment à Wakefield (Angleterre) et l'on se servit en 1828 de son ciment pour la construction du tunnel de Thames. On croit que le premier

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ciment de Portland a été probablement fabriqué par la maison White & Brothers, établie depuis quelques années à Swancombe en Angleterre.

A Madison County (New York) on a découvert en 1818 un rocher de ciment naturel dont on s'est servi pour la construction du canal d'Erie. En 1828 on construisit une usine à Rosendale (New York) pour la fabrication du ciment avec cette pierre de roche. En 1866 David O. Saylor avec d'autres entrepreneurs établirent une usine pour le ciment naturel près de Coplay en Pennsylvanie et en 1875 des expériences y furent faites pour la fabrication du ciment de Portland. Le ciment de Portland a été cependant fabriqué aux Etats Unis en 1872, dans les usines de "Eagle Portland Cement Co." à Kalamazoo (Michigan); on y employait l'argile et la marne. Cette fabrication était excellente car les trottoirs qui ont été construits avec ce ciment sont encore en bonne état. L'entreprise cependant n'eut pas de succès au point de vue financier, car le prix de 4 à 4.25 Dollars par baril était excessif.

Pour les sept années de 1872 à 1879 la production du ciment de Portland aux Etats Unis s'éleva à 82,000 barils évalués à 246,000 de Dollars. Vingt ans plus tard elle s'élevait à 8,482,000 barils et en 1902 elle atteignait 17,230,644 de barils. En 1913 la production de ciment Américain s'élevait à 92,949,109 de barils de 280 livres chaque et ayant une valeur d'un peu plus de 93,000,000 de Dollars.

Les matières brutes du ciment tel qu'il est fabriqué de nos jours comprennent dans certaines proportions: de la chaux, du silice, de l'alumine et de l'oxyde de fer. L'on obtient cette combinaison en mélangeant de la pierre calcaire ou de la marne avec de l'argile ou du schiste. L'argile, le schiste ou les scories produisent le silice, l'alumine et l'oxyde de fer. On emploie aussi la pierre calcaire impure appelée "Ciment de Roche" où l'on trouve toutes ces matières dans les proportions requises, on la corrige quelque fois en y ajoutant de la chaux tout à fait pure. La calcination a lieu à une température très élevée dans des fours à chaux d'un plan et d'un revêtement spécial. Le résultat de la calcination représente une masse semie fondue appelée "clinker" et qui doit être très finement moulue. Pour la moudre on y ajoute un petit pourcentage de gypse. Ce ciment ainsi obtenu additionné à de l'eau devient une matière imperméable. Ces composés se divisent en deux grandes classes: (1) les composés imperméables qui protègent les maçonneries contre l'impénétration des eaux, comme dans les réservoirs, les citernes et les tunnels. (2) les composés qui évitent l'humidité résultant des qualités absorbantes de la maçonnerie, évitant ainsi l'humidité des habitations, la détérioration des surfaces intérieures et extérieures des briques et des pierres en même temps que le plâtrage et la décoration des murs.

Il y a à peu près cent fabriques de ciment aux Etats Unis et malgré la grande demande faite par l'Amérique le ciment de Portland est devenu un important article d'exportation. Le Ciment a un seul défaut; une faible force d'extension. Mais ce qui manque au ciment l'acier le possède; une grande force d'extension et la faculté de résister à une pression transversale. Le ciment et l'acier ont en commun une qualité qui fait la valeur du ciment armé, c'est qu'ils ont un même coefficient de fusion. Grâce à cette qualité leur combinaison n'est pas modifiée par les changements de température.

L'acier de lui même résiste peu à la corrosion et n'est seulement partiellement garanti contre l'incendie, mais quoique ne brûlant pas facilement, une température peu élevée suffit pour le distendre et le bosseler. Enterré dans du ciment tous ces inconvénients disparaissent. Dans plusieurs occasions l'emploi de l'acier n'aurait aucun avantage et l'on pourrait dire la même chose pour le ciment. La construction de plusieurs bâtisses à Baltimore nous donne un exemple remarquable du grand avantage de la combinaison de ces deux matériaux. On devait y construire six grands docks, trois d'entre eux ayant été construits en maçonnerie et en bois, on s'aperçu que la construction des trois autres docks avec ces mêmes matériaux coûterait beaucoup trop cher et l'on se décida à les construire en ciment armé. L'acier seul était hors de question à cause de la corrosion et le ciment seul ne pouvait être employé à cause de la grande quantité requise. Un mur de soutènement tout en

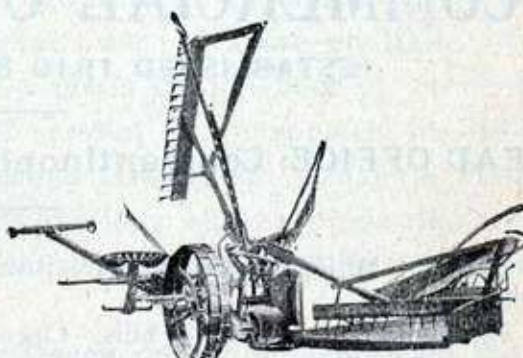
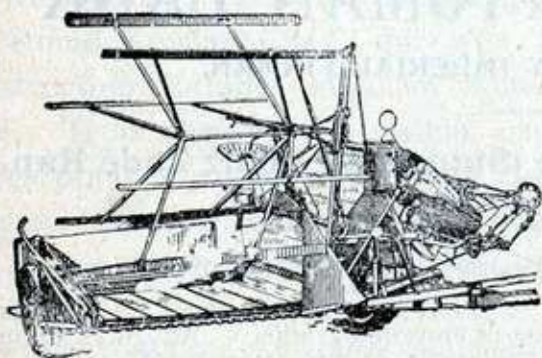
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ciment aurait coûté à peu près 600 Dollars par pied linéaire, tandis qu'un mur en ciment armé ne coûta que 58 Dollars par pied linéaire.

Il y a aussi un autre usage de l'acier en connection avec le ciment dans l'emploi des moules dont on se sert tant pour retenir le ciment jusqu'à ce qu'il se tasse et qu'il sèche, que pour empêcher les matières extérieures de pénétrer dans le ciment tandis qu'il est encore plastique. L'emploi de l'acier pour ces questions secondaires devient de jour en jour plus fréquent, car le ciment armé est presque le type de toutes les constructions d'aujourd'hui. L'emploi de l'acier permet aussi de se servir à plusieurs reprises des mêmes moules et ainsi réduit considérablement le coût initial.

Tous les jours on emploie davantage le ciment armé pour la construction des tunnels sous marins et des ponts. L'emploi du ciment armé pour les piles des ponts est relativement récent, mais il ne tardera pas à devenir général. Les piles en bois se détériorent rapidement parce- qu'elles sont complètement et continuellement submergées et dans certains pays la proie des cirons. La construction des cheminées en ciment armé a déjà quinze ans d'existence aux Etats Unis. Depuis 1898 à peu près 500 cheminées ont été construites en ciment armé et la plus élevée de ces cheminées se trouve dans une usine à Butte (Montana), elle a plus de 350 pieds de hauteur et un diamètre intérieur de 18 pieds.

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Mais probablement l'emploi le plus précieux du ciment armé est celui qu'on en fait dans la construction des bateaux. Vers 1897 une espèce de "houseboat" fut construit presque entièrement en ciment armé, ce fut le "Rome Rowing Club" qui s'en servit sur le Tibre en Italie. Cette construction flottante en pierre avait 67 pieds de longueur et 21 pieds de côté. Trois chalands en ciment armé servant à transporter les dragues et les pompes ont été employés dans les travaux du Canal de Panama; chacun de ces chalands avait 64 pieds de long sur 24 pieds de large et 5 à 8 pouces de profondeur; les pompes de drainage et leur équipement pesait à peu près 60,000 de livres.

On a employé plusieurs millions de sacs de ciment américain dans la construction du canal de Panama. On peut se faire une idée de l'importance du travail par le fait que tous les jours on remplissait 50 barils de ciment rien qu'avec le ciment obtenu en secouant les sacs qui avaient été vidés dans la journée. Ceci n'est pas incroyable quand on considère que l'on employait plus de 20,000 sacs de ciment par jour.

Les travaux de construction sont rapides quand on emploie le ciment armé, cela a été démontré il y a quelque temps à Washington où l'on devait construire une estrade pour un Baseball park. La construction devait être terminée à date fixe, et devait avoir 500 pieds de longueur sur 69 pieds de largeur. On y travailla nuit et jour, huit-cents ouvriers

y furent employés en trois équipes et toute la construction fut terminée en 22 jours.

Les machines américaines pour mélanger le ciment sont très demandées à l'étranger. Les rapports consulaires américains ont souvent attiré l'attention sur la popularité de ces machines en Australie. Répondant à un manufacturier américain sur la possibilité d'introduire des machines à mélanger le ciment et des machines en général sur le marché de Liverpool, le Vice Consul du district de Liverpool a répondu, que d'après toutes ses investigations il se sentait autorisé à affirmer que tous les architectes et les constructeurs anglais attendaient des Etats Unis le dernier mot pour tout ce qui concerne le ciment armé.

Une des plus grandes roches de ciment naturel se trouve sur la côte Est des Etats Unis le long de Lehigh River en Pennsylvanie. Dans plusieurs autres régions de l'Amérique la pierre calcaire et la chaux sont aussi des sources d'approvisionnement. Mais un facteur important dans la fabrication du ciment aux Etats Unis c'est la marne que l'on rencontre dans certains Etats de l'Est et du Sud. Au point de vue de la fabrication du ciment les Etats Unis sont divisés en dix districts, dont les plus importants sont: les provinces de New Jersey, de l'Illinois et de Michigan. Viennent ensuite, les provinces de l'Est de la Pennsylvanie, de l'Ohio, de la Virginie et de l'Alabama et enfin celles du Missouri et du Kansas. Il y a naturellement des régions où la matière est plus ou moins abondante; chaque localité a des moyens qui lui sont propres pour l'extraction du ciment. Dans la région de Lehigh River, où les gisements de ciment ont à peu près deux cents pieds d'épaisseur, on emploie la poudre pour faire sauter les rochers. On est quelque fois obligé d'employer une grande quantité de poudre pour travailler dans ces carrières.

Le gouvernement n'est pas seul à faire des essais et des expériences pour le ciment mais toutes les usines sont pleines d'activité dans leurs laboratoires. Le produit final est soigneusement examiné avant d'être embarqué et exporté.

S. TCHILINGUIRIAN

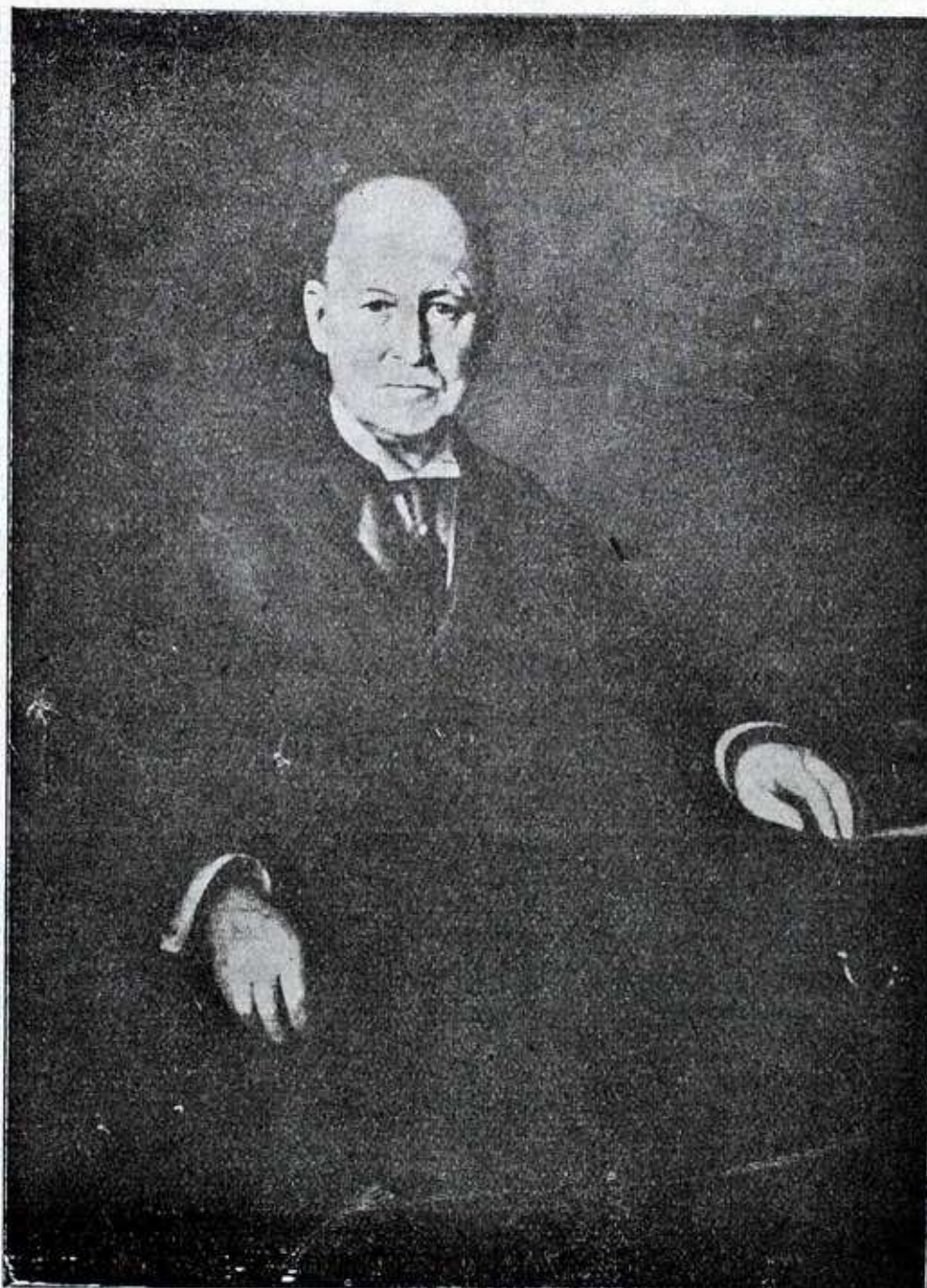
42/3 Germania Han, Stamboul

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IMPORTER OF :

Cotton goods, Fancies, Clothings, Drills,
Ducks, Vichies and all sort of manufactured goods.
Cotton Oil, Oleo Oils.
Second Hand Clothings.

FIRST CLASS REFERENCES.



Honorable William Lewis Douglas.

A Youthful Veteran

WATS off to the youngest and most active "veteran" in the American shoe manufacturing trade — Honorable William Lewis Douglas of Brockton, Massachusetts, who reached his 70th birthday August 22nd, 1915.

A diligent and ambitious worker in this great industry since the early age, one-time Governor of the old Bay State, persistent advocate of in-

dustrial education for the young, and sage observer of political and economic tendencies, Mr. Douglas undoubtedly is the best-known personality in the American shoe-manufacturing industry today.

It would be fitting to call him the "Grand Old Man" of the shoe business, were it not for the fact that he is merely 70 years young. He is one of those who never will grow old, except in years, and the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT joins with his thousands of other friends in congratulating him on his continued youthfulness and usefulness.

There are those in the trade who sometimes differ with him on the tariff and other political questions, but none who fail to peruse his occasional published statements on these and other matters with interest and respect, or who begrudges him the high prestige and great financial success that have rewarded his three-score years of unremitting endeavor.

All Americans unite in wishing him "many happy returns of the day!"



American Trade Extension In Persia.

A Persian firm's desire to purchase leather, copper sheets, and bar solder was made known in the United States through the Trade Opportunity page of COMMERCE REPORTS and through a confidential circular supplied to American dealers in these wares by the Bureau of Foreign and Domestic Commerce. Vice Consul Ralph H. Bader, of Teheran, who transmitted the original information, has now forwarded a letter from the inquiring firm, which is self-explanatory:

We take this opportunity of tendering to you our thanks for having enabled us to receive so many responses to our inquiry for leather samples and for solder and sheet copper. During the past week we have received over a hundred letters and samples from American firms, and these are now engaging our most careful consideration.

In addition to the above commodities it may interest you to learn that there is an increasing demand for silver in Persia, and it is to be hoped that business in this direction may also ensue; but it must be remembered that the ever rising exchange quotations are having a very serious effect on the trade of Persia, owing to the high prices which Persian merchants are called upon to pay for foreign goods through depreciation of the local currency.

The vice consul adds: "With the close of the present European conflict, Persia should become a fertile field for the sale of American manufactured products."

Prix pour les annonces dans la LEVANT TRADE REVIEW

1/4 de page	Frcs. 18.—par édition
1/2 "	" 30.— " "
1 "	" 50.— " "

Nous invitons Messieurs les membres de la AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT à faire usage de ces colonnes.

Kevork Mouradian

Importers of Manufactures

Established in 1840

General Import Commission House

dealing in

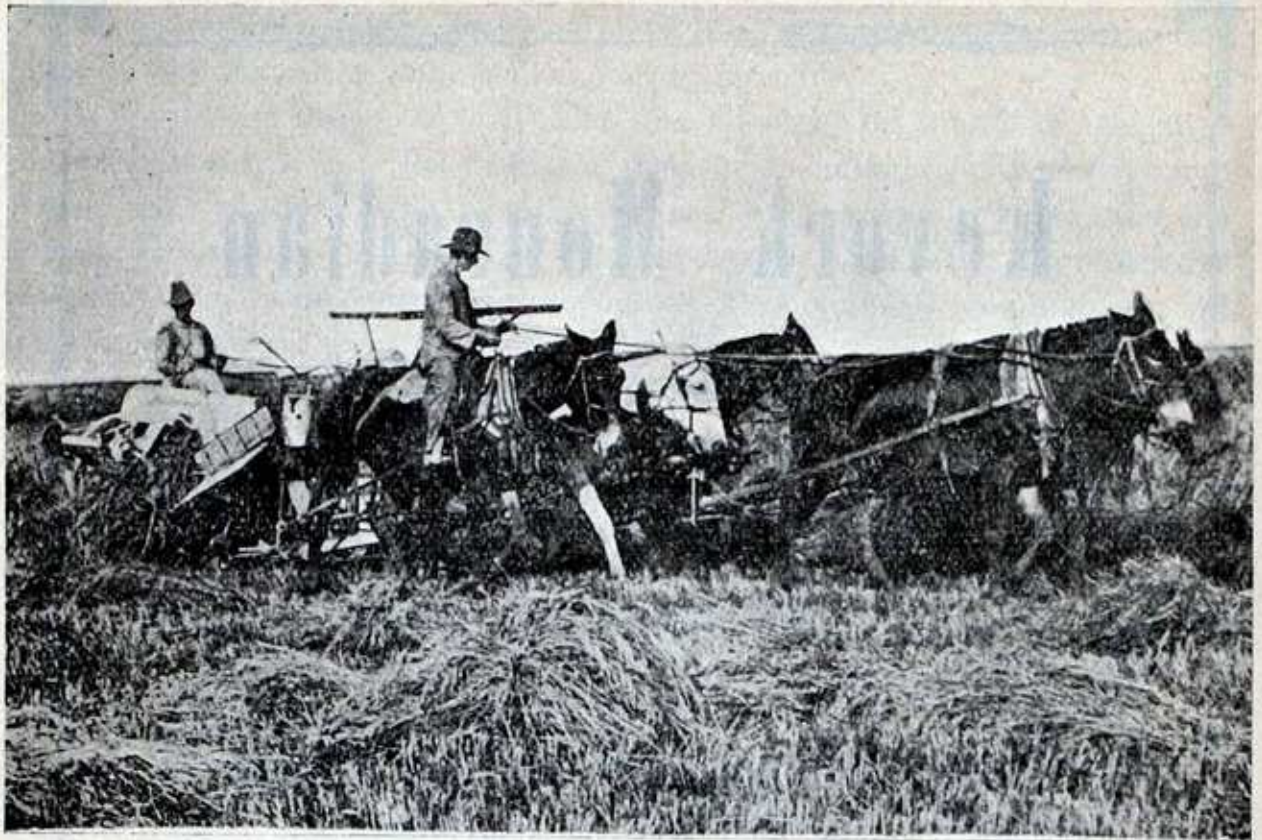
Cotton Cloth & Cotton Yarn

and other leading articles

imported from abroad

into the Levant regions

HEADQUARTERS: CONSTANTINOPLE.



Harvester cutting rice on a big plantation in Texas.

La grande Augmentation dans l'Exportation du Riz Américain.

LES rapports commerciaux pour l'année terminée le 30 Juin 1915, donnent une place importante à l'exportation du riz, exportation qui a augmenté dans des proportions remarquables. Le record pour les six dernières années avait été tenu par l'année terminée le 30 Juin 1912, les récoltes ayant été très bonnes cette année là. Puis il y a eu une diminution les deux années suivantes ; de 26,797,535 livres en 1912 à 24,801,280 livres en 1913 et à 18,223,264 livres en 1914 ; mais l'année 1915 a atteint d'un bond le total le plus élevé avec 75,448,635 livres et cela a donné un grand développement au commerce du riz.

L'extension de ce commerce en Amérique a été secondée par le "Bureau of Foreign and Domestic Commerce" au moyen de plusieurs publications de "Trade Opportunities", dans les "Commerce Reports", qui ont fourni aux exportateurs Américains les informations nécessaires sur les quantités et les qualités des demandes faites pour ce produit. Ces demandes de riz Américain viennent de l'étranger, des pays tel que l'Italie, l'Espagne, la Grèce, l'Argentine et quelques provinces Est de l'Inde. Dernièrement le Chili a demandé des échantillons et les prix du riz.

Les "Trade Opportunities" ont publié pour les exportateurs américains des avis dont ils avaient besoin sur les méthodes à employer pour les chargements et les expéditions, sur les prix, et sur la nature de la correspondance et la langue dont on doit se servir. Le Service Consulaire a aussi beaucoup aidé cette exportation, en procurant des occasions favorables,

en fournissant les chiffres de l'année et des exemples sur les moyens que les exportateurs américains doivent suivre pour avoir une augmentation de demandes. A côté de ces "Trade Opportunities", les "Commerce Reports" ont aussi publié plusieurs articles traitant la question du riz sur les marchés de l'Amérique du Sud.

Le tableau suivant montre le total annuel de l'exportation du riz américain et la valeur de cette exportation pour les six années de 1910 à 1915 :

				Livres	Dollars
Année terminée le 30 Juin	1910			7,049,597	222,244
" " " " "	1911			15,575,271	623,572
" " " " "	1912			26,797,535	851,402
" " " " "	1913			24,801,280	765,447
" " " " "	1914			18,223,264	721,046
" " " " "	1915			75,448,635	3,158,335

Footwear and Leather in the Near East.

(By Consul General Ravndal, Constantinople).

RUSSIAN competition is of consequence to American manufacturers selling rubber shoes in Turkey. The Russian rubber wears well and especially suits those who have not yet adopted the American style of shoe. For the last two or three years the Russian rubber has threatened to supplant its American rival. However, a recent visit to this market by the manager of a large American rubber goods export house promptly brought about a salutary change, and it may be expected that the former supremacy of the American rubber shoe will be reestablished in consequence. Only three or four years back some \$350,000 worth of American rubbers were imported into Turkey annually.

In the matter of leather shoes, German, Austrian, and British imitations have somewhat interfered with American sales in Turkey. Nevertheless, the American shoe rules the market, and with improved sales methods, as, for instance, the establishment of shoe stores selling American footwear exclusively and carrying a sufficient assortment of sizes, American success would be assured.

In upper leather: glazed kid, sterling kind, and box calf are the principal varieties imported. Glazed kid is chrome tanned, and a good product comes from France. Nevertheless the American brands are usually preferred on account of the strength of the leather. France and the United States compete also in sterling kid, while box calf is supplied by Germany with hardly any competition. Until now much of the American upper leather has been supplied by houses in England, who sell B brands at A prices and otherwise prejudice the business. Sole leather is largely furnished by France. It has been found that a given weight of French sole leather will yield more surface than the same weight of American sole leather, the latter being heavily saturated, it is alleged here, with chemical matters. Upper leather is imported into Turkey to the amount of \$2,500,000 per annum. The market is particularly sympathetic as regards American qualities and should be given much closer attention than hitherto. A large house in Stamboul dealing in glazed kid, box calf, sterling strips (colt and cow), splits, and fancy colored leather informs

the writer that 40 to 50 per cent of the kid they import is of American origin, but bought in England. "We only buy 20 per cent direct from America." It is all a matter of confidence, and on this point the results of the visit of the general manager of a prominent American rubber goods firm, as previously referred to, is pertinent and suggestive.

Trade in Licorice Root.

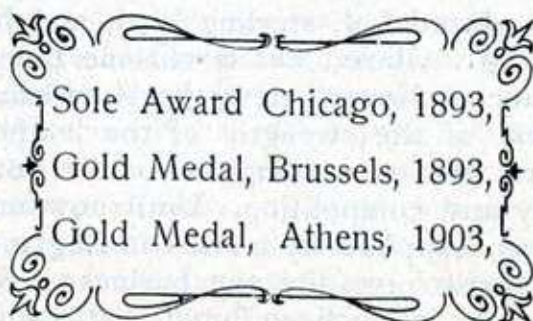
TRADE Advisor Fleming of the State Department has just received a cable from France confirming the arrangements made for the exportation of licorice root. A few days ago the British Government consented to lift the embargo on this commodity and to permit it to be exported to the United States.

The licorice root is used by American tobacco manufacturers. It comes largely from Asia Minor and Caucasia. It is declared that the supply in the United States was becoming limited and that the negotiations with England and France were consummated in good time.

As, by virtue of the agreement between the Governments concerned, the licorice root bound for America must be carried in American vessels, it is thought that the *America-Levant Line* will obtain American registry for its steamers under the emergency shipping act passed by Congress August 18th, 1914.

PROTOPAZZI BROS. S.A. STASSINOPULO S M Y R N A.

Telegraphic Address: STASSINOPULO, Smyrna.



Dried Fruits & General Merchants
Patentees of the Celebrated "Protoben" Figs

SADULLAH, ROBERT LEVY & MANDIL,**CONSTANTINOPLE.****ESTABLISHED IN 1868.**

Wholesale and Retail Dealers**IN****ORIENTAL RUGS & CARPETS,****EMBROIDERIES,****ANTIQUITIES, JEWELRY.**

Buying Agency**on commission basis for Continental
and American firms.****Flour, Rice and Glucose for the Levant.****(Consul General Ravndal in "COMMERCE REPORTS")**

AGRICULTURE is more or less certain to be disturbed for the present. The exportation of foodstuffs has been forbidden and it is considered likely that Turkey for the next few years will require more than ordinary imports of flour. During the last six months of 1914, notwithstanding the wheat crop of Anatolia was exceptionally abundant, the importation of foreign flour was larger by about 30 per cent than during the corresponding period of 1913. While Russia, France, Roumania, and Bulgaria dispose of substantial supplies of flour to Turkey, this staple is also brought from the United States and Canada, both direct and via Marseille and Trieste. The total imports of flour to Turkey are valued at \$8,000,000 annually. Should direct steamship communications between Turkish ports and New York be reestablished at the close of the war, there is no doubt but what American flour will reach here in appreciable quantities. Transshipment is fatal to this trade.

American white corn flour, it is thought, has an even brighter future in Turkey than wheat flour. Although sold extensively in Egypt, corn flour has not yet obtained a foothold in Turkey. It would be mixed

with the local wheat flour and undoubtedly create a healthy demand both on account of price and on account of its nutritive properties. Corn flour should be shipped, like wheat flour, in jute sacks with cotton lining, each sack containing about 154 pounds.

Another product of the United States, under the general category of cereals, which is certain to prevail in Ottoman markets is glucose. Both glucose and corn starch of American manufacture are making gratifying progress not only in Turkey, but throughout the other sections of the Levant. Their sale is certain to increase on account of the scarcity and the high price of sugar and the growing consumption of sweetmeats. Constantinople is the headquarters of this trade, which is extended through agencies stretching from Belgrade to Aden and from Batum to Patras.

In view of the remarkable growth in American exports of rice, it is pertinent to observe that rice is to this country what the potato is to Ireland, and that it seems well within the range of possibilities that American rice and rice flour may soon be sold in Turkey. At present India, Egypt, and Italy are the chief rivals in this market. Recently Dutch rice (East Indian rice refined in the Netherlands) has acquired a certain reputation in the Levant. Turkey each year imports rice to the amount of more than \$5,000,000.

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.,

Khorassandji Han, Stamboul, CONSTANTINOPLE.

BANK OF ATHENS

Capital fully paid Drachmes: **60,000,000**

Head Office:
ATHENS

Telegraphic Address
ATHENOCLES

BRANCHES

GREECE: Piraeus, Salonika, Patras, Janina, Volo, Larissa, Cavala, Calamata, Tripolitza, Chios, Samos, Syra, Canea, Candia, Rethymno.

TURKEY: Constantinople (Galata and Stamboul), Smyrna, Samsoun.

EGYPT: Alexandria, Cairo, Zagazig.

LONDON: 22, Fenchurch street.

CYPRUS: Limassol.

General Manager: JOHN C. ELIASCO.

The Bank of Athens undertakes every description of Banking business as: Cashing of Cheques, Discount of Commercial Bills and Advances on bonds, shares and merchandise. — The Bank undertakes also the purchase and sale of bonds, shares etc., and the collection of drawn bonds and coupons when due.

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The Bank of Athens has also a special service of "Savings Bank".

The Bank of Athens furnishes all kind of Commercial Information and has also a special service of post, telegraph and telephone for her Customers with reception, reading and correspondance rooms.

Shipping and Banking Relations.

(Consul General Ravndal, Constantinople.)

IT is assumed that the increase of business between the United States and the Levant which the close of the war is certain to bring about will cause the reestablishment of a direct steamship service by the Hamburg-Amerika Line. It will be necessary to count on the growing traffic between the United States and Turkey, also with southern Russia, Roumania, and Bulgaria, both in passengers and freight, passing through Constantinople. Business men in the Near East, as represented in the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, agree that direct and regular steamship facilities constitute the most essential and vital requisite to the expansion of American trade in these parts. Next in importance in connection with American trade expansion in Turkey is the establishment in Constantinople of an American discount and investment bank, having branches in other centers of the Levant. Under the United States currency law now in force this improvement is possible, and judging from correspondence carried on by this consulate general matters look favorable for action soon after the conclusion of peace. Another step in the right direction would be the organization of an American commercial

PARSEGH G. ESSEFIAN

Import and Export Merchant

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Wholesale Exporter of

GUM TRAGACANTH, GOAT SKINS

SHEEP CASINGS, OPIUM, WOOL.

BANKERS

Imperial Ottoman Bank

ARCHIPELAGO AMERICAN S.S. Co.

INCORPORATED IN PORTLAND, MAINE, U. S. A.

Steamships: «INDIANA», «VIRGINIA», «NEW YORK», «MAINE», «MONTANA»
«WASHINGTON», «FLORIDA».

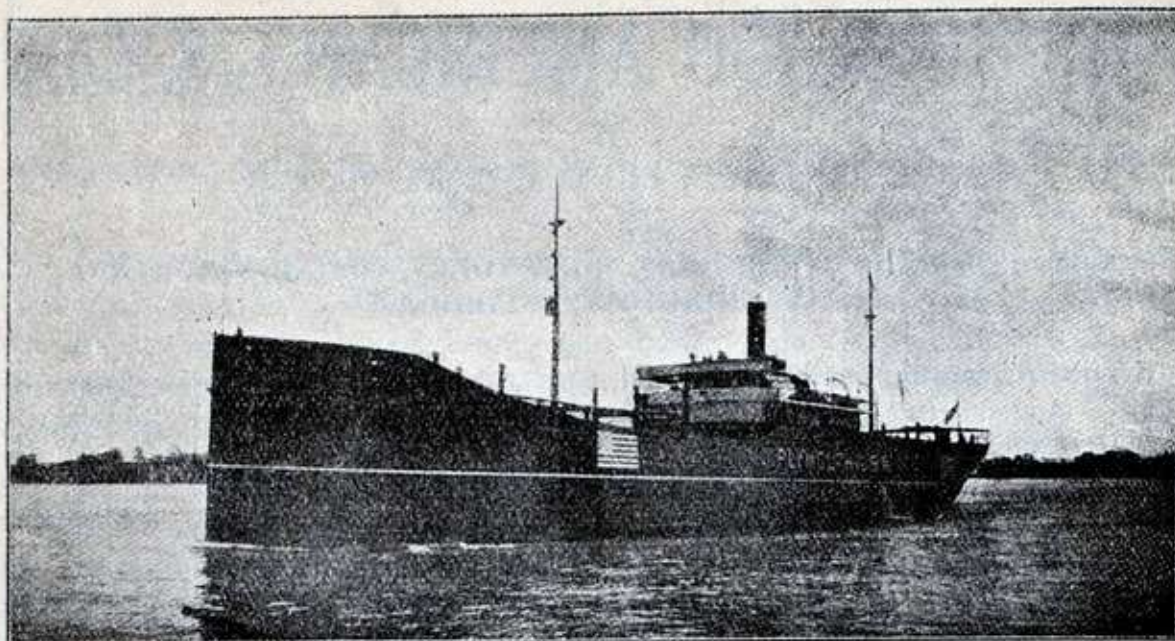
Frequent regular sailings to and from Adalia, Adramytte, Aivaly, Alaia, Alexandretta, Beyrout, Boudroum, Caiffa, Carlovassi, Calymnos, Cavalla, Castellorizo, Chio, Constantinople, Dardanelles, Dedeaghatz, Dikily, Gallipoli, Halki, Jaffa, Kemer, Kiulluk, Kos, Leros, Lemnos, Makri, Mersina, Mitylene, Nisyros, Patmos, Phinica, Rhodes, Salonika, Selefkia, Symi, Tchesme, Tigani, Tripoli (Syria), Vathy (Samos) and other ports.

**All the above steamers contain good first
and second class passenger accommodations.**

For Freights and full particulars apply to the Company's Head Office in Smyrna (Asia Minor) or to its Agencies at any of the above named ports.

excursion into the Mediterranean for the purposes of mutual acquaintance and the establishment of mutual confidence. This scheme also is in a fair way of being consummated as it has the approval of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT and of men prominent in the affairs of the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA.

The chief obstacle to American trade extension in Turkey, next to the lack of oversea transportation facilities, is the question of credit. In consequence of the competition between Germany, Italy, and Austria to capture the trade, they have introduced liberal terms of credits. It is not believed, however, that this condition will continue, as merchants realize that they pay too dearly for credits and discounts in inferiority of goods, etc. But to demand payment in advance of shipment will bring no business to American manufacturers, except in articles which only the United States can supply. Cash against documents on arrival of goods at destination is a safe system and works satisfactorily in some lines. In others, credit is properly asked and may properly be granted. There are numerous commission agents in the cities of Turkey who are just as honest as the manufacturers in the United States. How to determine where and to what extent credit may be fairly granted is another question, and in this line the services of an American banking institution here would be invaluable.



The New Steam Collier "*Plymouth*," 8,000 Tons D. W.,
for the Mediterranean Coal Trade.

Steam Collier for the Mediterranean.

THE new steam collier "*Plymouth*" has been delivered by the New York Shipbuilding Co., Camden, N. J., to her owners, the Coastwise Transportation Co., of Boston. The "*Plymouth*," like her sister ship, the "*Franklin*," already in service, has been built specially for the transatlantic coal trade and has been chartered for a term of years by the Consolidation Coal Co., of Baltimore, to carry coal from the U. S. to the Mediterranean. The absence of return cargoes in that trade has resulted in fitting very large water ballast capacity and large bunkers so that the boat may carry fuel for the round voyage and make the westward voyage in ballast under the best conditions of trim. Water ballast is carried in the double bottom and peak tanks and the machinery has been fitted amidships instead of in the stern, as is usual in American coastwise colliers. The general arrangements follow those adopted in the case of the latest type of colliers constructed for the St. Lawrence coal trade. The cargo handling gear is very complete in order to enable the vessel to discharge with her own tackle. In the American coastwise trade this provision is generally omitted, as the ships are discharged at the terminals by means of grab buckets. The "*Plymouth*" is the eighth vessel of

the coal-carrying fleet managed by the Coastwise Transportation Co. of Boston, that has been built by the New York Shipbuilding Co. In addition there are six others of the same general type at present under construction, making a fleet of fourteen colliers in all, of a total coal cargo carrying capacity of about 94,000 long tons. The "*Plymouth*" is 395 ft. long, 55 ft. broad and 35 ft. 6 in. deep and draws 26 ft. 6 in. loaded. She is built to take the highest class in Lloyd's Register and under their special survey. Engines of over 2,000 horse power have been fitted, which are expected to maintain an average speed of 11 knots at sea. The officers and crew are comfortably berthed amidships and aft.

Shipping Notes.

Chartered for a term of five years in the coal trade between America and Egypt, the Steamer *Plymouth*, owned by the Coastwise Transportation Company of Boston, has been loading at Baltimore for Alexandria. The vessel will carry 8,800 tons of coal on her maiden voyage outward.

The State Department in Washington has been advised that the British Government will issue permits for exportation of licorice root from Turkish Mediterranean ports to the United States in American ships. American tobacco manufacturers for several months have urgently pressed demands for release of this product. France agreed to licorice root exportation from Asia Minor under certain conditions some time ago. It then became necessary to secure permits under the British Order in Council.

Ambassador Gerard at Berlin has informed the State Department that by a law passed on Oct. 21 Germany has prohibited the transfer or sale of all German merchant vessels, including those interned in the United States. Any German citizen who owns or has a share in any merchant ship may not sell or in any way dispose of his interest to any one who is not a subject of Germany. The law applies equally to German subjects

in foreign countries and will prevent the sale of the liners now in New York harbor.

The port of Alexandria is greatly congested, and steamers are experiencing serious delay in securing loading berths. Frequently this delay amounts from 10 to 20 days, and falls entirely upon the steamer. Owners consider that the loss should be borne by charterers. Their remedy is to insist upon guaranteed days for loading from time of steamer's readiness whether in berth or not.

Trade Extension in the Levant.

("*Commerce Reports*," Washington.)

MR. J. Wylie Brown, Executive Secretary of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, who has spent some time in the eastern part of the United States discussing with American manufacturers and exporters the methods of marketing their products in the Levant, states that he has been successful in interesting American business men in this proposition. He expects to be in Cleveland, Ohio, October 2nd, 1915, where he will spend about a week interviewing local manufacturers. He will also visit Detroit, Chicago and Cincinnati, spending about a week in each city. References to the work of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT have appeared frequently in previous issues of COMMERCE REPORTS.

American Goods At Beirut.

CONSUL General William Stanley Hollis at Beirut reports an increased demand in his district prior to the war. The combined efforts of the Consulate General together with the Beirut branch of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, assisted by a few enterprising business men, who appreciated the good qualities of American goods, had brought about a considerable increase in the local demand for American manufactures, and this increased demand bade fair to grow steadily and become the basis of an excellent market for American goods. The following table of statistics explains the movement in Beirut in goods imported from America:

Articles.	1912	1913	1914	Articles.	1912	1913	1914
Arms	\$380	\$3,946	\$250	Musical instruments	\$113	. . .	\$480
Automobiles and bicycles . . . . .	. . .	1,200	4,450	Oleo oil	19,007	\$21,609	12,000
Beer	9,000	4,190	3,800	Paraffin	225	. . .	800
Books	4,009	4,704	1,900	Petroleum	4,000	90,000	28,000
Clothing	1,239	1,432	650	Photographic supplies	2,500	3,652	800
Cotton sheetings	14,595	9,800	3,500	Plaster casts . . . . .	. . .	. . .	150
Cottonseed oil	32,500	13,311	5,400	Safety razors	1,000	1,120	2,500
Drugs and paints	7,803	8,823	2,450	Sewing machines	85,000	170,000	30,000
Fountain pens	1,158	1,056	500	Shoes and boots	619	8,600	3,400
Furniture	1,245	13,780	2,800	Shoes (rubber)	5,000	10,000	6,000
Galvanized sheets	1,200	3,500	1,400	Soap . . . . .	. . .	9,000	900
Gents' furnishings	2,505	6,970	2,900	Starch . . . . .	. . .	4,039	1,800
Glucose	1,216	4,039	3,250	Stationery	2,470	792	1,300
Groceries	6,258	7,720	4,300	Surgical instruments . . . . .	. . .	1,152	350
Hardware	19,004	25,423	6,800	Tubes . . . . .	. . .	3,000	700
Jewelry	583	. . .	114	Typewriters . . . . .	. . .	550	680
Leather	2,350	7,386	4,800	All other articles	7,077	2,551	500
Lubricating oil	16,950	15,000	14,500				
Lumber	1,800	8,075	10,800				
Machinery	61,206	7,630	6,500	Total	312,012	474,050	171,492

Book printed in Greek to advertise Product.

A German manufacturer of fertilizers, in advertising his goods in Trebizond, Turkey, has published a translation into Greek of a large pamphlet entitled "Agricultural Studies: Application of Chemical Fertilizers." The book is illustrated with numerous views, some taken at the phosphate works in Hamburg, and others in the country districts, where products of fertilized fields are shown, and it is circulated among the many Greeks in that part of Turkey who are interested in agriculture and in some instances are landholders.

The American Consul at Trebizond, Oscar S. Heizer, in making a report on this publication, says that the agent of the phosphate company sent a commercial traveler to Trebizond, to select a local agent and give him an exclusive agency, and advanced the necessary funds to cover expenses of translation and printing of the pamphlet, for the illustrations of which he furnished the plates.

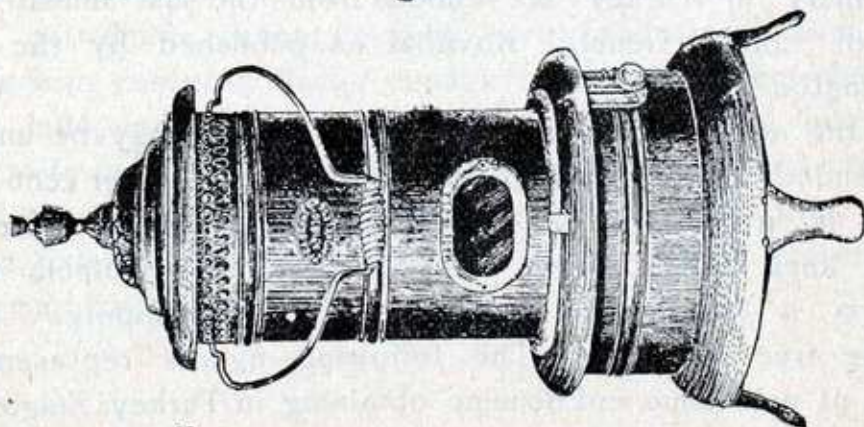
STANDARD OIL COMPANY



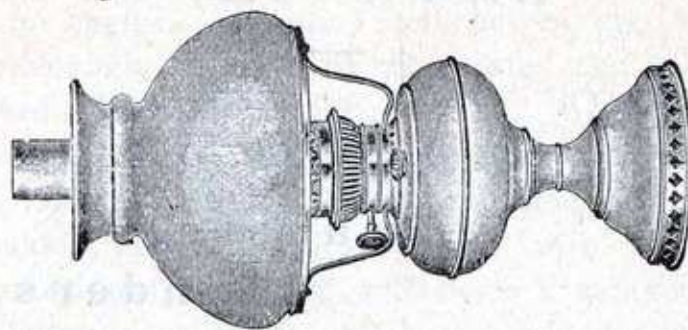
Siège Central
POUR LE LEVANT
CONSTANTINOPLE

AGENCES :

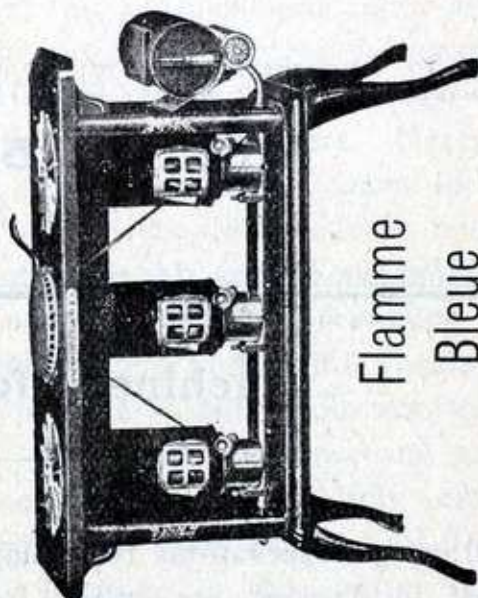
Smyrne
Alexandrette
Pirée
Salonique
Bourgas
et
toutes
les villes
principales
du
Levant



“Perfection”



“Lampes Rayo”



Flamme
Bleue

Siège Central
POUR LE LEVANT
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AGENCES :

Smyrne
Alexandrette
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principales
du
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THE JOHNSTON HARVESTER CO.

BATAVIA, N. Y.

MAKERS OF

Mowers,
Reapers,
Binders,
Rakes,
etc.

GENERAL AGENT FOR TURKEY:

PAUL J. BALLADUR,
SMYRNA.

Machinery for Turkey.

THE following observations regarding opportunities for American machinery in Turkey are culled from the last annual commercial report of Consul General Ravndal as published by the Government in Washington:

In the matter of engines, petroleum motors may be unhesitatingly recommended, as the price of benzine is about 135 per cent higher than oil. There is in prospect a largely increased domestic production which would keep prices down. Greece has a petroleum monopoly and Bulgaria a tax system equivalent to a monopoly. Greece admits benzine free of duty. The following figures represent the average prices of petroleum and benzine obtaining in Turkey, Bulgaria and Greece prior the war: Benzine, per 10 Americans gallon, Turkey, \$3.30; Bulgaria, \$3; and Greece, \$2.95. Petroleum, per 10 gallons, Turkey, \$1.40; Bulgaria, \$2.50; and Greece, \$2.45.

In Great Britain, where benzine is also expensive, petroleum motors, marine and stationary, are manufactured on a vast scale and at attractive prices. It is this competition that American manufacturers would have to

face in Turkey. Motive power is urgently in demand in all countries of the Near East, and at least for the present the oil engine will predominate, as benzine and coal prices are high. "A reputable American concern," recently remarked a leading dealer in Constantinople, "specializing in simple kerosene motors of 1 to 12 horsepower could do excellent business here." Both in agricultural and in general industrial and engineering operations, oil engines of limited horsepower are wanted, and this demand will be strongly in evidence when later the peaceful activities of the people are allowed free vent.

Various kinds of machinery will be needed in agriculture, mining, irrigation, and house construction, in factories and shops, in sawmills and flour mills, in ice making, and laundrying. Along with the resumption of the exploitation of natural resources will come a call for machinery in the building of highways, railroads, and harbors, in the installation of telephone and tramway systems, as well as municipal light and waterworks. American manufacturers, in order to succeed in securing their proper share of this business, must keep stocks of machinery mostly in demand and repair shops at the principal trade centers. Here, again, it is essential that the American spirit of organization be drawn into service. Manufacturers of non-competing products should combine, if necessary, for the purpose of defraying the expense of such representation as is absolutely unavoidable. There is no valid reason preventing manufacturers of oil engines, pumps, windmills, wood and metal working machinery, automobiles, cash registers, typewriters, and radiators from acting together in maintaining a properly equipped warehouse and sales office in Constantinople. This sort of cooperation is absolutely essential to American trade expansion in new markets such as those of Turkey and the Balkans unless there are, as for instance in the matter of iron and steel products, petroleum, rubber goods, corn products, lumber, coal, cotton oil, American concerns strong enough to establish themselves successfully here independently of other lines. In agricultural machinery the American trade in Turkey is fairly well organized. Special attention should be paid to the market for generating plants with their prime movers, electric fixtures, and machinery. This market is at present controlled by German manufacturers,

Agricultural Machinery in the District of Adana.

ACCORDING to Consul Edward I. Nathan, the Adana province has had a rapid development of late because of improved transportation facilities. The Mersina-Adana Railroad has been practically reconstructed and equipped with much new rolling stock. It connects with the new Bagdad Railroad, which extends across the Province and will link Mersina with Constantinople and the Persian Gulf as opposite termini. The transportation of merchandise by camel to various points beyond the railroads still continues on a large scale.

While a large part of the Cilician plain is under cultivation, vast tracts of swamp land can be reclaimed, and a system of irrigation would greatly improve the cotton culture. Plans to this end are being considered for execution in the near future. An extensive system of irrigation has just been put into operation on the plain of Konia, and the productivity of over 2,000 square miles of valuable farm land has been greatly increased. The works were constructed by a German company.

The farmers of the Adana plain have, however, been more enterprising than those of other parts of Turkey in regard to the use of modern agricultural implements and machinery, but, unfortunately, American manufacturers of such have not fully profited by the opportunities these changed conditions afforded. The wooden plow has largely been superseded by steel plows. While a few of these have been imported from the United States, they are mostly of German manufacture. A large number of steam plowing and thrashing machines are also in use, principally of British origin. American reapers, however, enjoy a practical monopoly both in Adana and Konia. Apart from private initiative the Government Agricultural Bank and schools of agriculture have done much to extend the use of all such modern implements.

Trade Prospects in Cilicia.

IN his annual commercial report to Washington for 1914, Consul Edward I. Nathan of Mersina expresses himself as follows regarding trade prospects:

While surface conditions are not promising for the future, yet it can be safely stated that as soon as the war is over this part of Turkey will quickly recover from its effects. There is abundant cash among the farmers, who sold their cotton at fair prices and were protected by the moratorium from immediate payment of their debts. Stocks of merchandise, particularly foodstuffs, hardware, and cotton goods, have been or will soon be depleted, and will require replenishing. While merchants were hit hard at the outbreak of the war, they have more than recouped their initial losses by the rise in price of their stocks. American goods will find a ready market locally as soon as shipping is reestablished, and the merchants will be ready and able to pay for all their requirements. Local importers have continued their interest in American articles, as evinced by the continued requests at this consulate for American commercial literature. Most of the prominent importers have also continued their membership in the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT. The trade conferences held by the writer in the United States in 1914 also served to bring local merchants into closer touch with certain American firms.

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CONSTANTINOPLE, TURKEY

after the war. The rehabilitation of the American merchant marine, the utilization of the tariff to encourage American foreign trade and protect it from discrimination, the adaptation of commercial education to the needs of foreign trade and ways and means for the smaller manufacturers and merchants to engage in and share the benefits of foreign trade will be considered from the standpoint of the chief elements in foreign trade, namely, natural products and agriculture, manufacturing, merchandising, transportation and finance. Instead of extensive treatises on the theory of foreign trade, the convention will be largely given over to group sessions for practical discussion of actual problems. Representatives of a number of the largest American corporations, which have been eminently successful in foreign trade, will place their knowledge and experience at the disposal of the convention. Delegates will also have the advantage of consultation with the foreign trade experts of the Department of Commerce, who will be in New Orleans during the convention."

Commercial Preparedness.

JAMES A. Farrell, President of the United States Steel Corporation, who is chairman of the National Foreign Trade Council has issued a call for a meeting of business men to be held in New Orleans on January 27, 28 and 29, and he announces that the motto of the gathering will be "Commercial Preparedness." The call for the national conference follows:

"The Third National Foreign Trade Convention is hereby called by the National Foreign Trade Council to meet in New Orleans Thursday, Friday and Saturday, January 27, 28 and 29, 1916. 'Commercial Preparedness' will be its motto. All Americans engaged in or desirous of entering oversea commerce are invited to participate in this practical and constructive discussion of policies and practices necessary to meet the keener competition which the United States may expect to encounter in world markets

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of the Turkish and Macedonian crops indicate that they will not exceed 50 per cent of the normal turnout, and it is not believed in New York that the entire production will be more than 3,500 cases of from 160 to 180 pounds apiece. If Greece should join the Teuton allies, it is generally felt that the result would be to prevent any considerable importations of opium from these sources. The quality of Persian and Indian opium is so far below that required by American law that there is little likelihood of aid from this quarter, dealers assert.

The export demand for opium, particularly in the form of its manufactured products, has been large, although this has been in some measure offset by a decrease in domestic consumption. One trade factor expressed the opinion that the price would reach \$12 a pound within a few weeks. The speculative influence has not been strongly noticed, because of the limited supplies which are easy to control, it was pointed out. In parcels of more than ten cases sales have been recorded for average grades as low as \$8.50.

Opium in New York.

HEAVY sales of opium lately are reported to have absorbed about 70 per cent of the stock in bond, one dealer estimating the total amount now remaining as not larger than 100 cases. From \$7.50 a pound this product has advanced since September 1 to \$9.25 for the best quality, and while this does not touch the high level of last year, the probability of a further advance is considered in the trade as very strong.

The American supply of opium comes largely from the Near East, the countries drawn upon most heavily being Turkey and Macedonia. Turkey's participation in the war and Bulgaria's recent entry have been bullish factors in the market, as the allegiance of these countries with the Central Powers renders them liable to blockade by the Entente group. As a result, shipments have been unusually small, and the expectation is that they will be further curtailed. Estimates

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L'Huile de Coton et

L'Huile de "Peanuts".

AUX Etats Unis d'Amérique, plusieurs usines d'huile de coton sont en train d'essayer de faire de l'huile avec des peanuts. Les résultats de la récolte de coton cette saison et le prix élevé de la graine de coton faisaient prévoir une diminution de travail dans ces usines si on ne faisait pas quelques changements. On dit que plusieurs usines dans la North Carolina ont réussi avec succès à remplacer la matière première par des peanuts. On donne des chiffres qui prouvent qu'une tonne de peanuts produit 50 à 60 gallons d'huile, et la comparaison avec la production de la graine de coton est très favorable. L'ammoniaque contenue dans l'écorce des peanuts est très forte et cela est un élément important à la faveur des peanuts.

Une usine à Tarboro a été la première à installer les machines nécessaires pour l'emploi des peanuts, et après avoir fait des essais pendant plusieurs semaines, la compagnie a acheté plus de 200 tonnes de peanuts de la récolte précédente et a commencé à extraire l'huile en moulant l'écorce des peanuts. L'usine avait pleine confiance dans les résultats de l'entreprise.

Les prix de cette saison pour la graine de coton ont été en contraste avec ceux de l'année dernière. Les fermiers du Sud cédèrent leur graine de coton à des prix très bas comme il ne l'avaient jamais fait depuis plusieurs années, 12 Dollars la tonne par exemple.

Dernièrement un rapport venu de Montgomery, Alabama, annonçait que pour la première fois dans l'histoire des Etats Unis, la graine de coton avait été vendue à 50 Dollars la tonne.

La possibilité d'employer les peanuts peut être estimée par l'importation, qui pour l'année se terminant le 30 Juin 1915, s'élevait à : Avec coque : 14,540,982 livres évaluées à 490,779 Dollars; sans coque : 9,643,691 livres, évaluées à 333,980 Dollars.

Olive Oil Used for Lighting.

(Consul General W. Stanley Hollis,
Beirut, Syria).

GREEN olives are just beginning to be offered for sale at the markets. The olives to be pressed for oil will be gathered during September, and the farmers wait for two or three rainfalls, which are necessary to insure the full ripening of the olives specially suited for oil. Prices of olive oil are still advancing, particularly because the people are using that oil for lighting in place of petroleum. As previously reported, the prospects of the new olive oil crop are very unfavorable. Prices of olive oil are 16.30 piasters per oke (19.88 cents per pound) for first quality, and 15.10 piasters per oke (19.04 cents per pound) for second quality. The piaster quoted is the market piaster, valued at \$0.035 in American currency.

Magnifiques Récoltes aux Etats Unis.

LES estimations faites par le Ministère de l'Agriculture des Etats Unis démontrent que les récoltes de froment, d'avoine, d'orge et de foin ont atteint le record; la récolte du maïs a été excellente mais elle n'a pas atteint le record. Les comptes rendus indiquent une production d'à peu près trois billions de boisseaux de maïs, un billion et demi de boisseaux d'avoine, un billion de boisseaux de froment et presque un quart de billion de boisseaux d'orge. Quant aux fourrages en général il y en a eu près de cent millions de tonnes, y compris vingt millions de tonnes de foin sauvage.

Prospects at Roustchouk.

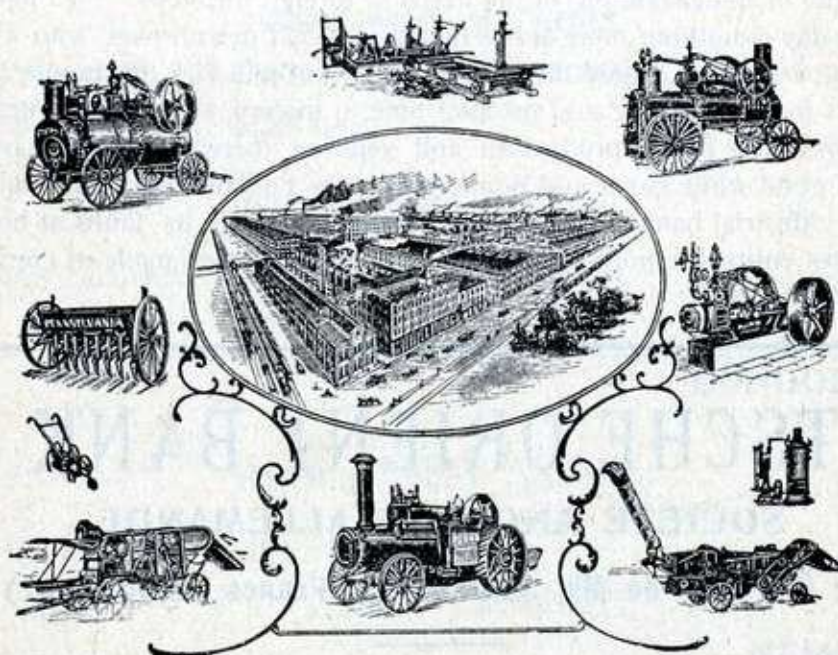
REGARDING American trade outlook in the Danube district of Bulgaria, Mr. S. B. Aftalion of Roustchouk reports as follows to the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT:

Among the products imported to Bulgaria from the United States which could easily

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be increased, mention should be made of nails, cotton oil, petroleum, agricultural implements and leather. After the war, when the Dardanelles shall have been re-opened, there will be bright prospects for

American manufactures in general in the Roustchouk districts where the stocks are almost exhausted. The goods should be shipped c.i.f. Galatz to be forwarded via the Danube.

Banking in Relation to Foreign Trade.

JAMES Davenport Whelpley, in his "*The Trade of the World*," writes the following :
English banks do little or no industrial or commercial business. Years ago there were private banks in England that worked in harmony with the English foreign traders, and it was partly due to the liberality and activity of these banks that the foreign commerce of England gained such headway as it did in far-away places. For one cause or another, these private or trading banks have disappeared in England, and in the financial districts money is now a commodity, as it is in the United States, handled without imagination and with no sympathy or understanding of the needs of foreign business. An English or American bank of to-day is nothing more or less than a glorified pawnbroker, who will cheerfully lend ninety-five per cent on a gold dollar as security, but will lock his money bags when a man with orders for goods to be sold on long time in foreign countries comes asking for intelligent co-operation in the production and vending thereof. Able financial experts devote pages of good white paper and pounds of ink in England and America to criticism of the German industrial banking system, but whatever may be its faults at home, it is beyond cavil almost entirely responsible for the tremendous gains made in German foreign commerce in recent years.

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WHEN WRITING TO ADVERTISERS KINDLY MENTION LEVANT TRADE REVIEW

Brusa, Past Present and Future.

(Written for LEVANT TRADE REVIEW by Erwin F. Lange)

WHOSOEVER has enjoyed the privilege of visiting the old Capital of the Ottoman Empire will rarely free himself of the mysterious attraction and lasting impression the ancient town left upon him.

Legend and history combine with the magnificent scenic effects to enhance the beauty of the Bythinian town, the incipency of which dates

Hannibal, Founder of Brusa

back to Hannibal, claimed to be its founder. Not far from here Carthage's greatest son met death by his own hand, yielding to the undying hatred with which his old arch enemy persecuted him even to this peaceful retreat.

The visitor cannot but be reminded step by step of the old glory, the sumptuous baths recalling the era of Byzantine splendor, the mosques, representing the pinnacle of Ottoman art, finding its most noble expression in the "Jeshil Dchami" which inspires everybody, re-

The Home of the Gods

gardless of creed or race, with deep admiration, the Turbés where rest the powerful monarchs who have laid the foundation of the Empire, elevating their capital to a classical center of true Mussulman culture in its highest perfection. And over and above all loom the huge, commanding, rugged masses of the Asiatic Olympos, the home of the Gods. This is the Brusa of the tourist, the Brusa of the artist and historian, so delightfully surrounded with legend and lore, stern history, literature and art, growing in the shadow of the mighty mountain, overlooking the wide peaceful plain, the fresh verdure of which enlivens and vitalizes the superb picture.

But there is another side of Brusa, rather different from the one known to the conventional visitor. He may recall, as the only discordant note of his enjoyable visit, the shrill sound of a steam whistle rudely disturbing him in his slumber, just when the sun rose over the mountain range in the background. He will have turned around in his comfortable bed grunting a malediction against modern industry even invading this sanctuary of peace. Let him grunt and let us follow the call issued so inharmoniously, the signal for the awakening of the industrial Brusa.

The great doors of the silkmills swing wide open, and the swarm of young girls stream in to begin their daily drudgery. The motor starts, the girls take their places, and the spinning wheel begins its monotonous song. Little maidens, 10 to 12 years old, receive the

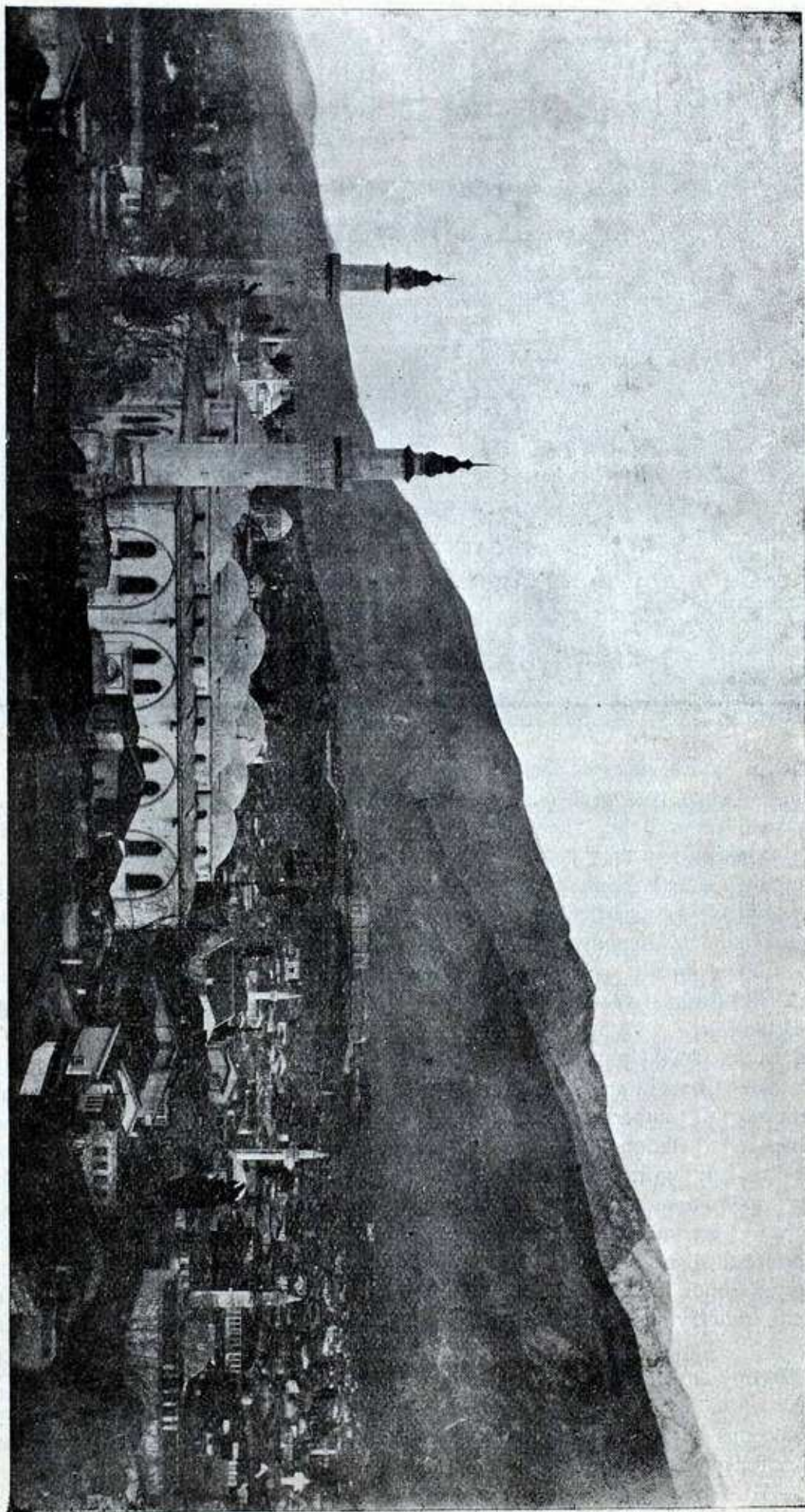
Brusa Silk

cocoons, place them in a basin and start "beating" them to get the outer "waste silk" off. They are then handed to the spinning girl who deftly unravels the mass of threads and passes them through their respective eyes to the wheel. The work calls for strictest application but the skilful hands attend to it with apparent ease, never resting a minute, for the ingenious devices for controlling the quality of silk spun by each individual girl safeguard against any careless spinning and furnish, at the same time, the opportunity for grading the pay according to the excellence of the product. From sunrise to sunset, these girls toil assiduously, gaining in normal times as much as 7 piastres a day, but now eking out a poor living at 3 to 4 piastres, while the children who beat the silk receive 60 para.

Stepping out of the steamy atmosphere of the factory hall, which always has to be kept at a high temperature, we enter the cocoonery where women are engaged in assorting the silky oblong cases, the house of the poor silk crystal whose skill men exploit only to kill him just when he hopes to gain his freedom.

Big carts have in the mean time drawn up and are being loaded with the bales of raw silk, each weighing 100 kilos. They are driven down to the railway station and taken to Mudania from where direct steamers transport the silk to the European markets. How much is resold to American importers in Milan and Lyons nobody ever succeeded in figuring out.

Brusa View towards slopes of Olympus. The "Oulu Djami" Great Mosque in the foreground.



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SAVINGS BANK. — SAFES TO BE LET.

The real typical phase of the silk industry, in all its picturesque oriental variegation confronts us when, passing through the deep archway which gives the appearance of leading to a fortress, we enter the "Kosa Han," the great silk exchange. A wild hubbub greets us. Crowds of peasants in their native custom, are gathered in the center of the wide square emptying their huge bags, pouring forth the white, glittering mass of cocoons, and the bidding starts accompanied by gesticulations of eyes, head, mouth, nose, legs, hands and, if possible, hair when one side attempts to display particular perturbation and indignation about a price offered. When finally complete physical exhaustion makes an agreement possible, the Public Debt official steps in, collects his tax of 12½ per cent from the seller and thereby legalizes the sale.

Just above, in the gallery, to which all the offices lead out, trading is less spectacular. Here rawsilk is bought and sold, deals are closed after serious and long deliberations and meditations over numberless cups of coffee and cigarettes. It is a battle of sharp brains and still sharper speculation. The whole performance leaves a most peculiar impression, this buzz and bargaining in these time honored premises, built by Murad the Second, the father of Mohammed Fatih. A wonderful plane-tree stretches out its gigantic branches over the square just where trading is most keen, seemingly in the attempt to calm the passions of men.

Accompanied by a Public Debt official we ascend the slopes of the mountain to the sericultural school, founded and directed by the Public Debt. Here the continuance of the Brusa silk industry is safeguarded by disseminating accurate knowledge of scientific methods, particularly the pasteurizing, that is the selecting of good eggs with help of the microscope. The school has had a most beneficial effect in promoting the raising of silk cocoons and inculcating into the peasants a better understanding of the necessary requisites for good breeding.

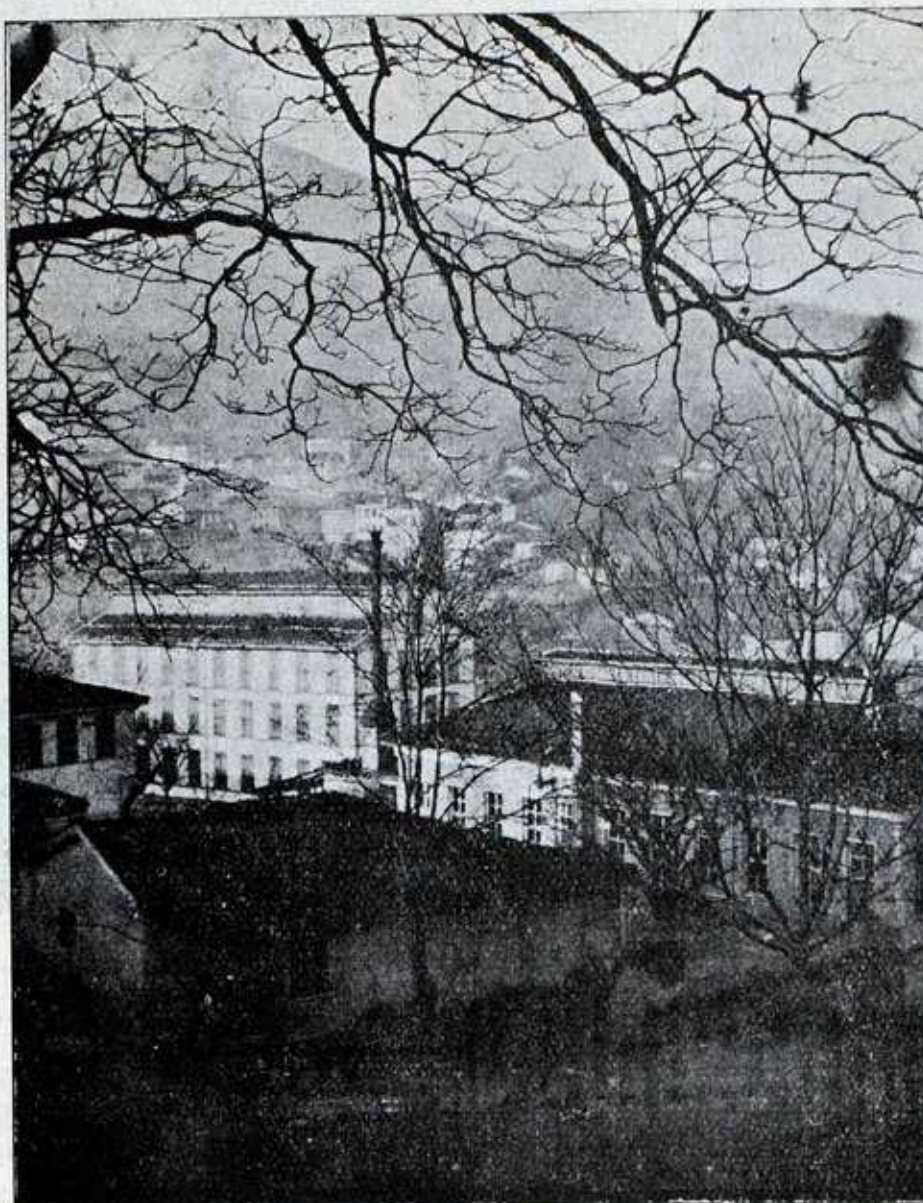
Other Brusa Industries



The square in the great "Koza Han," Brusa.

Stepping out on the balcony, we find a wonderful picture of scenic beauty spread out before our eyes, the city in the foreground with its multitude of graceful minarets, and yonder the plain fringed in by the mountain range which obstructs the further view towards the sea of Marmara. We can see the peasant attending to his rice and tobacco fields and mulberry plantations, while further away we observe the swarm of human ants digging the canal, which will once and for all alleviate the evil of the yearly floods of the Nilufer river which constitute a constant danger, furnishing the typhus bacillus excellent ground to commence his mischief in. The canal will have a total length of 8 kilometres and will force the river back into its old bed, redeeming at the same time considerable tracts of fertile land.

On our way home we pass through the carpenter district where the famous Brusa waggons are made. The fellies are bent of one piece, thereby giving the vehicle a stability scarcely equalled anywhere. At present, the town furnishes the military authorities every month over 300 waggons mostly for use by the Red Crescent. The dexterity of the men is amazing, the result of traditions reaching far back, the son following the father's footsteps in the secrets of the craft. Here and around the Tcharchy, the great Brusa Bazar, no hand rests nor does any tongue for all that, but otherwise it would not be Oriental. In the vociferous pandemonium mingles the strange sound of the "jorgan" maker, beating the cotton on a tightly strung wire while squatting down on the floor. The finished "jorgans" are a most welcome bed cover. Trade and handicraft rule supreme, no thought is given to the past, all the faculties and skill are concentrated on the present, though the names of the great Ottoman heroes, Muhammed Tchelebi and Bejasid Yilderim, whose tragical death calls forth general sympathy, will be known to and revered by many.



Silkmill at Brusa

Reentering the hotel we will find our good stranger, whom we left this morning in his snuggy bed, enjoying the balmy evening breeze, sipping a Turkish coffee and inhaling the soft tobacco smoke of his cigarette, also a Brusa product. He

Oriental Dreams

feels at peace with Brusa in particular and the world in general, after having taken a refreshing bath in the ancient palatial bath-houses. A good rubbing down by the practiced hands of the assistants with the soft Brusa towels, which in normal times are marketed even as far as America, has greatly contributed to this cosy feeling of ease. The bountiful dinner served at the hotel, after his return, to which Brusa rice and wild fowl, Brusa peaches, grapes and wine have given a delicious flavor, renders it still more delightful for him to hark back to old days and to picture scenes of past splendor, the brilliant pageants when Empress Theodora, wife of Justinian, made her entry into Brusa, followed by a retinue of 5000 servants and courtiers, transforming the town into a classical Newport, and later when the great Muhammed I embellished the Capital, making it a worthy residence of its powerful ruler.

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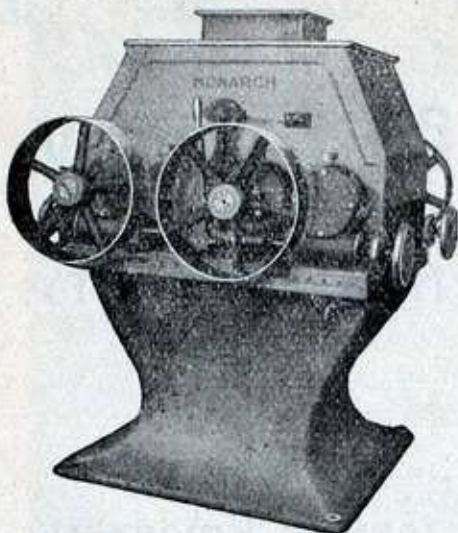
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The Monarch Ball Bearing Double Roller Mill.

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But our more prosaic minds take a different flight. The possibilities for commercial and industrial growth are too striking to be passed unnoticed. The potentialities for the future absorb our thoughts. And when for the last time we glance over the wide landscape in all its verdant fertility, flooded with the rays of the setting sun, we also would like to dream, but the scenes we long for are bare of historical grandeur, though concerned with the progress of humanity and the opening of the manifold treasures these districts conceal for the good of mankind. Are we to be blamed if we mingle these thoughts with the ardent wish that *our* country may also participate in contributing its share towards the economic rejuvenation of the old glory of Brusa!

Business Revival

Raw Silk for America.

AT the last annual meeting of the SILK ASSOCIATION OF AMERICA in September 1915 Secretary Ramsay Peugnet gave the following resumé of raw silk conditions:

"While trading in raw silks has not been disturbed by the European war to anything like the same extent as many other departments of commerce, nevertheless the past year has been one of anxiety and strain, especially during the first six months after the war broke out, when it suddenly became so difficult to make ocean shipments of any kind of merchandise — not to speak of financing and insuring them. Silk looms in the United States were running nearly to full capacity when the war clouds broke — the immediate result being almost a total cessation in the operation of European mills, which reduced consumption abroad to a minimum. When the season ended, the consumption in Europe was practically half or two-thirds normal and in the United States only a very little below normal.

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"A great accumulation of silks followed the demoralizing effect of disturbed financial conditions in the autumn. The heavy fall in values was inevitable, and complete derangement of the market was only avoided by the Japanese reelers curtailing their output; so when the season closed no heavy excess of raw silk supplies existed anywhere.

"As a result, unsold stocks in the United States at the beginning of last July were small, probably the same as the year before. It is a fair assumption that the season's consumption is just about equal to the imports, which as a matter of fact were only 5 per cent less than those of the previous crop year and about equal to those of 1912 and 1913.

"As the ribbon business has been depressed for the past year, it is evident the broad silk branch and the knitting mills have absorbed larger quantities to bring the consumption to so large a total. The outlook is certainly favorable for the consumption of increasing quantities of raws in the two last-named branches.

"We have above referred to the curtailment by the reelers in Japan. This curtailment left a substantial surplus of cocoons which, added to the excellent crop of the present season, will probably tend to keep prices conservative.

"Statistics of the Yokohama market during the present season indicate that the reeling in Japan is being gauged to just about keep up with the demand of export. This seems like a wise policy when none of the European countries in their crippled condition can be expected to take a normal supply of silks until some time after peace has been concluded.

"It is logical to assume, therefore, that the new season's supply of raw silk will be governed to a great extent by demand, only if those countries holding cocoons of the old as well as the new crop are able to keep the surplus. Raw silk merchants generally expect the importation for the American demand will be large and the European demand moderate. In this connection, it is well to note that the foreign exchange rates have greatly favored the American manufacturers, and this advantage may continue for some time.

"Details of the cocoon crops according to the latest report from the countries of production follow:

"Italians: Disturbances due to the war have resulted in a small crop estimated at about two-thirds of normal. As many of the Italian filatures rely to a large extent upon cocoons from the Levant, and as the war will seriously affect such supplies, it is evident that the season's reeling of Italian filatures cannot be very large.

"Japans: The 1914-1915 crop of cocoons was estimated as sufficient to produce approximately 200,000 bales for export, of which only about 158,000 were exported, with moderate surplus of raw silk carried over, but of course a heavy surplus of cocoons about which no reliable data can be gathered and a wide difference of opinion expressed; some maintaining that it was moderate, others estimating it as high as the equivalent of 40,000 bales of silk. The present crop of cocoons is reported as somewhat short for the first or spring crop, normal for the second or summer crop, and poor for the third or autumn crop. Estimates of the total season's crop vary from 160,000 bales to 175,000 bales, thus giving enough cocoons, old and new, to produce silk available for export of somewhere between 180,000 bales and over 200,000 bales.

"Chinas: The production of Shanghai steam filatures is expected to be normal, but supply of Tsatlees somewhat below normal.

"Cantons: Low prices and lack of demand resulted in small supplies during the first three crops. A disastrous flood left but little of the fourth crop, and the fifth will also be small."

An American Silk House.

As the Levant is an important producer of raw silk (see LEVANT TRADE REVIEW Vol. I, No. 3, and Vol. V, No. 2), it is of importance to know the leading silk manufacturing concerns in the United States of America where more than $\frac{1}{3}$ of the world's total raw silk production is consumed.

An important development in the silk manufacturing industry in America is contained in the announcement of arrangements which have just been concluded by the firm of J. H. & C. K. Eagle, Inc., for extending its manufacturing and merchandising facilities. In connection with these elaborate plans the corporation has increased its capital from \$1,500,000 to \$20,000,000, all of which has been subscribed by the present holders.

The Eagle firm has doubled its output this year, and its present production will, it is expected, within the next year again be doubled. Several new mills are now being built in different parts of the country and will go into operation as soon as they are completed. As a part of their equipment a contract has been made with the leading

silk loom manufacturers of the country for their entire output of looms. These new mills will represent the last word in the manufacture of silk, and will give employment to 3,000 additional workers. To provide for their enlarged consumption of raw silk, a staff of experts from the firm's financial, organization and technical departments is preparing to go to the Orient, where, under the protection and with the support of the United States Government, they propose to secure an increase in the supply of raw material for the silks they specialize in, which are the finest in the world.

From an obscure and practically unknown firm only fifteen years ago, the Eagle Company, through its principle of reducing "first cost to a minimum" and dealing directly with the retail trade, has become one of the foremost silk manufacturers in the country. It carries through every phase of the business under its own management, from importing the raw material to placing the finished product on the counters of the dry-goods stores, and distributes its product through its own selling organization, which operates from the company's twenty-story building at Fourth avenue and Twenty-first street, New York city.

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Walnuts and other articles

Market of Trebizond.

THE soundness of the Trebizond market and the many and various resources of this province have been repeatedly reported. The present war has amply proven that the statements were well founded. Trebizond is not connected by any line of a railroad, and the province depends on the sea for communication with the outside world as well as for exports and imports. Since the closing of the Dardanelles, the products of the district, which had been very abundant, remained unexported.

The above condition might be enough to cause an irreparable calamity but, I am pleased to report, such has not been the case for the Trebizond district. The crisis has been met with heroic courage and has developed a praiseworthy commercial character and solidarity in most of the banking and commercial houses.

The energy and enterprising spirit shown during these trying circumstances is marvelous, thanks to which, first quality of bread is

selling for 103 paras the oke, and second quality at 78 paras the oke. Meat is abundant and not expensive, and there are plenty of potatoes, beans, etc. It is true that the district is an agricultural one, but the principal products of this part are filberts and tobacco. Flour etc. is imported from other parts.

Moratorium : The leading houses of Trebizond did not avail themselves of the privileges accorded by the Moratorium, but used all their resources to facilitate the circulation of money as much as possible and to help the market.

The Bank "Theophylactos & Leontides" set a good example from the beginning by paying in full all its depositors. The Trebizond branch of the "Imperial Ottoman Bank" also paid its depositors in full. The Bank "G. Capayannides" has paid its depositors, partially or totally according to the circumstances, but in every case beyond any claim the depositor could have, considering the existence of the Moratorium. The same good example has been set by Phostiropoulo

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West view of the very picturesque Monastery of St. Georges "Peristereota", five hours ride from Trebizond and 1200 metres above sea level. Built in 752 on a tremendous rock, with precipitous sides a few hundred meters above the valley. Its long life has not been without reverses. In 1493 Sultan Bayiazid the Second magnanimously helped this Monastery and endowed it with an Imperial Firman, granting several privileges to it.

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ASIA MINOR.

Frères and other banking and commercial houses of the first rank.

It is the opinion of competent people that this market might do better without the Moratorium, but once it has been introduced it should continue, and when the time comes it should be lifted by degrees.

Future Prospects: The principal products of this district are tobacco and filberts, and there is a great stock of both of these valuable articles in store in this province. In the Trebizond and Platana district alone, there is a stock of over three million kilos of tobacco from the crop of 1914, to say nothing of what there is left of the previous years, and the whole crop of 1915. The stock of tobacco at Samsoun and at other tobacco regions of this Consular district is still more important. There is also a very big stock of filberts, because the crop of 1914 was the most abundant this region has ever had, about 1,200,000 kantars (of 44 okes each) of unshelled filberts, of which a small part only has been exported. There is also the crop of 1915, which has been rather small. It is

difficult to give an accurate estimate of the stock on hand because filberts, on account of their low price, have been used locally for oil etc., but the existing stock at any rate is over 700,000 kantars.

The day steamship communication is re-established, the stock will begin to be exported, bringing to the district a considerable amount of cash which will facilitate a great deal the financial condition of the market. The fact that this is an agricultural and not an industrial district should be well noted, and that its riches and resources are its natural and agricultural products which have not suffered. There is no labor problem, and though the present condition may weigh somewhat on the population, it should not take long for this district to enter into a normal state, and show its real vitality and commercial ability. More so if, after the state of war is over, proper attention, as is expected, is paid to the improvement of communication and transportation facilities for the hinterland. Then the condition of this district would be better than ever before.

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Mohair, Furs, Skins.

The exploration of the mineral resources of the district might prove another very important source of wealth.

Chances for American Exporters:

A very important point is that this district and its vast hinterland which depends on the district for its imports, have used all the stock there was of imported articles. Naturally the day steamship communication is resumed, there is going to be a great demand for such articles as cotton goods, woollens, leather, shoes, hardware, wire, haberdashery, paper of all kinds, machinery, etc.

I would like to call the attention of American exporters to the fact that although under the present circumstances some other markets might seem easier fields to conquer, it should be carried in mind that this is a field that once entered will prove to be a more permanent one, therefore it is worthy of every effort. In other countries industry may be suffering on account of the state of war, but once this war is over it is natural that they should re-establish their industrial and productive ability. There is almost no industry here, and while it is to be hoped that this country also will develop one, it takes a considerable number of years for such an enterprise before anything can be accomplished. In such a case American exporters will have a chance to provide all kinds of machinery, tools, and implements for industrial purposes, as well as all other manufactured articles that they may be selling to this market.

Another important point is that the present war brought the people in immediate contact with modern improvements such as automobiles, motor boats, etc., and their advantage over the old system of ox-carts and sailboats has been so evident that, I believe, after the war there will be a considerable demand for such articles for peaceful and progressive use.

The superiority of American goods in many articles is incontestable, and prices as a rule are more favorable than European prices; therefore it can not be but lack of knowledge how to do business with this market that American goods have not as big a share as they should have.

Similarity of the goods in every respect to the sample is a very important point. Even better quality does not always please the buyers so much as to have the exact kind of goods they have ordered and are looking for.

Proper attention should be paid to the way goods are packed, and the way they are forwarded.

Another very important point for American exporters is the selection of persons with whom to enter into commercial relation. Exporters should not base their choice on the correspondence they might happen to have with an interested party, but they should get adequate information from outside. The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT may render very valuable services in this line.

Credit: Even in normal times business on credit, to begin with, has never been recommended, and it should not be recommended now, but it must be taken into consideration that money is going to be rather scarce. Therefore, exporters that are really desirous to do business with this market, should not even think of asking for cash with order. Cash on delivery is the only term they should expect. Also, prices f.o.b. port of shipment do not appeal to this market, they should be c.i.f., port of delivery, as much as possible.

ISAIAH MONTESANTO

Trebizond, Turkey,

November 6, 1915.

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Sirkedji, Angora Han, Constantinople.

Shipping at Piræus.

(Vice Consul George P. Waller, Jr., Athens, Greece.)

STATISTICS showing the movement of steamships and sailing vessels at Piræus, which is the port of Athens, have been made public by the port commission of Piræus. One of the most interesting features in the shipping situation here is the tremendous increase in the activities of the Greek merchant marine since the cutting off by the war of certain foreign lines which were formidable competitors of the local companies. This has resulted in enormous profits, and the indications are that these native organizations are so firmly intrenching themselves that they will probably retain a large part of the business after the war. The port statistics for the first six months of 1915 are: Number of vessels arrived and cleared, 3,903; gross tonnage, 2,460,816; net tonnage 1,470,706; arrived from interior ports, 1,385; tonnage (gross), 973,785; arrived from foreign ports, 643; gross tonnage, 1,487,031; net tonnage, 892,256.

American Shoes in Syria. Consular Agent Ira Harris reports from Tripoli, Syria, that American shoes find a ready market in his district, the styles and shape of which seem to suit the local trade. Boots and shoes made in England and Germany, and which closely resemble American make, are imported, but they are not as popular as American shoes, as, although they sell for the same price, the quality of the leather is not so good as that used in American shoes.

American Shipping. — Ex-Mayor Fitzgerald, according to the BOSTON HERALD, is conducting a vigorous campaign, as chairman of the foreign trade committee of the Boston Chamber of Commerce, and one that is sure to focus the committee's interest in that project. "He has a very keen perception of the importance of the ocean as an asset to New England's manufacturing industries, and is actively concerned in having Boston's producers and exporters utilize their great opportunity." Mr. Fitzgerald is an honorary member of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT.

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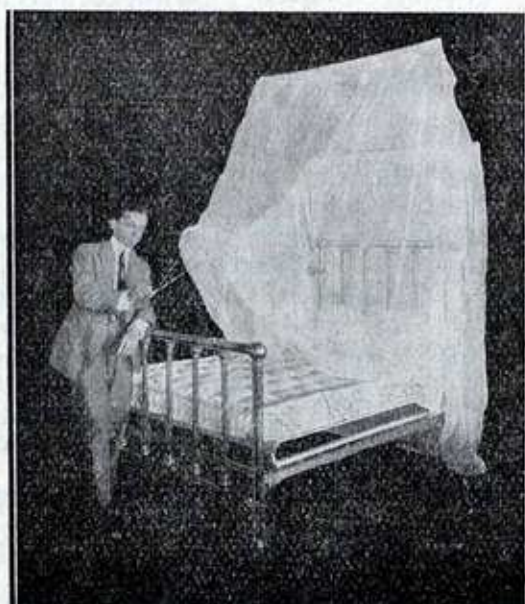
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FOR THE LEVANT.

American Sugar for the Levant.

CONSUL Arthur B. Cooke reports from Patras that the amount of sugar imported in his district amounts to about 8,000,000 pounds annually, mostly from Austria. In September last, a shortage of sugar seemed imminent, and local import merchants were making inquiries at the Patras consulate with a view to possible importations from America. "Unless the foreign sugar markets", the Consul says, "now closed on account of hostilities are opened soon, the Greek importer will be compelled to turn to America for supplies of sugar."

Regarding sugar in Turkey, Consul General Ravndal reports from Constantinople as follows:

"For many years, Turkey has relied chiefly upon Austria for its large needs of sugar. More recently considerable quantities of sugar have been drawn from Russia. The present stringency of supply may cause the revival of cane sugar culture in Mesopotamia and Palestine and introduce the raising of sugar beets in Anatolia. But it is more likely that Turkey will await as best it may the resumption of normal relations with the Austrian and Russian markets, suffering in the meantime the inevitable discomfort of high prices, inferior substitutes and deficient supply. A prominent commission house in Constantinople, in the belief that, as a result of the pending conflict, Austria will be unable to furnish sugar on the former basis, has entered into correspondence with an American sugar refinery with a view of representing it in Turkey. These brokers hold that "for some years following the conclusion of peace, if not for an indefinite length of time, America will be able to place its sugar products on this market. As far as price is concerned, according to our calculations and reckoning with improved steamship facilities, American prices will be within competing range".

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Public Works in Turkey.

IN his annual report to Washington, Consul General Ravndal refers to the possibility of American investments in Turkey as follows:

"No American investments in industrial enterprises have been made in Turkey except by the Standard Oil Co., the MacAndrews & Forbes Co., and the American Tobacco Co. The latter two concerns own and operate minor plants in various sections of the Empire, facilitating the purchasing and preparing for shipment to the United States of licorice root and cigarette tobacco, respectively. The former has obtained important concessions for the production of petroleum on the coast of the Sea of Marmora and in southern Palestine and expects to work them on a large scale as soon as hostilities cease.

It is conceivable that silk reeling establishments may also be opened under American auspices in the Mount Lebanon and Brusa districts, and that thus Turkish raw silk may at length find its way direct to the American market. However, the paramount question is the matter of transportation. Who is going to undertake the construction of the urgently needed railroads in Asia Minor? Who will be called on to undertake the building of highways throughout the land? Who is destined to obtain and exploit the numerous municipal electric light and tramway and port and dock concessions which were canceled?

For the last decade Turkey has been on the eve of an industrial "boom." When the constitutional régime came in, it was thought that the era of industrial progress was at hand. The existing ban on electricity had been lifted when electric enterprises (light and tramway) were started in Damascus. Urgently needed were numerous railroads, ports, highways, telephone systems, electric street car lines, irrigation and reclamation works, factories, public buildings, docks — the country was waiting to be built up from the very foundation. It promised the handsomest returns on investments.

Some improvements have been perfected. In Constantinople, electric light, electric street railway, and telephone systems have been installed. A railroad has been built from Panderma, on the Sea of Marmora, to Smyrna. Irrigation works on a large scale have been completed near

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

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

Agencies all over Turkey, Egypt, Greece and Persia.

Konia and more than initiated in the vicinity of Bagdad. Port works have been started at Samsun, and a railroad has been partly constructed from that town in the direction of Sivas. The so-called Bagdad Railroad has made notable progress, and in Palestine a railroad has been built connecting Jerusalem with the port of Haifa. Similarly a railroad has been constructed from Tripoli in Syria to Homs.

One is justified in believing that the termination of the present war will usher in the long-delayed day of construction in Turkey, because it is thought that it will introduce political order and stability. One is forced to assume that, on the one hand, Turkey will eliminate such domestic elements as militate against foreign investments, and, on the other, that foreign capital will be found. Judging from the present outlook, capital will first be sought in the United States, and it is hoped that the American money market may be both able and willing to respond to the call in the interest of the further extension and consolidation of American foreign commerce."

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WHEN WRITING TO ADVERTISERS KINDLY MENTION LEVANT TRADE REVIEW

Copper Production On Island Of Cyprus.

(Consul Arthur Garrels, Alexandria, Egypt.)

AN American copper-mining syndicate at Skouriotissa, Cyprus, has applied for Government permission to lay a railway from its mines to the port of Karavostassi so as to facilitate the shipping of ore. The total quantity extracted from these mines to date aggregates about 4,000,000 tons. It is believed that after the proposed tunnels in the mines are completed the daily output of ore will approximate 1,000 tons. Three more American mining engineers will soon arrive to join the syndicate's staff.

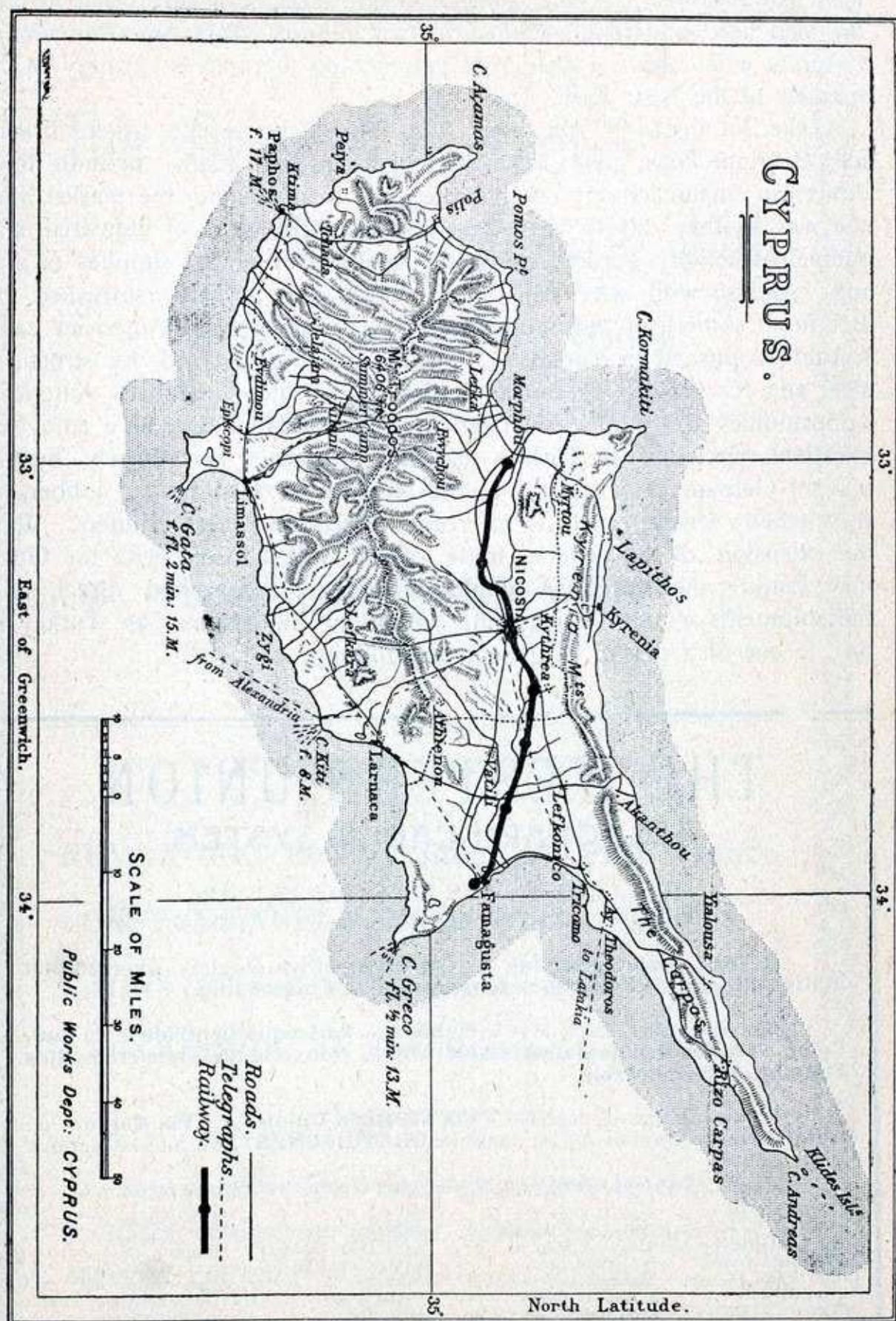
American Iron and Steel Manufactures in the Ottoman Empire.

(Consul General Ravndal, Constantinople.)

IN manufactures of metals it may be assumed that American wares will gain a decided headway in Turkey. Hitherto quite a percentage of the American hardware sold in Turkey has been credited as German make because it has been handled by brokers in Hamburg. On the whole, American trade in manufactures of iron and steel in these parts has hitherto been disappointing, due seemingly to sales methods. With certain competitors handicapped, American iron and steel products can hardly help coming to the front in the Ottoman dominions. The Turkish statistics show the following estimate of imports of metals and metal ware in a year:

Articles.	Value.	Articles.	Value.	Articles.	Value.
Aluminum	\$269,684	Iron and steel —		Nickel and nickel	
Brass and brass ware	212,387	(Cont.): Nails		ware	\$522,964
Copper and copper		and screws .	\$1,027,394	Lead, sheets, pipes	252,375
ware	1,393,693	Railway rails .	2,736,096	Tin and manufac-	
Iron and steel:		Sheet iron . .	728,717	tures of tin .	1,146,081
Bars and rods . .	2,310,091	Sheet-iron uten-		Zinc, sheets, and	
Bedsteads	335,621	sils	722,562	wares	342,207
Implements and		Safes	130,829	Lamps, metal . .	225,183
tools	755,011	Wire	310,387	All other	577,678
Knives, scissors,		All other articles		Total	17,548,577
etc.	119,675	of iron and			
Locks and hinges	352,163	steel	3,077,779		

In most of the articles above specified the United States should have been able to compete successfully in normal times. After the war, Amer-



ican manufacturers, especially of iron and steel, can hardly fail to take the lead here, and in the course of two to three years American manufacturers would have a chance of entrenching themselves strongly in the markets of the Near East.

Take, for instance, iron pipes and fittings, in which articles France and Belgium have held the upper hand of late years. In these lines American manufacturers should be able to command the market after the war, as they did 15 years ago. With the revival of industrial and municipal activity, Turkey is likely to require substantial supplies of piping. And so with wire nails and barbed wire, hitherto furnished by Belgium. American kerosene stoves and ranges and American safes should be pushed in Turkey. A wider field is reserved for structural steel and for roofing sheets and plates, in which materials American opportunities are good. American tools and builders' hardware enjoy an excellent reputation in Turkish markets, but reach here largely by the way of Germany and subject to the pleasure of the German jobber, as do kitchen utensils, such as icecream freezers and meat grinders. With the extension of the general trade of the United States with the Ottoman Empire, these products would be ordered and carried direct, and the shipments would soon assume important dimensions, as Turkey is on the eve of a period of general upbuilding.

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& RUGS, possessing factories and looms all over ASIA
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Market For American Woods In Greece.

(Consul A. B. Cooke, Patras, Greece).

As stated in former reports from this consulate, there is a sharp demand for woods of various kinds on the markets of this district, owing to the complete cutting off for the time of the usual sources of supply in Europe.

Importers have already placed considerable orders in the United States and some of the first orders have arrived. The American woods have proved so satisfactory, so far as they have thus far reached this market, that there is every reason to believe they will be able to take and hold the market even after the return of normal conditions.

A serious handicap to the promotion of American woods just now, however, is the almost complete ignorance of these woods on the part of the local markets. Until the recent importations American woods were not known. American exporters writing in response to reports from this consulate quote to importers "gum", "red gum", "hardwood", "oak", "highland spruce," and similar terms. These terms mean nothing definite to importers here; and they are consequently in great uncertainty often as to whether the wood quoted will actually meet the needs of the trade in its various lines.

The import trade of this district in woods is important enough to justify American firms in taking careful steps to secure and hold it. It is suggested that interested firms send to this consulate sample woods, as indicated below, each sample clearly marked with the commercial name of the wood. Samples should be of sufficient size to show the nature of the wood; say, 2 inches wide, 12 inches long, and 1/2 inch thick. The samples can be sent by parcel post at the rate of 12 cents per pound, the parcels limited to 11 pounds each. The woods in chief demand here are:

For currant cases: Spruce, white pine.

For building materials: Spruce, pitch pine.

For currant barrels: Beech, white oak, probably gums.

For olives, oil, and wine barrels: White oak.

For furniture making: Walnuts, oaks, maples, pitch pine.

By far the greatest of the consumption is for currant cases, building, and currant barrels. A very small part is for furniture making.

All samples received will be placed on exhibition in the rooms of the Patras Branch of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, where they can be freely examined at all times. They may bear the addresses of the American firms submitting them. In this way local importers will be able to determine in any case just what sort of American wood they wish to order. The import trade of the district in woods involves annually \$600,000 to \$800,000.

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Success of American Woods in Greece.

(Consul A. B. COOKE, Patras).

AERICAN lumber and barrel staves both began to arrive on this market some time since, and both are proving eminently satisfactory to the local trade. Both articles are used thus far chiefly in construction of cases and barrels for export of currants, replacing similar articles formerly brought to the market from Austria.

The American barrel stave proves distinctly superior to the Austrian in that it is at once of lighter wood and better cooperage. By virtue of its lighter weight it pays slightly more than half the duty paid on the Austrian stave, duty on all woods entering Greece being based on weight. By virtue of its better cooperage, it calls for much less work in the local cooper's hands, and when put up makes a distinctly better barrel. Also on account of the barrel's lighter weight it gives an advantage to the exporter when his export currants pass through the local customs.

The lumber which has thus far arrived is a white spruce. It proves on actual test to be more easily and satisfactorily worked into currant cases than the Austrian, and in addition makes a stronger container without any addition to the weight of the case. Both barrels and cases made of American wood present a better appearance than any ever turned out on this market before.

Lumber in America

THE Bureau of Foreign and Domestic Commerce of the Department of Commerce and the Forest Service of the Department of Agriculture, Washington, U. S. America, have co-operated in publishing a directory of American sawmills, which might also be described, because of the detailed information regarding timber, as a complete guide to the forest resources of the United States. This accurate knowledge of the places from which lumber may be obtained is one result of the closer Government supervision of forests, as the same service that protects the trees gathers the facts that will aid factories and dealers.

This publication offers a glimpse of the mills in operation, for the returns compiled tell of the kinds of wood each produces, the capacity of the plant in board feet per day, and per cent of output in boards, timbers or

framing. They indicate mills producing laths, shooks, ties or shingles, and record the largest size a mill can furnish, largest size it can dress, largest it can kiln dry, the least thickness it can resaw, and its specialties.

A rapid survey of the field of production is afforded by a map of the United States presenting in graphic form the yield of lumber in 1912 by States and kinds of wood. It shows large amounts from such States as Louisiana, Washington, Oregon, Michigan, North Carolina, Wisconsin, Virginia, West Virginia, Mississippi, Arkansas, Pennsylvania, Minnesota and others, with smaller amounts down to the less productive States. There are also tables giving similar data for the various species, and a list of associations with the addresses of their officers and the kinds of wood the members produce. Rail and water routes to the individual mills are indicated in the returns from their owners that are published.

Prix pour les annonces dans la LEVANT TRADE REVIEW

1/4 de page	Frcs. 18.— par édition
1/2 " 	" 30.— " "
1 " 	" 50.— " "

Nous invitons Messieurs les membres de la AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT à faire usage de ces colonnes.

Le Bois de Construction dans les Terrains Alluviaux du Mississippi.

IL est probable qu'aucune région des Etats Unis d'Amérique ne possède une aussi grande quantité de bois de construction et d'une si excellente qualité, que cette région du Mississippi que l'on appelle le Yazoo Delta. Le mot "Delta", qui représente la quatrième lettre de l'alphabet grec (Δ) a d'abord servi à désigner l'embouchure du Nil, à cause de leur ressemblance de forme. Avec le temps on a pris l'habitude de donner ce nom à tout terrain alluvial dont les limites prennent cette forme et dont la nature est très fertile. Il était impossible de trouver un nom plus approprié à cette région des Etats Unis, située au Nord de Vicksburg, entre les collines et le lit du Mississippi. Comme "Le Père des Eaux", traduction indienne du mot Mississippi, a changé son cours vers l'Ouest, laissant derrière lui un sol des plus fertile, des plantes annuelles se développèrent sur ces riches terres déposées là depuis des siècles. Plus tard ces plantes cédèrent la place à des plantes vivaces, et sur ce terrain humide possédant en abondance tous les éléments pour la vie des plantes, les forêts de bois dur du Yazoo Delta furent créées.

N'ayant pas à lutter contre des barrières empêchant leur développement, ces forêts devinrent de plus en plus grandes chaque année, s'étendant graduellement jusqu'à ce que la région entière fut couverte d'arbres de bois durs. Quand les bûcherons pionniers vinrent paver la route, ils s'aperçurent et déclarèrent, qu'il était impossible de trouver de plus beaux arbres, tant pour ce qui était de leur qualité, de leur dimension et leur densité. Semée dans l'antiquité, cette immense forêt a été une des plus grandes ressources naturelles des Etats du Sud, non seulement parcequ'elle a fourni aux hommes le meilleur bois pour la construction de leur demeure mais encore parcequ'avec la décomposition de son feuillage elle a fertilisé la terre, et fourni un sol d'une richesse extraordinaire même pour les générations futures.

Le bois de construction a été une des principales sources de revenu de l'Etat de Mississippi pendant un demi siècle. Le bois de construction adjacent aux cours d'eau et aux voies ferrées a été transporté durant ces dernières années, et les riches terrains laissés derrière lui ont été cultivés. Il reste pourtant une grande étendue de forêt encore vierge, mais dont une grande partie est difficile à exploiter, étant située trop loin des moyens de transport.

La LAMB FISH LUMBER COMPANY de Charleston, Mississippi, qui est propriétaire de la plus grande usine du monde pour le bois dur possède une étendue de 74,000 acres de forêt. Aucun rapport n'indique qu'il soit



Some American Douglas' Fir (Oregon Pine)

possible de trouver dans le Yazoo Delta un seul lot aussi étendu ni aussi bien situé. La compagnie a également fait des coupes sur d'autres propriétés d'une étendue de 28,000 acres, mais la crème du bois qu'elle possède n'avait pas encore été touchée il y a quelques mois.

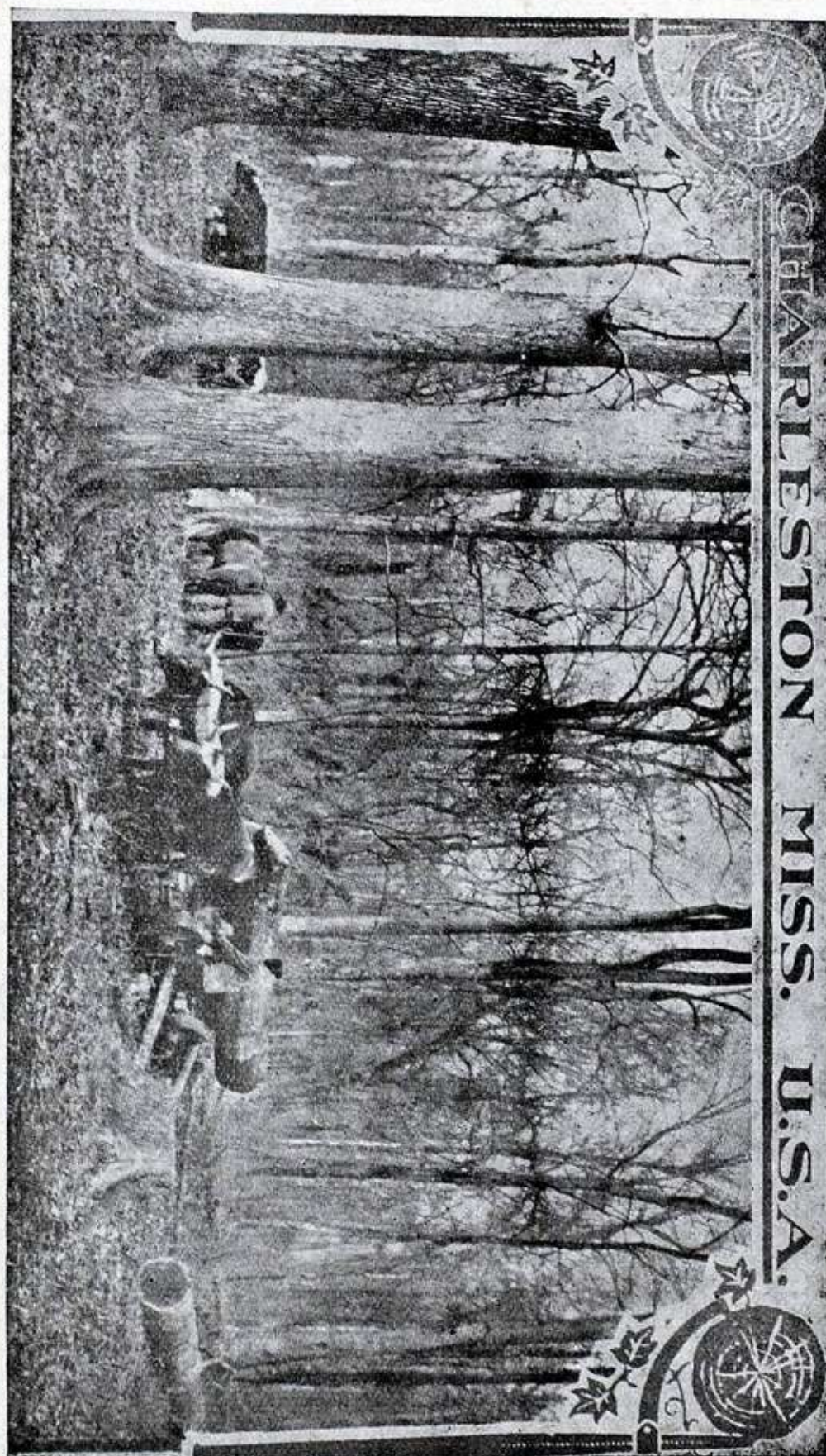
Les exportateurs en bois de construction font leur éducation à l'école de l'expérience. Quelques uns en sortent avec des honneurs. Le stage est long et le curriculum compliqué. Apprendre les choses en les faisant, c'est le principe de Squeer et c'est sur ce principe que cette école est fondée. L'éducation d'un homme qui s'occupe des bois commence dans les forêts. Il doit apprendre à reconnaître les variétés, la quantité et la valeur du bois, il doit savoir distinguer du premier coup d'œil la différence qu'il y a entre la valeur d'un arbre de 60 pieds, sans défaut de surface jusqu'aux premières branches et celle d'un arbre court et noueux du même diamètre. La coupe et le transport du bois tout en ayant l'air d'être une opération très facile, est une opération des plus difficile et des plus delicate quand elle se rattache à la manufacture de ce bois. La production profitable du bois de construction dépend beaucoup de l'économie que l'on réalise pendant la coupe et le transport de ce bois aux usines. La place nous manque pour donner une explication détaillée sur les différentes opérations de la coupe et du transport du bois de construction, mais il suffit de dire que ce travail doit être surveillé et contrôlé par un diplômé de l'école d'expérience et qu'il doit être dirigé avec la plus grande économie.

Les scieries de la LAMB FISH LUMBER COMPANY construites en 1908 sont reconnues non seulement pour être les plus grandes scieries du monde, mais encore celles qui sont le mieux installées et les plus perfectionnées. Toutes les inventions modernes, tant pour ce qui est de l'économie du travail et de la qualité du produit ont été ajoutées au fur et à mesure qu'elles ont apparues sur les marchés et que l'on avait les preuves de leurs mérites. L'usine à une capacité journalière moyenne de 150,000 pieds de un inch chaque. La plus grande coupe de dix heures, 170,808 pieds, a été faite le 27 Janvier 1909.

La Situation Commerciale en Amérique.

("L'Exportateur Américain", New York, 15 Novembre 1915).

L'EXTENSION des affaires dans plusieurs branches s'est à nouveau affirmée plus fortement encore au cours du mois d'Octobre et durant les premiers jours de Novembre. Les recettes des chemins de fer et les opérations de banque ont été plus importantes que jamais. De toutes les régions des Etats Unis on annonce que la situation des affaires est



In the Hardwood Forests of Mississippi

favorable. Les récoltes sont abondantes et le marché du fer et de l'acier très actif.

Il s'est produit aux points terminus des réseaux de chemins de fer une grande rareté de wagons. Il n'y a plus suffisamment de wagons pour le transport des marchandises à l'intérieur du pays et aux ports d'exportation. On craint aussi que la main d'œuvre pourrait manquer.

L'exportation du lait condensé en Amérique.

DURANT l'année 1915, il y a eu en Amérique une grande exportation de lait condensé. Les ventes se sont élevées à 37,235,627 livres pour l'année fiscale 1915, tandis qu'en 1911 l'exportation avait à peine atteint le un tiers de ce chiffre.

Cuba est le meilleur marché pour cette marchandise, elle achète annuellement à elle seule une quantité de lait condensé égale à toutes les quantités réunies achetées par les pays d'Europe. Les pays d'Orient achètent aussi beaucoup de lait condensé en Amérique, surtout la Chine, le Japon et les Iles Philippines.

La table suivante nous indique les principaux marchés d'exportation pour l'année fiscale 1915, avec un petit résumé pour les quatre années précédentes :

Pays.	Pounds.	Valeur.	Pays.	Pounds.	Valeur.
Cuba	8,391,400	\$765,400	Brazil	600,900	\$56,700
England	4,015,100	243,300	Jamaica	552,700	44,900
Belgium	3,332,900	281,800	Chos ii (Korea)	426,600	48,200
Japan	2,738,200	318,700	British Honduras	274,500	24,200
Netherlands	2,565,300	186,500	Chile	259,000	21,000
Philippine Islands	2,531,800	192,300	Honduras, Central Amer.	241,500	20,700
China	2,496,500	210,600	Other countries	1,443,800	120,000
British South Africa	1,867,300	129,100			
Asiatic Russia	1,830,400	115,300	Totals : 1915	37,235,600	3,066,600
Panama	1,389,400	103,900	1914	16,209,100	1,341,100
Hongkong	873,800	74,600	1913	16,525,900	1,432,800
Mexico	767,100	62,300	1912	20,642,700	1,651,900
Peru,	637,400	47,000	1911	12,180,400	936,100

Les trois premiers mois de l'année fiscale 1916 ont été caractérisés par une nouvelle augmentation dans l'exportation du lait condensé. En Juillet 5,172,300 livres; en Août 7,043,600 livres; en Septembre 9,786,200 livres; exportation réunissant en trois mois un total de 22,002,100 livres, qui est à peu près le total de l'année 1912.

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Cotton Goods in Turkey.

(Consul General Ravndal, Constantinople)

COTTON textiles occupy first rank among Turkey's imports, and Great Britain has in the past enjoyed a long lead over all competitors in this trade. Whether British, German, Austrian, and Italian manufacturers will be prepared later to supply Turkish needs in the matter of cotton textiles remains to be seen. It is likely that, owing to the inevitably disorganized condition both of their plants and the labor market, it will be some time before they will be in a position to supply the needs. It seems, therefore, that there will be a period of time immediately following the conclusion of peace when American cotton goods manufacturers will have the first call, and, in consequence, their greatest opportunity to establish themselves in the Near Eastern market.

Turkey ranks third among the world's markets for cotton goods. In a normal year the Ottoman Empire imports cotton textiles about as follows:

Articles.	Value.	Articles.	Value.	Articles.	Value.
Muslin, gauze . .	\$2,683,873	Colored and printed piece goods . .	\$19,301,806	Scarfs, shawls, belts.	\$771,669
Raw and carded cotton	123,517	Unbleached piece goods	7,771,551	Other articles of cotton	345,088
Velvet	564,034	Thread	6,192,545	Total	42,265,201
Bleached piece goods	3,692,505	Bed covers, curtains	818,613		

The above total is based upon Turkish returns and probably may be safely raised to fully \$45,000,000 or not far from one-fourth of Turkey's total imports. Of this the United States supplies direct less than \$500,000 worth, largely composed of gray sheetings, duck, and drills, while Great Britain, Italy, Austria, Germany, and France furnish the bulk of the rest. Spain and Japan also figure in the market.

In Turkey the classes of cotton goods sold, in the order of their importance, are: Prints, gray goods, bleached goods, and colored or yarn-dyed goods. In gray goods the demand is for a heavily starched product weighing about 2.50 to 3 yards per pound in the 32-inch width, which is most popular. All widths, from 30 to 50 inches, can be sold, however. The dealers prefer that the goods be put up in pieces of 33 meters or 36 yards, but with 40 laps or folds. A wide variety of bleached goods are sold, from the coarsest sheeting up to the fine muslin and madapolams. In general, they follow the same widths as gray goods. The finish is important, and a soft linen finish is preferred. In prints,

goods from 27 to 29 inches wide are the most popular. A quality selling for 6 to 7 cents per yard is much in demand. It is highly important to furnish the designs which are in vogue in Turkey, and which are not nearly as conservative as the patterns sold in the United States. The principal yarn-dyed goods sold are the so-called "Toiles de Vichy," which are known in the United States as gingham. They are usually 36 inches wide, and they come in various qualities, selling at 7½ to 10 cents per yard in Constantinople.

The American trade in Turkey in cotton goods dates back to 1840, and Cabot, originally a leading American trade-mark, has become a generic term in the Levant for coarser sheetings and drills. However, American manufacturers have allowed their competitors to outdistance them, except in certain special markets, such as Aden. Imitations of trade-marks, artificial sizing, and false marks as to length and width have been introduced into the trade. The failure of the United States, however, to make commensurate headway is due less to unfair competition than to defects in its methods of going after the business. After years of consular experience in Turkey the writer is convinced that American mills should establish their own agencies and maintain permanent representatives in centers such as Constantinople and Alexandria. Special Agent Odell, of the Department of Commerce, who has carefully investigated this market, shares in this conviction. "If", as Mr. Odell observes in

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one of his reports, "several American firms handling noncompeting fabrics were to cooperate, the expense of carrying out such a plan would be minimized and the results would undoubtedly be satisfactory in the long run." This system is in part responsible for American success in the cotton-goods trade of the Red Sea and certainly should be introduced into the Levant and the Balkans.

Generally, one finds that traders here have grown "tired of trying to force American manufacturers to sell goods to us." The largest cotton goods house in Constantinople (an Armenian concern) recently informed the writer in substance as follows:

"America does not seem to care to do steady business with this country; they send us only their remnants, * * * The American manufacturer asks for cash in advance of shipment, freight rates are high, and communications uncertain and inconvenient. Why should we run after these people? They do not themselves export, but give their goods to a commission house in New York. As for us, we see no reason why we should buy from a commission house which we do not know when we can buy from the largest manufacturers in Europe direct. Business firms may fail at any time, but in the case of a manufacturing concern backed by its plants the question is different. American practices have crippled

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their business out here. Take the Cabot business for instance. Some 20 years ago this cloth came from America almost exclusively. Then competition loomed up, and Italy and other rivals, with their rapidly growing industries, pushed the American product out of the market. To-day the only Cabot imported from America is the so-called "Marque A." The cloth is very good, but it does not pay to handle it. If a manufacturer allows competition to drive him out of the market, is not that a proof that he is not clever either in manufacturing or in marketing his goods? Well then, why should we enter into relations with people who some day or other will not be able to stand the strenuous competition which arises from time to time and therefore would leave us in a bad position? We do not fear that with the European manufacturers whom we represent."

American Oils in Turkey.

WE quote as follows from a report by Consul General Ravndal, published in Washington:

In oils — mineral, vegetable, and animal — the United States plays an important part in Ottoman markets. During 1914 the sales of American petroleum in Turkey increased by 139 per cent as compared with 1913. In view of the proximity of the competing sources of supply — Russia and Roumania — the progress made year by year by agencies established here of American refineries is remarkable. Last year American petroleum was awarded the bulk of the contracts by the Turkish Government Purchasing Department. Further progress is expected as soon as bulk installations with tanks, tin-can factories, etc., similar to those now existing at Smyrna, can be built at Constantinople, Alexandretta, and other Turkish ports. The total deliveries of American petroleum in 1914 amounted to 600,000 cases against 250,000 cases in 1913. During 1914 traders started to successfully import American gas oil as used for "Diesel" motors, which line is promising in view of the fact that this type of engine is expected to replace steam engines in a large measure.

Deliveries of American benzine in 1914 amounted to 21,000 cases as against 11,500 cases in 1913. With the building of better roads, the development of aviation, and the more extensive use of engines, the consumption of benzine in Turkey is likely to increase materially. Also in lubricating products the American varieties gained ground, although Russian lubricating oil ("Mazoût"), on account of both price and quality, occupies a strong position. Russia exports principally "black oil," used for axle lubrication, while Roumania supplies Turkey with engine oils. The Anatolian and Oriental railroad companies have until recently been using Roumanian oil, but are now buying an American brand.

American cottonseed oil still controls the Turkish market in spite of domestic and Russian competition, notwithstanding the serious drawback of defective shipping facilities. The fact that the barrels have to be transshipped en route causes much leakage, especially in the summer, when the heat causes the staves to expand. If transshipment must be had, Trieste is preferred. All importers of American cottonseed oil dwell upon the urgent necessity of a direct steamship line. The Russian oil comes mainly from the Czar's own refinery in Turkestan. The oil is brought from there in tank wagons to Batum, Baku, or Odessa, where it is barreled and shipped, the best quality being No. 13 ("Mourkap"), which is nearly equal to American salad oil. Russia also attempts competing with sunflower oil. The domestic competition comes from mills in Smyrna and Mersina and is not serious as yet. In a normal year Turkey buys nearly \$1,000,000 worth of American cottonseed oil. With proper steamship facilities this trade could be substantially increased. American oil is largely preferred because of its uniformity of quality. A great saving would be effected if the oil could be shipped out here in bulk in tank vessels.

In oleo oil, also, American manufacturers make a satisfactory showing. There is an annual consumption here of 20,000 to 25,000 barrels and the trade is susceptible of material development. Oleo oil is used in the preparation of butter imitations or substitutes consisting of oleo-margarin, cotton oil, local "butter," essence, and coloring matter, which product is then sold as Aleppo, Siberian, Hungarian, etc., butter. Competition in oleo oil is chiefly from France, Argentina, and Australia. La Plata and Australian oleo, being white, sells best in this market from January to April, because in that season no local mutton fat is available. The consumption of oleo oil is growing in Turkey, and as the American product is superior in quality its future market here would be guaranteed with proper shipping and credit facilities. Some exporters still insist upon payment in advance of shipment.

In the opinion of a prominent importer, "95 per cent of America's success in the Levant depends on direct steamship facilities. A service of two 4,000-ton steamers, twice a month, would leave goods on the New York pier every time. The service by the Hamburg-Amerika Line early in 1914 was excellent, enabling the importers to receive their merchandise from New York in 19 days and in good condition. The service of the America-Levant Line, being somewhat a tramp line, takes longer, but still is very valuable."

It is possible that the war may in a measure affect the trade in Turkey in various oil products. So far as the American manufacturer is concerned, it will depend largely upon whether Russian competitors in petroleum and cottonseed oil will be influenced by the war, and as to oleo oil whether the competition of the Paris slaughter-houses will continue unabated."

La Construction de Nouveaux Bateaux Américains pour le Commerce du Charbon.

LA "Pocahontas Navigation Company" a commencé à construire des bateaux qui serviront au transport de toutes sortes de cargaisons, cela va être un grand accroissement pour la marine marchande Américaine. Le vapeur Jonancy a été lancé le 12 Novembre, le vapeur Virginia le 23 Octobre et le vapeur Bylayl le 1 Décembre. Chaque bateau jauge 5,450 tonnes. Ils ont été construits par la New York Shipbuilding Company à Camden, New Jersey.

Monsieur S. Thorne, Président de la "Pocahontas Navigation Company" dont les bureaux sont à New York, No. 1 Broadway, nous donne les détails suivants sur les projets de la compagnie et sur les relations de cette compagnie avec la "Pocahontas Consolidated Collieries Company" et la "Pocahontas Fuel Company", deux compagnies dont Monsieur Thorne est le vice président. Il dit :

"La "Pocahontas Navigation Company" est une compagnie associée avec la Pocahontas Consolidated Collieries Company et la Pocahontas Fuel Company dont Monsieur Isaac Mann est le président. Pour continuer la politique des compagnies dirigées par Monsieur Mann, la Pocahontas Navigation Company a construit des bateaux pour le transport du débarcadère de Lambert Point de la Norfolk & Western Railway (une compagnie de chemins de fer à Norfolk, West Virginia) du charbon exploité par ces deux compagnies et aussi pour aider l'extension du commerce du charbon américain avec les ports de la côte Atlantique et de la côte Pacifique et surtout avec les ports des pays étrangers.

La Pocahontas Navigation Company travaillera associée à la Pocahontas Fuel Company qui a récemment acheté le débarcadère de Garfield & Proctor Coal Wharf à New Bedford, Massachussetts et dont on en a augmenté la valeur par l'emploi de nouvelles machines modernes. Ces machines servent à charger et à décharger les bateaux avec la moindre perte de temps possible, on les emploie aussi pour manier et emmagasiner rapidement le charbon. La Pocahontas Fuel Company est aussi en train de construire des dépôts et des magasins sur le débarcadère de Long Wharf situé au bas de la Rue Moulton à Portland, Maine et que la compagnie vient d'acheter. Tout fait croire que ces deux débarcadères, avec le débarcadère de la Bowenville Coal Company à Fall River, Massachussetts, et le débarcadère de Everett, de la New England Coal & Coke Company et avec les affaires privées de la Pocahontas Navigation Company, occuperont amplement cette marine marchande à partir du 1 Avril 1916, époque jusqu'à laquelle la compagnie a d'autres engagements pour le transport de son charbon de l'autre côté de l'Océan.

Le vapeur Virginia et les autres vapeurs du même modèle ont été équipés avec une quantité de mâts, de treuils, de poulies pour le chargement et le déchargement du charbon, ils ont aussi différentes facilités qui permettront de les employer non seulement pour le charbon mais aussi pour le transport de toutes marchandises en général. Il est probable que jusqu'au printemps 1916 ils seront affrétés par la Pocahontas Navigation Company pour transporter, sous le battant pavillon américain, du charbon dans les ports de la Méditerranée et de l'Amérique du Sud, avec lesquelles la Compagnie a beaucoup de contrats pour fournir du charbon.

En donnant les raisons pour lesquelles on construit une marine marchande en connexion avec le commerce de charbon de ces compagnies, Mr. Thorne soumet quelques chiffres

intéressants qui démontrent l'augmentation des chargements du charbon américain pour le commerce étranger. Monsieur Thorne dit aussi que l'exportation du charbon américain dans laquelle la Pocahontas prend une part très active a atteint 2,500,000 tonnes durant les neuf mois qui se sont terminés le 30 Septembre 1915, ce total peut être comparé aux 2,991,000 tonnes exportées pendant les douze mois de l'année 1914.

Visites en Amérique.

("L'Exportateur Américain, New York, 15 Novembre 1915).

Nous engageons instamment les importateurs à visiter personnellement le marché Américain chaque fois que la chose leur sera possible. Un grand nombre de commerçants étrangers, qui ont récemment visité nos bureaux, nous ont exprimé la grande satisfaction qu'ils ont eu d'avoir décidé de venir personnellement aux Etats Unis en ce moment. Ils ont pu, en quelques semaines, établir les fondations d'affaires importantes, et dans beaucoup de cas, à des conditions meilleures que celles qu'ils auraient pu obtenir par correspondance. Lorsque, comme en ce moment, les prix sont en hausse et que les marchandises sont l'objet de demandes tous les jours plus pressantes, il est essentiel d'agir rapidement. Le moment actuel invite au courage plutôt qu'à l'hésitation. Il faut conclure des arrangements avec les sources qui fournissent, afin de pouvoir répondre à la demande inévitable du public consommateur.

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REFERENCES: —

Wiener Bank Verein, Constantinople.

Banque de Salonique, Constantinople.

American Shipping.

HONORABLE Charles M. Dickinson, formerly American Consul General in Constantinople, and a pioneer of American trade expansion in the Levant, writes from America to a friend out here as follows:

I am indebted to someone—and I suspect to you, for occasional copies of the *Levant Trade Review*. I have just received the September issue and have read it from cover to cover. It takes a mighty interesting publication to get that much of my time, but I do not need to tell you that the trade of that region was at one time the most engrossing subject in the world to me, and I still have in it a keen interest. I spent a considerable part of my time last winter in New York trying to do something to carry through the Administration's measure to revive the American Merchant Marine and my articles in the newspapers and my correspondence with representative men were largely inspired by my shipping experiences in India, Ceylon, Egypt and your part of the world. Think of the years we spent in trying to get the Government to favor any sort of a subsidy bill and now to find an Administration ready to put a fleet on the sea for the expressed purpose of carrying American commerce! Well, well, the war has been of some help anyway, for it has shown how utterly helpless we are when we attempt to do business for ourselves. I am hoping that this winter the President's measure as amended will carry.

Possibilities at Trebizond.

VICE Consul Isaiah Montesanto at Trebizond reports that the Trebizond district is an agricultural and not an industrial one; and although it remains undeveloped, it is rich in mines and forests, with vast and rich plains, and a considerable amount of water power. If proper attention were paid to the development of the country, and particularly to railroads, and to the improvement of communication and transportation facilities, it should not be long before this district enters into a prosperous era.

War has brought the people in contact with modern improvements, such as automobiles, motor boats, etc., and their advantage over the old system has been so evident that it is believed after the war is over there is going to be a considerable demand for the same.

Another important point for American exporters is that this district, unable to import, has used up all the available stock, therefore when steamship communication is resumed there will be a great demand for all articles of import.

Tourists in Egypt.

ACCORDING to Consul Garrels at Alexandria, the 1913-14 tourist season in Egypt (November-April) was the most prosperous Egypt had experienced in years. During the last months of 1914, there was absolutely no tourist movement. None of the large hotels in Cairo were opened, and all of the resorts in upper Egypt remained practically without visitors.

ISAC J. JAHIEL, SALONIQUE.

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WRITE FOR PARTICULARS.

Les Marchandises Américaines sont très Populaires en Grèce.

(A.B. Cooke, Consul des Etats Unis d'Amérique à Patras, Grèce.)

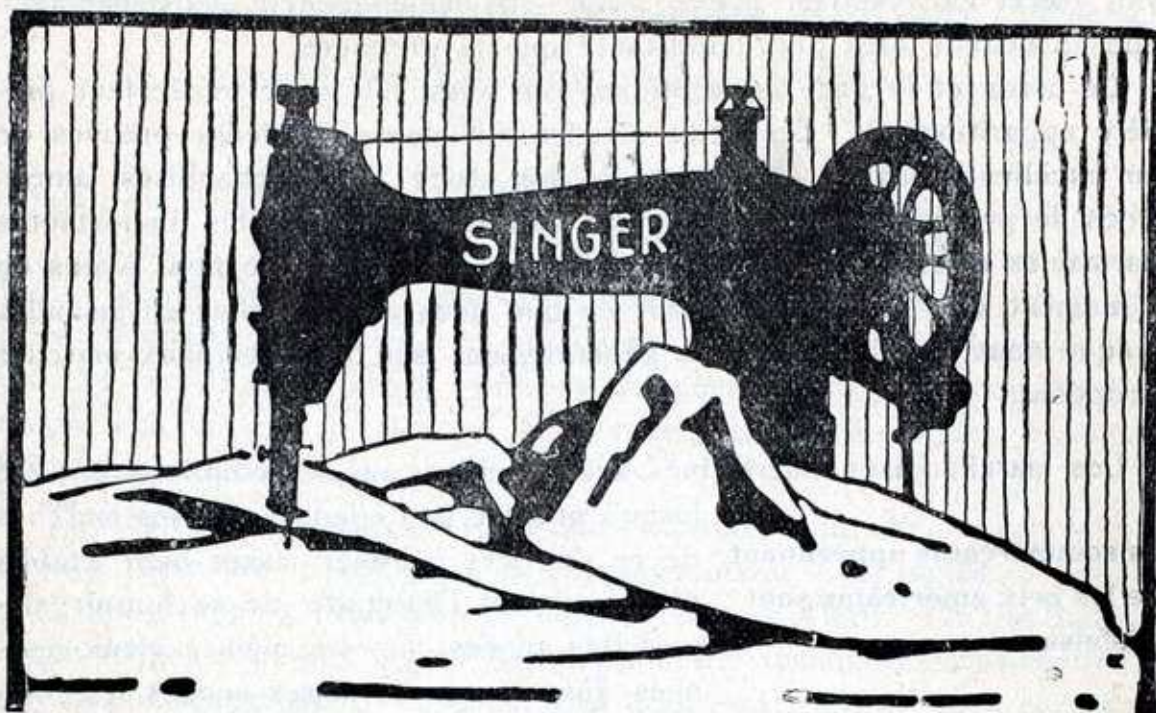
L'IMPORTATION des marchandises Américaines, dans le district de Patras, augmente journellement, et ces marchandises presque sans exception satisfont les importateurs et les consommateurs. Presque toutes les semaines des commerçants viennent à ce Consulat faire des rapports sur la qualité, qu'ils trouvent excellente, des produits Américains dont ils font le commerce. Les articles les plus appréciés par le commerce local sont : les douves, le bois de construction, le sucre, la bonneterie, les calicots, le coton et la gaze antiseptique.

Les douves importées sont généralement d'un bois rougeâtre, apparemment du hêtre. C'est un article d'un fini parfait, seulement ces douves ne sont pas équarries ni taillées pour faire des fonds de baril. Elles sont toutes de la même qualité, sans noeuds et sans défauts; elles sont supérieures aux douves Européennes qui tenaient ce marché auparavant, et donnent plus de satisfaction aux importateurs parcequ'elles sont plus légères et par suite payent moins de droit de douane, elles ont aussi l'avantage, étant bien finies de demander moins de travail de la part des tonneliers du pays.

C'est surtout du pin blanc et du sapin qui a été importé comme bois de construction. Les exportateurs ont gagné la popularité du district, parcequ'ils envoient sur ce marché du bois de construction taillé suivant les dimensions exactes qui sont réclamées ici. Il résulte que ce bois a besoin de beaucoup moins de travail ici, où il sert à la fabrication des caisses que l'on emploie pour l'exportation courante du pays.

Les calicots Américains dont l'importation ici remonte à l'année 1914 ont la réputation d'être supérieurs à tout es-Cotonnades et Bonneterie, pièce d'article de ce genre qui était avant sur Gaze et Coton Antiseptiques ce marché. Ce commerce fait de grands progrès. Tout fait espérer que ces calicots sont les précurseurs de toutes les cotonnades Américaines en général.

La bonneterie Américaine a fait son apparition ici, cette année pour la première fois, mais on en voit déjà dans presque toutes les vitrines. Les marchands ont vite fait d'attirer l'attention de leurs clients sur les marchandises Américaines. Il y a quelques jours, une des premières maisons de bonneterie affirmait que sa commande de marchandises Américaines



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avait été si vite vendue, qu'elle avait été encouragée à faire une nouvelle commande bien plus importante que la première.

Le coton et la gaze antiseptiques ont aussi fait cette année leur première apparition ici. Ces deux articles ont donné plusieurs preuves de leur excellente qualité. Parlant de son stock de marchandises américaines, le propriétaire d'une des plus anciennes et des plus importantes pharmacies disait: "La gaze et le coton Américains que nous avons en ce moment sont supérieurs à tout ce que nous avons jamais eu jusqu'ici, quoique nous nous fournissions généralement sur les principaux marchés Européens.

Les marchandises américaines avec quelques rares exceptions ont été jusqu'à présent peu connues sur les marchés de ce district, marchés assez bien établis et qui avaient l'habitude de se fournir, depuis des années, sur les mêmes vieux marchés. Jusqu'à ces dernières années les communications avec les Etats Unis étaient lentes et indirectes. Les commerçants avaient pris l'habitude de regarder l'Amérique comme un pays trop lointain, pourqu'il puisse leur servir de source d'approvisionnement, c'est du reste aussi un peu l'idée qu'ils se font de la Chine. Il y avait aussi l'idée très profondément enracinée que l'Amérique était un pays cher. Il est intéressant de remarquer l'étonnement des commerçants du pays, quand ils s'aperçoivent, par les essais actuels, que les articles Américains sont à des prix aussi raisonnables, sont aussi bons et quelquefois meilleurs que les articles qu'il avaient l'habitude d'acheter sur les autres marchés.

Good Prospects for Greek Tobacco Crop.

TOBACCO growers anticipate a crop for 1915 superior in quality and quantity to that of 1914. According to an article recently published, the Macedonian yield is expected to equal that of 1914, while in the Phthiotis-Phocis districts indications point to an increase of 20 to 30 per cent. Larissa is said to have a crop 15 per cent larger than of the past season, and the Argolis-Corinth provinces promise an increase of 30 per cent. The average increase would seem to be not far from 15 per cent, when all districts are taken into consideration.

The figures for the tobacco crop for 1914 have just been given out in an annual report of the Ministry of National Economy. Reduced to American equivalents, they are given below:

PROVINCE.	ACREAGE.	POUNDS.
Thessaly and Arta	13,308	12,524,600
Mainland of Greece	14,372	9,889,357
Peloponessus	6,177	4,655,474
Cyclades and Euboea	742	55,874
Ionian Isles	247.1	169,290
Macedonia	38,300	34,916,600
Epirus	790.7	434,511
Aegean Isles	5,930	4,232,250
Crete	494.2	310,365

American Opportunity in Greek Railway Work

(Consul General Alexander W. Weddell, Athens, Greece.)

THE area of old and new Greece today is approximately 44,700 square miles, or slightly larger than the State of Virginia, with a population of about 5,000,000. The broken character of the country, its deeply indented coastline, inducing its inhabitants to engage in seafaring pursuits, and the fact that for many centuries the country has had poor communication with the rest of Europe, have caused the construction of railways to be pursued but slowly.

The earliest construction took place in 1869, and after nearly a half century there are in operation to-day only about 1,367 miles of single track line, ranging from 0.60 to 0.44 meters in width. Of this mileage about 70 per cent lies in old Greece, and the remainder was acquired as a result of recent wars. The need of additional railway lines is realized by the Government, and there are under consideration to-day plans for the construction of main and branch lines totaling 603 miles. The Junction Line, 56 miles long, is slowly approaching completion.

The traveler from old Greece must in normal times go to Salonika if he wishes to continue his voyage by rail; otherwise his only recourse is to take ship at Piraeus, Patras or some other port. The Junction Line is intended to do away with the situation.

To Furnish Connection Line with Annexed Provinces. It will furnish at once a connecting line between old Greece and her lately acquired Provinces, with untold possibilities in the way of economic development of the two sections, as well as a gateway through Servia to the rest of Europe. The outbreak of war has done much to retard the work, while the increase in the cost of material has necessitated large increases in the appropriations for the line.

The new railway passes near the seashore, and at Platy effects a junction with the Monastir Railway, distant from Salonika about 22 miles. Passengers from Athens to Salonika will make the trip in 12 hours, as compared with 26 to 40 hours by boat, or by train to Chalcis and thence by steamer. Through cars to Servia and to the rest of Europe will not enter Salonika, but will be diverted and, over a short connecting line of 2 miles, run into the main line from Salonika to Belgrade.

Stations, warehouses, and water tanks for the new line have been completed; station houses in marshy districts are screened, and it is

hoped to drain the smaller marshes. Rails and ties for this line, as well as 20 locomotives for the Salonika-Athens service, were purchased in the

United States. The engines are now being set up at Piraeus by American engineers. In order to bear the weight of these great tractors, many improvements in the roadbed of the entire line, beginning at Piraeus, must be made, and these improvements have been placed at \$1,500,000. Apart from this expenditure, the entire cost of building and equipping the new 59 mile link is estimated at \$2,500,000 or about \$42,000 per mile.

As soon as the line is ready for operation, two trains with dining and sleeping cars will be run each day. Under normal conditions the trip to Vienna will be made in 40 hours and to Paris in 70 hours. With the gradual improvement of the line a reduction in the hours may be anticipated. But even on the basis set forth the saving to the traveler from Athens to Paris or London will be about 40 hours. In connection with the work necessary to be done to place the line in a position to carry the new heavy engines bought in the United States, a memorandum contributed by an engineer who is familiar with conditions says:

There seems to be a first-class opportunity for a responsible firm of bridge builders to take up with the Greek Government the matter of the renewal of many of the bridges now in service on the main line. Inasmuch as the present line was designed and equipped for a two-axle loading of 12 metric tons each, and no changes have been made in the bridges since their original installation, the moment seems propitious to make an attempt to secure the business. The new American locomotives have four driving wheels each, with a maximum load per axle of 15 metric tons; it is understood that until these bridges and the roadbed are strengthened, it will not be possible to make use of these locomotives.

The new line being a part of the through Piraeus-Paris route, it must be made to conform sooner or later to the standards of the international system. Very many of the bridges now in service were designed before the general introduction of steel structures, and they are therefore far below present standards. The present situation renders it impossible for European firms to undertake this work, while the ability of American firms to offer quick delivery and insure rapid installation make their chances of success in competing for this business very favorable.

With regard to the new lines to be built, the far greater portion will be in the new Provinces, the network of railways in old Greece being

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Meilleures Références sur demande.

practically completed. On the island of Crete, 65 miles of line are contemplated, tapping the richest plains of the country and uniting the principal towns. The line projected in Epirus running from Santa Quaranta to Kalambaka, will not alone unite these two points, but, passing through Jannina, will form a highway across the Pindus Mountains, between the Adriatic and the Aegean seas. The cost of this line, the length of which will be about 130 miles, will be very great, and for this reason its early construction is not expected.

Raw Silk Prices.

ON another page of the present issue of LEVANT TRADE REVIEW reference is made to the depression in the silk producing circles caused by the war.

It now appears that unexpectedly raw silk prices all over the world during the last two months have risen considerably. Japan raw silk, in fact, passed the \$5 a pound mark for best grades before Christmas.

The raw silk advances which have been so general in all the world's markets in the past two months, taken in connection with difficulties in dyeing, make a combination of factors which in America are considered serious, despite the otherwise healthy condition of the broad silk industry through the abnormally large demand. It was certainly not in the calculation of much of the trade that raw silk prices could in so short a time make up all of the loss due to the war and in addition gain about 50c a pound over the prices ruling before the war started.

By the accepted method of calculating, in a rough way an advance of 10c a pound in raw material means an advance of a cent a yard in the price of silks of a popular price, that is, around 60c a yard. For higher priced silks and fancies, of course, the ratio varies. Added to the raw silk advances, also, must be included the higher prices for dyeing, which are a matter of serious fact already and for the future must receive further consideration, all the probabilities now indicating a tighter situation in this respect.

The tendency, of course, on all immediate business in broad silks is toward greatly increased prices, advances from time to time of 5c and even 10c a yard not being uncommon. Instances were heard of recently of goods, such as satins, bringing fully 10c a yard more than would have been accepted a short time ago by manufacturers.

American Trade in Egypt.

(Consul Arthur Garrels, Alexandria).

THE absence of the jobber or wholesaler in the make-up of Egyptian commercial conditions requires that the ordinary manufactured goods be sold direct to larger retailers. This fact necessitates the employment of the commission house, and the responsibility of local credit is often assumed by the latter. When goods are placed through smaller selling agents the credit responsibility must always rest with the American exporter. While the agent will attend to delivery and collections, he assumes no responsibility outside of the diligence in placing orders only for apparently sound purchasers. European houses, being closer, can and do send representatives at regular intervals, and so have a control and knowledge at first hand of local conditions. Direct banking connections between the United States and Egypt would be of great assistance in the matter of handling local credits. Until better transshipment or direct freight facilities are developed between Egypt and the United States the trade in most lines of American manufactured goods must suffer when in competition with goods of European origin.

Building Materials in Egypt.

THE principal building materials imported by Egypt are timber, cement, iron, steel, and metal goods of all descriptions, drain pipes, sanitary goods, paint and varnish, tiles (both glazed, roofing and paving), hydraulic lime, tar, etc. Great Britain's share in this branch of the local import trade was L. E. 317,129, or 15.2 per cent, in 1911, L. E. 343,646, or 16.8 per cent, in 1912, and L. E. 343,071, or 14.8 per cent, in 1913.

During 1913 Great Britain took the lead in the following lines though sometimes but slightly. Bricks and firebricks, earthenware pipes, paint, varnish, cast-iron, cast-iron pipes, wrought iron and steel pipes, and tar.

More than 50 per cent of the building material imported into Egypt from abroad consists of timber—there are practically no timber producing trees in Egypt—which Great Britain and her colonies are in a position to supply to a limited extent only, the freight from Newfoundland and Canada, and the lack of direct shipping facilities, rendering it impossible for these colonies

to compete in the Egyptian timber trade. The timber imports of Egypt are nearly equally divided between five countries, namely: Austria-Hungary, Roumania, Russia, Sweden and Turkey, the value of the shipments from each country during 1913 varying between Turkey's share of L. E. 232,581, and Roumania's share of L. E. 301,539.

Nevertheless the United Kingdom does supply worked timber to a limited extent in the form of office furniture and high-class joinery, and it should be noted that there is a certain demand for good joinery—although, generally speaking, cheapness, not quality, is the principal recommendation to buyers in the building trade in Egypt.

During the same year lead pipes to the value of L. E. 7,503 were imported, of which only L. E. 26 worth came from the United Kingdom, the principal suppliers being France L. E. 4,326, Algeria L. E. 1,497 and Germany L. E. 1,053.

As regards wrought iron and steel pipes, during the year 1913, Germany supplied wrought iron and steel pipes to the value of L. E. 52,271, United States of America L. E.

10,143, Holland L. E. 5,636, and Belgium L. E. 2,949, as compared with L. E. 86,015 from the United Kingdom. The demand for pipes for artesian wells has been extremely heavy since the latter part of 1913. A large increase in the demand should be looked for during the next few years when the new drainage scheme in Cairo will be complete.

Sewage disposal works, on a considerable scale, are also being carried out in Port Said, and important extensions in the drainage system of Alexandria are contemplated in the near future. Many of the more important towns in the interior will also probably undertake similar works as soon as funds permit.

Egyptian Exports to America.

(Consul Arthur Garrels, Alexandria).

THE following table shows the exports from Egypt for the United States during the fiscal years 1913 and 1914:

Articles.	1913	1914	Articles.	1913	1914
Antiquities and curios	\$70,792	\$45,954	Iron ore	\$24,480	•
Art, work of (painting)	•	743	Ivory	179,116	\$99,911
Beans (dried)	•	164	Jewelry	400	646
Books	211	318	Onions	27,190	57,226
Carpets and rugs	5,508	14,382	Paper stock:		
Cederates and fresh palms	•	12,771	Jute baggings	5,814	1,477
Cigarettes	27,563	37,364	Rags	34,692	31,215
Cigarette paper	179	1,217	Ropes (old)	•	1,346
Cinematographic films	2,260	•	Persian goods	122	917
Cotton	13,273,115	15,662,963	Phonograph records	100	•
Dates	•	170	Photographs	•	92
Dom-nuts	11,798	20,293	Photographic negatives	•	155
Effects:			Porcelain	2,939	•
Personal	11,638	2,065	Provisions	1,324	18
Theatrical	300	•	Rifles and guns	•	791
Egyptian goods	2,852	4,199	Senna	76,372	82,054
Furniture	311	•	Shawls (Egyp. scarfs)	916	257
Glue stock	2,825	4,082	Tagua nuts	•	7,691
Gum arabic	292,712	346,646	Tenting (Egyptian)	639	416
Handkerchiefs	167	•	Tobacco	24,616	23,841
Henna leaves	549	•	Tombac	•	205
Hides and skins:			Vase, china	•	1,260
Hides	16,437	18,590	Wool	•	7,464
Calf skins	125,222	58,588	All other articles	•	518
Goat skins	840	•			
Sheep skins	135,556	126,543	Total	14,360,678	16,674,552
Tanned sheep skins	123	•			

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American Chamber of Commerce for the Levant

(Extract from the By-Laws)

MEMBERSHIP

1. Regular Members. Regular Members may be either individuals or firms, and either resident or non-resident. If firms, they may be represented at any general meeting by one representative of their own choice.

Application for Membership must be made to the Board of Directors, which shall act thereon at its discretion.

The Membership fee is 10 Dollars per year for Members, in Constantinople and the United States, and 6 Dollars for others. It is payable on registration and on January 1 each year thereafter. (But if registration occurs after July 1, the payment for the remaining six months or less shall be one half the above amounts, the regular payment to begin as usual January 1.)

Any one may lose his Membership by a majority vote at any two successive Regular Meetings of the Board.

2. Life Members. Life Members shall have permanently the right to vote in general meetings of the Chamber, and all other privileges enjoyed by regular members.

Application for Life membership shall be made to the Board, and the Board shall act thereon at its discretion.

The Fee is 100 Dollars, payable on registration.

3. Honorary Members. Honorary Members may be elected by the Board at its discretion. They may attend general meetings of the Chamber, and participate in proceedings, but have no vote. They may also by invitation of the President attend meetings of the Board.

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PERSONALIA.

William E. Bemis, Vice President of the Standard Oil Company of New York, died on his estate at Pond Eddy, near New York, on November 29th, 1915, from pneumonia. Mr. Bemis was born in Cleveland, August 12th, 1864. His father, George A. Bemis, was prominent as an insurance man and member of the Board of Education in that city. Following his graduation from an academic school in 1882, Mr. Bemis entered the employ of the Standard Oil Company. In 1902 he was placed in control of the company's foreign trade and made many trips to Europe, India, Burma, Java, Japan and China. His most recent trip was to China for the purpose of negotiating for huge oil concessions in that country. Two years ago, Mr. Bemis visited Constantinople. He was in charge of the interests in the Levant of the Standard Oil Company of New York. Mr. Bemis was married in 1896 to Miss Frances Lavinia Ford of Cleveland, and his wife accompanied him on all his trips abroad. There are no children. Mr. Bemis's clubs were the Larchmont Yacht Club, Camp Fire Club of America, the Caughnawana Hunting and Fishing Club, Apawamis Golf Club. Mr. Bemis was much interested in the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT of which he became a Life Member. We regret his early demise.

Progress at Damascus.

UNITED States Consular Agent George W. Young writes to the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT:

Damascus is progressive, and progress entails increased and more varied commercial and industrial demands. Since my arrival December 1st, 1914, Damascus has accomplished much in the way of improvements, and this in war time. Inspired and directed by high civil and military authorities who seemingly have worked as one to this good end, ably seconded by an energetic mayor: schools have been opened, theaters built, disfiguring buildings razed, streets widened, sidewalks constructed, municipal improvements of all kinds instituted and carried through to completion, rules of cleanliness increasingly observed. Damascus is and has been for some years electrically lighted. Electrically driven trams enable its citizens to freely pass from one section to another. The seven rivers of Damascus render the generation of electric power easy and invite manufacturing enterprises. Agriculturally, the province is one of the richest in all the empire.

Damascus merchants look with favor upon increased trade relations with America, and a Branch of your Chamber here is one of the possibilities of the near future.

La Croix Rouge Américaine.—Le dernier Bulletin de la Croix Rouge Internationale publié à Berne (Suisse) apprécie hautement le travail qui a été fait par la Croix Rouge Américaine pendant la guerre Européenne. Le Bulletin dit que les missions de la Croix Rouge Américaine ont tenu partout la première place parmi les Croix Rouges Etrangères. Pendant la première année de la guerre les Etats Unis ont envoyé en Europe 71 médecins et chirurgiens et 253 nurses. Ce personnel a travaillé en France, en Belgique, en Russie, en Allemagne, en Autriche Hongrie et en Serbie. Le Bulletin ajoute: "En Serbie la Croix Rouge Américaine a largement et efficacement lutté contre l'épidémie du typhus". On estime que les dépenses des ambulances Américaines pour la première année de la guerre s'élèvent à 1,460,306 Dollars.

HONORARY MEMBERS.

HENRY MORGENTHAU,
American Ambassador, Constantinople.
WILLIAM C. REDFIELD,
Secretary of Commerce, Washington.
SULEIMAN EFF. BUSTANI,
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Varbetian, L. & L., Importers	Smyrna, Turkey.
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Féradian, K., Importer, Alyanak Han, St. No. 14-15	Constantinople, Turkey.
Fils d'Abram Nahman, Importers	Salonika, Greece.
Fulias & Co., Importers, Omer Abid Han, Galata,	Constantinople, Turkey.
Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamboul	Constantinople, Turkey.
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Louisville Cotton Oil Co., Mfrs. & Exporters	Louisville, Ky., U.S.A.
Manachy, Lorenzo Y., Importer	Aleppo, Turkey.
Marcopoli & Co., V., Importers	Alexandretta, Turkey.
Millioris, François, Importer, Nomico Han 23-24, Galata	Constantinople, Turkey.

Modiano, F., Co., Importers,	Salonika—Smyrna.
Molho, Isaac, Importer	Salonika, Greece.
Navarro, Em. Is., Importer	Salonika, Greece.
Pharaon, Issa, Schoucair & Co., Importers	Beirut, Turkey.
Procter & Gamble Co., Exporters	Cincinnati, Ohio, U.S.A.
Sarantis Frères, Imp., 19, 20, Omar Abid Han, Galata	Constantinople, Turkey.
Sciaky, V., & Co., Importer	Salonika, Greece.
Suffern & Co., Exporters, 90-96, Wall Street,	New York, U.S.A.
Tasartez & Barzilai, Importers, Tohafdj Han, Stamboul	Constantinople, Turkey.
Tchilinguirian, S., Importer, 42/3 Germania Han, Stam.	Constantinople, Turkey.
Tiano, Henri, Importer	Salonika, Greece.
Xanthos, C., Importer	Salonika, Greece.

Cotton Seed Oil Mill Machinery.

Sprout, Waldron and Co., Mfrs. & Exp. Lock Box A.	Muncy, Pa., U.S.A.
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Cotton Yarn.

Abdeni & Co., G. G., Importers	Aleppo, Turkey.
Audi & Co., B., Importers	Beirut, Turkey.
Baltazzi, Theo. S., Importer	Smyrna, Turkey.
Bensussan, Fils de Samuel J., Importer & Exporter	Salonika, Greece.
Errera & Co., Fils de G. A., Importers	Salonika, Greece.
Hindié, Elias, Importer	Aleppo, Turkey.
Mosseri, Albert, Importer	Salonika, Greece.
Mouradian, Kevork, Importer, Stamboul	Constantinople, Turkey.
Peristiany & Co, T. John, Importers	Alexandretta, Turkey.
Simeonoglou, Aristides, Exporter	Adana, Turkey.
Tchilinguirian, S., Importer, 42/3 Germania Han, Stam.	Constantinople, Turkey.

Cribs.

The Hard Manufacturing Company,	Buffalo N. Y., U.S.A.
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Currants.

Cremidi Bros., Exporters	Patras, Greece.
Hancock & Wood, Exporters	Patras, Greece.

Custom House Brokers.

Curmusi, Theo. N., Tchiliki Rihtim Han, Galata	Constantinople, Turkey.
Khoury, G. & A. Farrah	Beirut, Turkey.

Decoration (Interior).

Psalty Geo. J., Rue Kabristan, Péra	Constantinople, Turkey.
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Dental Supplies.

Alexiou Thanos, Importer, 18 B Châteaubriand Str.	Athens, Greece.
Spyrides, Const., Importer	Athens, Greece.
White Dental Mfg. Co., The S. S., Mfrs. & Exporters 12th & Chestnut Sts.,	Philadelphia, U.S.A.

Department Stores.

Buffalo Specialty Company, 375 Ellicott Street	Buffalo, N. Y., U.S.A.
Etablissements Orosdi-Back	Constantinople, Turkey.
Melki & Menassah	Beirut, Turkey.
Montgomery, Ward & Co.,	Chicago, U.S.A.

Draperies.

Audi & Co., B., Importers	Beirut, Turkey.
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Drugs and Pharmaceutical Products.

Audi & Co., B., Importers	Beirut, Turkey.
Curtis & Brown Mfg. Co., Exp., 215-217 Fulton St.,	New York, U.S.A.
Fellows & Co., The, Mfrs. & Exp., 26 Christofer St.,	New York, U.S.A.
Hanania, Joseph, Importer	Bagdad, Turkey.
Juda & Salmona, Importers	Salonika, Greece.
Mourad Bey, Baroudi, Importer	Beirut, Turkey.
Mulford Co., H. K., Exporters, 428 S. 13th St.,	Philadelphia, U.S.A.
Orosdi-Back, Etablissements, Importers	Constantinople, Turkey.
Philadelphia Quartz Co., Exporters 121 S. 3d St.,	Philadelphia, U.S.A.
Sirgi, M., & Co., Importer	Beirut, Siria.
Spyrides, Const., Importer	Athens, Greece.
Suffern & Co., Exporters, 90-96 Wall St.,	New York, U.S.A.
Velissarides & Co., E. J., Importer	Trebizond, Turkey.
West Electric Hair Curler Co., 45 S. Front St.,	Philadelphia, U.S.A.

Druggists Sundries.

Baroody, Murad, Importer	Beirut, Turkey.
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Dry Goods.

Melissinos, Bernard, Importer	Pireaus, Greece.
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Dyes.

Muller, Ch. F., Importer, 29 Apolo Str.	Athens, Greece.
Schuep & Co., Importers	Aleppo, Turkey.

Earth Handling Machinery.

Western Wheeled Scraper Co., Mfrs. & Exporters	Aurora, Ill., U.S.A.
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Electrical Machinery and Supplies.

Balladur, Chas. P., Imp., P. O. Box, No. 161	Smyrna, Turkey.
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Electric Traveling Cranes.

Niles-Bement-Pond Co., Exporters, 111 Broadway	New York, U.S.A.
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Electrical Supplies.

Aperguis & Co., N.A., Imp., Bahtiar Han, Galata	Constantinople, Turkey.
"Gradiwo," Société Commerciale par Actions, Importer	Varna, Bulgaria.
Johns-Manville Co., H. W., Madison Ave. & 41st Street	New York, U.S.A.
Société Hellénique d'Electricité	Athens, Greece.
Western Electric Co., Exporters, 463, West Street,	New York, U.S.A.

Elevators.

Essayan & Frères, Hagop, Imp., Sirkedji, Rue Meiva- hoche, 46, Stamboul	Constantinople, Turkey.
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Engines (Gasoline, Traction, Corliss etc).

Avedikian Frères, Importer	Smyrna, Turkey.
Avery Co., Mfrs. & Exporters	Peoria, Ill., U.S.A.
Farquhar & Co., A.B., Mfrs. Exp., Cotton Exchange Bldg.	New York, U.S.A.
Holt Caterpillar Co., Mfrs. & Exp., 50 Church St.,	New York, U.S.A.
International Harvester Co., Mfrs. & Exp., Ferdinandstr. 5	Hamburg, Germany.
Southwark Foundry & Machine Co., Mfrs. & Exporters, Wash. Ave. & 5th Sts.,	Philadelphia, U.S.A.
Standard Gas Engine Co., Mfrs. & Exprs., 1 California St.,	San Francisco, U.S.A.
Waterloo Gasoline Engine Co., Exprs.,	Waterloo, Iowa, U.S.A.
Wichita Falls Motor Co., Mfrs. & Exprs., Tractors,	Wichita Falls, Tex., U.S.A.
Wilcox, McKim Company	Saginaw, Michigan, U.S.A.

Engineering.

Aperguis & Co., N. A., Bahtiar Han, Galata	Constantinople, Turkey.
Aftimus & Hacho	Beirut, Turkey.
Chirin, Leon, Kenadjian Han, 3, Stamboul,	Constantinople, Turkey.

Expanded Metal.

The General Fireproofing Company, 395 Broadway .	New York, U.S.A.
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Feed Milling Machinery.

Sprout, Waldron & Co., Mfrs., & Exp., Lock Box A.	Muncy, Pa., U.S.A.
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Feed Stuffs.

Corn Products Refining Co., Exporters	New York, U.S.A.
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Fennel Seed.

Scialom, Albert & Co., Exp., Rue Victor Hugo 8 . .	Salonika, Greece.
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Firearms and Ammunition.

Coenca Frères, Impr., 38 Ave. de la Sublime Porte, St.	Constantinople, Turkey.
Peters Arms Co., m.b.H., Exprs., Pickhuben, 4, Freihafen,	Hamburg, Germany.
Picciotto & Co., Hillel, Importers	Aleppo, Turkey.

Fire Engine Trucks.

Wichita Falls Motor Co., Mfrs. & Exprs.,	Wichita Falls, Tex., U.S.A.
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Fire Extinguishers.

Johns-Manville, H. W., Co., Madison Ave. & 41st Str. .	New York, U.S.A.
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Fittings.

Devlin Mfg. Co., Thos., Mfrs. & Exprs., 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.
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Flooring.

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

Barcoulis, S., Importer, Arnopoulo Han, 5, 6, St., . .	Constantinople, Turkey.
Capayannides, G., Importer	Trebizond, Turkey.
Cariciopoulo, Marc C., Imp., 12 Ibrahim Rifaat Pacha Han, Galata	Constantinople, Turkey.
Coûteaux, Bernard, Aslan Han, Galata	Constantinople, Turkey.
Eckhart & Co., John W., Exporters	Chicago, U.S.A.
Fenerdjian, A. M., & Co., 8, 9 Sadikié Han, Stamboul	Constantinople, Turkey.
Filippakis, Geo. Is., Manufacturer	Adalia, Turkey.
Fils d'Abram Nahman, Importers	Salonika, Greece.
Hadjopoulo & Sperco, Inc., 29 Broadway	New York, U.S.A.
Hassid & Co., A. M., Importers	Salonika, Greece.
Jahiel, Isak J., Importer	Salonika, Greece.
Kouyoumdjian, Khosrov, Importer	Bagdad, Turkey.
Modiano, F., & Co.,	Salonika—Smyrna.
Molho, Isaac, Importer	Salonika, Greece.
Schiaky, V. & Co., Importer	Salonika, Greece.
Slocum, Avram & Slocum Exp., 30 Church St., . . .	New York, U.S.A.
Vrioni, D. Pan., Importer, 4 Dephes Str.	Athens, Greece.

Flour Milling Machinery.

Balladur, Chas. P., Importer, P. O. Box, No. 161 . . . Smyrna, Turkey.
 Sprout, Waldron & Co., Mfrs. & Exp., Lock Box A., . . . Muncy Pa., U.S.A.

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 & Exporters Bagdad, Turkey.
 Austro-Oriental Trading Co., Ltd., Exporters Bagdad, Turkey.
 Barff & Co., P. G., Exporters Smyrna, Turkey.
 Cherry, Louis D., Importer, 52 S. 60th St., Philadelphia, U.S.A.
 Coenca Frères, Exprs., 38 Avenue de la Sublime Porte, Constantinople, Turkey.
 Eustratiades, Alex. N., Exporter Smyrna, Turkey.
 Georgiades & Co., Exporters Smyrna, Turkey.
 Habicht, Braun & Co., Imp., Hudson & Laight Sts. New York, U.S.A.
 Hadjopoulo & Sperco, Inc., Imp., 29 Broadway New York, U.S.A.
 Hochstrasser & Co., Exporters Samsoun, Turkey.
 Hochstrasser & Co., Exporters Trebizond, Turkey.
 Jaburg Brothers, Importers, 1-3 Worth Street New York, U.S.A.
 Klonski, A. H., Exporter Hebron, Turkey.
 Maghak, Fathalla D., Exporter Bagdad, Turkey.
 Mancantonakis & Manoussakis, Exporters Candia, Crete, Greece.
 Mégarbané, G. H., Exporter Aintab, Turkey.
 Mégarbané & Fils, Habib, Exporters Aleppo, Turkey.
 Messayeh, Joseph J. Exporter Bagdad, Turkey.
 Missir & Co., Exporters Smyrna, Turkey.
 Pastene & Co., Inc., P., 148-150 Franklin Street New York, U.S.A.
 Reggio & Co., Ant., Exporters Smyrna, Turkey.
 Reggio, Abel, 105, Hudson Street, Agents New York, U.S.A.
 Schamasch, Gourgi & Co., Exporters Bagdad, Turkey.
 Schabender, Mahmoud, Exporter Bagdad, Turkey.
 The Levant Products Trading Co., Imp., 38-40 W. 32nd St. New York, U.S.A.
 Warde, Naasan & Co., Exporters Beirut, Turkey.
 Wönckhaus & Co., Robert, Exporters of Dates Bagdad, Turkey.

Furniture.

Karpen & Bros., S., Mfrs & Exprs., 37th St. & Broadway New York, U.S.A.
 Lambichi M. E., Importer Smyrna, Turkey.
 Montgomery, Ward & Co., Exporters Chicago, U.S.A.
 Nahmias & Fils, S., Importers Salonika, Greece.
 Psalty, Geo. J., Mfr. & Importer, Rue Kabristan Constantinople, Turkey.
 Sioufi, Elie, Manufacturer Beirut, Turkey.
 Tagger, J. H., Importer Jaffa & Jerusalem Turkey.
 Wilcox, McKim Company Saginaw, Michigan, U.S.A.

Galvanized Sheet Metals.

United States Steel Products Co., Exp., 30 Church St., New York, U.S.A.

Glass.

Friedmann & Fils J. R., Importers of Window, Mirror &
 Plate Glass, Rue du Tunnel 32, Galata Constantinople, Turkey.
 Navarro, Isaac J., Importer Salonika, Greece.
 Sayeg Frères, Importers Beirut, Turkey.
 Vafiades, V., Importer Trebizond, Turkey.

General Exporters and Importers.

Abdeni & Co., G. G.	Aleppo, Turkey.
Abramovitz, Léon P., Calea Calarasilor 41,	Bucharest, Roumania.
Aftalion, S. B., P. O. Box, No 57	Roustchouk, Bulgaria.
Aliferis, G., 37 Praxiteles Str.	Athens, Greece.
H. A. Arabian, Moustafa Pacha Han, Samboul	Constantinople, Turkey.
Asfar & Co.,	Bagdad, Turkey.
Assa, Salomon H., Sarioglou Han, Stamboul	Constantinople, Turkey.
Audi & Co., B.	Beirut, Turkey.
Austro-Oriental Trading Co., Ltd.	Bagdad, Turkey.
Baldwin, Theo. A.	Brusa, Turkey.
Banning Hubert, 17 E 128th St.	New York, U.S.A.
Banque Commerciale de Palestine	Jerusalem, Turkey.
Barcoulis, S., Arnopoulo Han 5-6, Stamboul	Constantinople, Turkey.
Bensussan, Fils de Samuel J.,	Salonika, Greece.
Benveniste, Haim & Albert	Salonika, Greece.
Berk, Püttmann & Co.	Bagdad, Turkey.
Capayannides, G.	Trebizond, Turkey.
Canzuch, Ferdinand, Iki Kouyoulou 28, Pera	Constantinople, Turkey.
Chamarakis, E. D.	Rethymno, Crete, Greece.
Cofinas, G. N., 37 Praxiteles Str.	Athens, Greece.
Cohen, Salomon, Importer, Handan Han 22, Stamboul	Constantinople, Turkey.
Coufopoulos, D. G., Alyanak Han, Stamboul	Constantinople, Turkey.
Demaras Brothers	Athens, Greece.
Dizengoff, M.	Jaffa, Turkey.
Eustratiades, Alex. N.	Smyrna, Turkey.
Fenerdjian, A. M., & Co., 8, 9, Sadikié Han, Stamboul	Constantinople, Turkey.
Féradian, K., Alyanak Han, No. 14—15, Stamboul	Constantinople, Turkey.
Fils d'Abram Nahman	Salonika, Greece.
Fitzio, Alex., General Importer, Hermes Str.,	Athens, Greece.
Gelat, Elias Thomas	Jerusalem, Turkey.
"Gradiwo," Société Commerciale par Actions	Varna, Bulgaria.
Haldéopoulo, N.P.	Trebizond, Turkey.
Hancock & Wood	Patras, Greece.
Hindié, Elias	Aleppo, Turkey.
Hindié Frères	Aleppo, Turkey.
Hochstrasser & Co.	Trebizond, Turkey.
Hochstrasser & Co.	Samsoun, Turkey.
Jahiel, Isaac J.,	Salonika, Greece.
Keller, E., Theodor, Mgr. of Fulias & Co.	Athens, Greece.
Krönig, Hermann, Commission Agent	Roustchouk, Varna, Philippople, Sofia.
Manachy, Lorenzo Y.	Alexandretta, Turkey.
Marcantonakis & Manoussakis	Candia, Crete, Greece.
Marcopoli & Co., V.	Alexandretta, Turkey.
Melissinos, Bernard	Piræus, Greece.
Muller, Ch., F., Importer, 29 Apolo Street	Athens, Greece.
Nemli Zadé Frères	Trebizond, Turkey.
Panayotoglou, Avraam V., Serai Emir	Teheran, Persia.
Philaretos, C. G., & Co., Importers, 1 A Sophocles Str.	Athens, Greece.
Peristiany & Co., J. Th.	Alexandretta, Turkey.
Politakis, E. P., Anaxagora Street	Athens, Greece.
Phostiropoulo Frères	Trebizond, Turkey.
Prodromides, K.,	Mersina, Turkey.

Reppen, Theo. Arabian Han, Galata	Constantinople, Turkey.
Rindelaub, Robert C., Dilsiz Zadé Han, 20 Stamboul	Constantinople, Turkey.
Sasoon & Co., David	Bagdad, Turkey.
Schapira, J. M., 21 Rue Colocotroni	Athens, Greece.
Shabender, Mahmoud	Bagdad, Turkey.
Sirgi, M. & Co.	Beirut, Siria.
Spathopoulo Frères, P.,	Kerassund, Turkey
Spike, Clarence H., 143 Federal Street	Boston, U.S.A.
Stassinopoulo, S. A.	Smyrna, Turkey.
Suffern & Co., 90-96 Wall Street	New York, U.S.A.
Tatian, A., 23 Central St., Room 8	Boston, U.S.A.
Tchilinguirian, S., 42/3 Germania Han, Stamboul . .	Constantinople, Turkey.
Tennant, Sons & Co., C., 100 William St.	New York, U.S.A.
Tiano, Henri	Salonika, Greece.
The American Advertising Co., Commercial Department, 45, Rue Kabristan, Pera	Constantinople, Turkey.
The Commercial Bank of Greece,	Athens, Greece.
Velissarides, E. J., & Co.	Trebizond, Turkey.
Vimos Brothers, 29 Nikis Street	Athens, Greece.
Vrioni, Pan. D., 4, Dephes Street	Athens, Greece.
Vassiliou, Pittacos	Mitylene, Greece.
Wilcox McKim Company	Saginaw, Michigan, U.S.A.
Zeppos, P., Pesmazoglou Street	Athens, Greece.

Glucose.

Corn Products Refining Co., Exporters	New York, U.S.A.
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Glue Stock.

Spike, Clarence H., Importer, 143 Federal St.	Boston, U.S.A.
Foerderer, Robert H., Imp.,	Frankford . . Philadelphia, U.S.A.

Government Contractors.

Altendorf, Wright & Darr, Ralli Han No.3—10, Stamboul	Constantinople, Turkey.
Avigdor, N. S., Inayet Han 67, 68 Galata	Constantinople, Turkey.
Cofinas, G. N., 37 Praxiteles Street	Athens, Greece.
Essayan & Frères, Hagop, Sirkedji Rue Meivahoche, 46, St.	Constantinople, Turkey.
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata . .	Constantinople, Turkey.
Friedmann & Fils, J. R., Rue du Tunnel, 32, Galata .	Constantinople, Turkey.
Hecht, Emil, Khorassandji Han, Stamboul	Constantinople, Turkey.
Langdon, J. D., Naval Contractor	Smyrna, Turkey.
Vrioni, Pan., D., Importer, 4 Dephes Street	Athens, Greece.
Zeppos, P., Pesmazoglou Street	Athens, Greece.

Grain and Cereals.

Sciaky, Salomon J., Exporter	Salonika, Greece.
Kouyoumdjian, Khosrov, Exporter	Bagdad, Turkey.
Simeonoglou, Aristides, Exporter	Adana, Turkey.
Stringos, I., Importer	Piraeus, Greece.
Wönckhaus & Co., Robert, Exporters	Bagdad, Turkey.
Xanthos, C., Exporter	Salonika, Greece.

Groceries.

Cacoulides, Gr. N., Exporter	Trebizond, Turkey.
Capayannides, G., Importer	Trebizond, Turkey.
Errera, Isaac G., Importer	Salonika, Greece.

Eustathopoulos & Co., N., Imp., Arnopoulos Han, Stamboul	Constantinople, Turkey.
Goldberg, Tewel, Importer	Jerusalem, Turkey.
Habicht, Braun & Co., Hudson & Laight Sts., . . .	New York, U.S.A.
Hanania, Joseph, Importer	Bagdad, Turkey.
Hindie Frères, Importers	Aleppo, Turkey.
Hochstrasser & Co., Exporters	Trebizond, Turkey.
Iahiel, Isaac, Importer	Salonika, Greece
Jaburg Brothers, Importers, 1-3 Worth Street . . .	New York, U.S.A.
Juda & Salmona, Importers	Salonika, Greece.
Koukaz & Zaloom, Exporters (Syrian Provisions) . .	Beirut, Turkey.
Leslie & Co., John E., Importers, 51-53 East, Lake St.	Chicago, U.S.A.
Mahokian, A., Exporter	Trebizond, Turkey.
Millioris, François, Imp., Nomico Han 23, 24, Galata .	Constantinople, Turkey.
Navarro, Emmanuel Is., Importer	Salonika, Greece.
Nemli Zade Frères, Importers	Trebizond, Turkey.
Pastene & Co., Inc., P., 148-150 Franklin Street, . .	New York, U.S.A.
Rindelaub, Robert C., Imp., Dilsiz Zade Han, 20, Stam.	Constantinople, Turkey.
Sevastopoulos, A. D., Imp., Kutchuk Millet Han, 14, Galata	Constantinople, Turkey.
Tagger, J. H., Importer	Jaffa & Jerusalem, Turkey.
Xanthos, C., Exporter	Salonika, Greece.

Gum (Red) (Satin Walnut) Lumber.

The M. B. Farrin Lumber Co. Exporter	Cincinnati, U.S.A.
The Lamb-Fish Lumber Co., Exporter	Charlestown, Miss., U.S.A.

Gum Mastie

Scialom, Albert & Co., Exporter, Rue Victor Hugo 8	Salonika, Greece.
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Gum Tragacanth.

Abdul Kader Pasha El-Khedery, Exporter	Bagdad, Turkey.
Berk, Püttmann & Co., Exporters	Bagdad, Turkey.
Beythoum, Jeboury, Exporter	Bagdad, Turkey.
Bozadjian, Mihran, Exporter	Adana, Turkey.
Brazzafolli, Max, Exporter	Mersina, Turkey.
Chachaty Frères, Exporters	Mersina, Turkey.
Essefian, Parsegh G., Exp., 29 Keuprulu Han, Stamboul .	Constantinople, Turkey.
Elisha & Frères, Nessim, Exporters	Bagdad, Turkey.
Gulbenkian Bros. & Co., Exp., Gulbenkian Han, Stamboul	Constantinople, Turkey.
Holstein, Hermann A., Exp., Allalemdji Han, Stamboul	Constantinople, Turkey.
Kevork Skender, K. & D., Exporters	Bagdad, Turkey.
Maghak, Fathalla D., Exporter	Bagdad, Turkey.
Manachy, Lorenzo Y., Exporter	Aleppo, Turkey.
Manuelian & Co., H., Exporters	Mersina, Turkey.
Naccache & Fils, Ibr., Exporters	Mersina, Turkey.
Rappaport, J. M., Importer, 140 Nassau Street . . .	New York, U.S.A.
Zelvéian, M. & K. S., Exporters	Mersina, Turkey.

Guts (Sausage Casings).

Abdul Kader Pasha El-Khedery, Exporter	Bagdad, Turkey.
Arsen & Co., A. G., Exp., Gulbenkian Han, Stamboul	Constantinople, Turkey.
Berk, Püttmann & Co., Exporters	Bagdad, Turkey.
Essefian, Parsegh G., Exp., 29 Keuprulu Han, Stamboul .	Constantinople, Turkey.
Hecht, Emil, Exporter, Khorassandji Han, Stamboul .	Constantinople, Turkey.
Kevork Skender, K. & D. Exporter	Bagdad, Turkey.

Nemli Zadé Frères, Exporters	Trebizond, Turkey.
Schamasch, Gourgie & Co., Exporters	Bagdad, Turkey.
Selian, R. B., Exporter	Mersina, Turkey.
Spike, Clarence H., Importer, 143 Federal Street . . .	Boston, U.S.A.
Tagger, J. H., Exporter	Jaffa, & Jerusalem, Turkey.
Zarifi, L., Exporter, Hagopian Han, Galata	Constantinople, Turkey.

Hair Curlers.

West Electric Hair Curler Co., 45 S. Front St.	Philadelphia, U.S.A.
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Hair (from Goatskins).

Foerderer, Robert H., Inc.	Frankford, . . . Philadelphia, U.S.A.
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Hardware and Tools.

Altizoglou Fils, I. Importers	Mersina, Turkey.
Aperguis & Co, N. A., Importers, Bahtiar Han, Galata, .	Constantinople, Turkey.
Avedikian Frères, Importers	Smyrna, Turkey.
Bedrossian, Aram N., Imp., Kutchuk Millet Han, Galata, .	Constantinople, Turkey.
Berk, Püttmann & Co., Importers	Bagdad, Turkey.
Buffalo Specialty Co., Exporters, 375 Ellicott Street .	Buffalo, N. Y., U.S.A.
Cariciopoulo, Marc C., Imp., 12 Ibrahim Rifaat Pasha Han, Galata	Constantinople, Turkey.
Cohen, Salomon, Importer, Handan Han 22, Stamboul	Constantinople, Turkey.
Devlin Mfg. Co., Thos., (Carriage & Saddlery Hardware) .	Philadelphia, U.S.A.
Disston & Sons, Henry, P. O. B. 1537	Philadelphia, U.S.A.
Dizengoff, M., Importer	Jaffa, Turkey.
Enriquez, Clemente, Importer	Bagdad, Turkey.
Enterprise Mfg. Co., The, Mfrs. & Exp., 3d & Dauphin St.	Philadelphia, U.S.A.
Errera & Co., Fils de G. A., Importers	Salonika, Greece.
Fenerdjian, A. M., & Co., 8, 9, Sadikié Han, Stamboul	Constantinople, Turkey.
"Gradiwo" Société Commerciale par Actions, Importer	Varna, Bulgaria.
Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamb. .	Constantinople, Turkey.
Hassid & Co., A. M., Importers	Salonika, Greece.
Kaul, Wilhelm Franz, Importer	Afion-Karahissar, Turkey.
Lambichi, M. E., Importer	Smyrna, Turkey.
Manachy, Lorenzo Y., Importer	Aleppo, Turkey.
Modiano, F., & Co.,	Salonika—Smyrna.
McCaffrey File Co., Mfrs. & Exp., 5th & Berk St. . .	Philadelphia, U.S.A.
Miller Lock, Co., Mfrs. & Exporters	Philadelphia, U.S.A.
Montgomery, Ward & Co., Exporters	Chicago, U.S.A.
National Specialty Mfg. Co., Manufacturers & Exporters, Lehigh Avenue & American Street	Philadelphia, U.S.A.
North Bros. Manufacturing Co., Manufacturers & Exp., Lehigh Avenue & American Street	Philadelphia, U.S.A.
Orosdi-Back, Etablissements, Importers	Constantinople, Turkey.
Peristiany & Co, J. Th., Importers	Alexandretta, Turkey.
Philaretos, C. G., & Co., Importers, 1 A Sophocles Str.	Athens, Greece.
Plumb, Fayette R., Mfr. & Exp., Bridesburg, P. O. . .	Philadelphia, U.S.A.
Roditi, A., Imp., Tarakdjilar, Ekberié Han, Stamboul .	Constantinople, Turkey.
Sayeg Frères, Importers	Beirut, Turkey.
Schamasch, Gourgie & Co., Importers	Bagdad, Turkey.
Schapira, J. M., Importer, 21 Colocotroni Street . . .	Athens, Greece.
Schuep & Co., Importers	Aleppo, Turkey.
Shabender, Mahmoud, Importer	Bagdad, Turkey.
Tiano, Henri, Importer	Salonika, Greece.

Vafiades, V., Importer	Trebizond, Turkey.
Werner, Albert, Importer, Arabian Han, Galata	Constantinople, Turkey.

Harness and Leather Goods.

Birch, James H., Mfr. & Exporter	Burlington, N. Y., U.S.A.
Studebaker Corporation, The, Mfrs. Exp.,	South Bend, Ind., U.S.A.
Sechler & Co., The, Mfrs. & Exp., 538-550 Fifth St.,	Cincinnati, Ohio, U.S.A.

Hats (Felt).

Stetson Co., John B., Exp., 5th St. & Montgomery Ave.,	Philadelphia, U.S.A.
Vimos Brothers, 29 Nikis Street	Athens, Greece.

Hooks and Eyes.

West Electric Hair Curler Co., 45 S. Front Str.,	Philadelphia, U.S.A.
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Hosiery.

Daoud & Abdo, Importers	Beirut, Turkey.
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House Furnishings.

Buffalo Specialty Co., Exporters, 375 Ellicott Street	Buffalo, N. Y., U.S.A.
Lazzaro Franco & Fils, Importers, Stamboul	Constantinople, Turkey.

Household Utensils.

Hoosier Mfg. Co., The	New Castle, Ind., U.S.A.
National Specialty Manufacturing Co., Lehigh Avenue & American Street	Philadelphia, U.S.A.
North Bros. Manufacturing Co., Manufacturers & Exp., Lehigh Avenue & American Street	Philadelphia, U.S.A.
Velissarides, E. J., & Co., Importer	Trebizond, Turkey.

Hydraulic Lime.

Sayeg Frères, Importers	Beirut, Turkey.
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Importers (General).

Altendorf, Wright & Darr, Ralli Han 3-10, Stamboul	Constantinople, Turkey.
Amar & Co., S., Validé Sultan Han	Constantinople, Turkey.
Audi & Frères, S.	Beirut, Turkey.
Cariciopoulo, Marc C., 12 Ibrahim Rifaat Pacha Han, Gal.	Constantinople, Turkey.
Cherry, Louis D., Importer, 52 S. 60th St.	Philadelphia, U.S.A.
Dobrowolsky & Co.	Salonika, Greece.
Farwagi & Fils, E.	Jaffa, Turkey.
Haddad, Elias And.	Beirut, Turkey.
Jaburg Brothers, Importers, 1-3 Worth Street	New York, U.S.A.
Kermektchieff, A. C.	Sofia, Bulgaria.
Khoury Farra, G. & A.	Beirut, Turkey.
Koukaz & Zaloom	Beirut, Turkey.
Kuebler, Jona	Jaffa, Turkey.
Lebet Frères & Co, Germania Han, Stamboul	Constantinople, Turkey.
Leslie & Co., John E., 51-53 East, Lake St., Cor. Wabasch Ave.	Chicago, U.S.A.
Levy, Juda Gabriel	Yanina, Greece.
Mosseri, Albert	Salonika, Greece.
Pastene & Co., Inc., P., 148-150 Franklin Street,	New York, U.S.A.
Picciotto & Co., Hillel,	Aleppo, Turkey.
Rappaport, J. M., 140 Nassau St.	New York, U.S.A.
Sayeg Frères	Beirut, Turkey.
Schuep & Co.	Aleppo, Turkey.

Sirgi & Co., M.	Beirut, Turkey.
Tennant Sons & Co., C., 100 William St.,	New York, U.S.A.
Turco-American Agency, Enomotarchi Han 16, Galata	Constantinople, Turkey.
Trad, P. & M.,	Beirut, Turkey.

Insurance Agents.

Algranti, Victor, Yeni Han, Sirkedji, Stamboul	Constantinople, Turkey.
Avedikian Frères	Smyrna, Turkey.
Chamarakis, E. D.	Rethymno, Crete, Greece.
Compte-Calix & J. G. Saverio, 7 Rue Tchinar, Galata	Constantinople, Turkey.
Eustratiades, Alexandre N.	Smyrna, Turkey.
Farwagi & Fils, E.	Jaffa, Turkey.
Fenerdjian, A. M., & Co., 8, 9, Sadikié Han, Stamboul	Constantinople, Turkey.
Filippakis, Geo. Is.	Adalia, Turkey.
Gelat, Elias Thomas, Fire, Life & Accident	Jerusalem, Turkey.
Ghiolman Bros. Constitution Square	Athens, Greece.
Keller, Theodor E., Mgr. Fulias & Co.	Athens, Greece.
Kuebler, Jona	Jaffa, Turkey.
Levin, Alter	Jerusalem, Turkey.
Molho, Isaac	Salonika, Greece.
Morpurgo, Moise	Salonika, Greece.
Panayotoglou, Avraam V., Serai-Emir	Teheran, Persia.
Philippou, A.	Janina, Greece.
Prodromides, K.,	Mersina, Turkey.
Turco-American Agency, Enomotarchi Han 16, Galata	Constantinople, Turkey.
Varbetian, L. & L.	Smyrna, Turkey.

Iron & Steel.

Altizoglou & Fils, J., Importers	Mersina, Turkey.
Avedissian & Kechichian, Importers	Adana, Turkey.
Bedrossian, Aram N., Imp., Kutchuk Millet Han, Galata	Constantinople, Turkey.
Brazzafolli, Max, Importer	Mersina, Turkey.
Capayannides, G., Importer	Trebizond, Turkey.
Essayan & Frères, Hagop, Imp. Sirkedji, Rue Meiva- hoche, 46, Stamboul	Constantinople, Turkey.
Haldéopoulo, N. P., Importer	Trebizond, Turkey.
Hochstrasser & Co., Importers	Trebizond, Turkey.
Hochstrasser & Co., Importers	Samsoun, Turkey.
Navarro, Isaac J., Importer	Salonika, Greece.
Nemli Zadé Frères, Importers	Trebizond, Turkey.
Prodromides K.,	Mersina, Turkey.
Roditi, A., Imp., Ekberié Han, Tarakdjilar, Stamboul	Constantinople, Turkey.
Trussed Concrete Steel Co., Exporters	Detroit, U.S.A.
United States Steel Products Co. Exp., 30 Church St.	New York, U.S.A.
Werner, Albert, Imp., Arabian Han, Galata	Constantinople, Turkey.

Jewelry.

Errera & Co., Fils de G. A., Importers	Salonika, Greece.
Macdonald & Co., R. B. Mfrs. & Exporters	Attleboro, Mass., U.S.A.

Kitchen Cabinets.

Hoosier Manufacturing Co., The	New Castle, Ind., U.S.A.
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Laces and Embroideries.

Abdo Bros., George, Exporters	Beirut, Turkey.
Audi & Frères, S., Manufacturers & Exporters	Beirut, Turkey.

Elias Abu Samra & Fils, Exporters	Beirut, Turkey.
Farah, F. G. & S., Mfrs. & Exporters	Beirut, Turkey
Gelat, Elias Thomas, Exporter	Jerusalem, Turkey.
Koukaz & Zaloom, Exporters	Beirut, Turkey.
Mégarbané, G. H. Exporter	Aintab, Turkey.
Roditi, A., Exp., Ekberié Han, Tarakdjilar, Stamboul .	Constantinople, Turkey.
Sadullah, R. Levy & Mandil, Exporters, Mahmoud Pacha	Constantinople, Turkey.

Land Brokers.

American Advertising Co., 45, Rue Kabristan, Pera .	Constantinople, Turkey.
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Land Owners.

Kouyoumdjian, Khosrov	Bagdad, Turkey.
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Leather.

Abdeni & Co., G. G., Importers	Aleppo, Turkey.
Altendorf, Wright & Darr, Imp., Ralli Han No. 3—10, Stamb.	Constantinople, Turkey.
Angel & Co., David, Importers	Salonika, Greece.
Berk, Püttmann & Co., Importers	Bagdad, Turkey.
Beythoum, Jeboury, Importer	Bagdad, Turkey.
Cofinas, G. N., Importer, 37 Praxiteles Street . . .	Athens, Greece.
Cohen, Salomon, Importer, Handan Han, 22, Stam. . .	Constantinople, Turkey.
Coûteaux, Bernard, Aslan Han, Galata	Constantinople, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han	Constantinople, Turkey.
Enriquez, Clemente, Importer	Bagdad, Turkey.
Eustathopoulos & Co., N., Exp., Arnopoulos Han, Stam.	Constantinople, Turkey.
Féradian, K., Importer, Alyanak Han No. 14—15 St.	Constantinople, Turkey.
Fils d'Abram Nahman, Importers	Salonika, Greece.
Foerderer, Inc., Robert H., Mfrs. & Exp. Frankford .	Philadelphia, U.S.A.
Fulias & Co., Importers, Omer Abid Han, Galata . .	Constantinople, Turkey.
addad, Elias And., Importer	Beirut, Turkey.
Hananel, N. B., Imp. Ekberié Han, Stamboul	Constantinople, Turkey.
Kabbaz & Co., P. A., Importers	Aleppo, Turkey.
Lebet Frères & Cie., Importers, Germania Han, Stamb.	Constantinople, Turkey.
Maulwurf, Ed., Importer & Exporter.	Salonika, Greece.
Matteosian, Vahan H., Importer, Am. Bible House, Stam.	Constantinople, Turkey.
Matthews & Co., C. J., Mfrs. & Exp., 417, Arch. St. .	Philadelphia, U.S.A.
McNeely & Price, 170 N. 4th St., Mfrs. & Exp. . .	Philadelphia, U.S.A.
Millioris, François, Imp., Nomico Han, 23-24, Galata .	Constantinople, Turkey.
Modiano, F., & C.	Smyrna—Salonika.
Muller, Ch. F., Importer, 29 Apolo Street	Athens, Greece.
Peristiany & Co, J. Th. Importers	Alexandretta, Turkey.
Pharaon Issa Schoucair & Co., Importers	Beirut, Turkey.
Sarantis Frères, 19, 20, Omar Abid Han, Galata . . .	Constantinople, Turkey.
Schiaky, V., & Co., Importers & Exporters	Salonika, Greece.
Serefas, D., Importer & Exporter	Salonika, Greece.
Sevastopoulos, A.D., Imp., Kutchuk Millet Han 14, Galata.	Constantinople, Turkey.
Sirgi, M., & Co, Importer & Exporter	Beirut, Siria.
Sourlangas Fils, E. N., Importers	Mitylene, Greece.
Sourlangas, Stylianos E., Manufacturer	Mitylene, Greece.
Stone, Timlow & Co., Manufacturers	Boston, U.S.A.
Tagger, J. H. Importer	Jaffa & Jerusalem, Turkey.
The Commercial Bank of Greece	Athens, Greece.

Vimos Brothers, Importers, 29 Nikis Str. Athens, Greece.
 Xanthos, C., Importer & Exporter Salonika, Greece.

Licorice Root.

Abdul Kader Pasha El-Khedery, Exporter Bagdad, Turkey.
 Keun, Lavino & Co., Exporters Smyrna, Turkey.
 Mc Andrews & Forbes (Head Office for the Orient) Exp. Smyrna, Turkey.
 Mc Andrews & Forbes Co., Exporters Bagdad, Turkey.

Light (in Fire-Proof Buildings).

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

Lighting Devices.

Avigdor, N. S., Inayet Han, 67, 68 Galata Constantinople, Turkey.
 Seferiades, S. A., Importer Smyrna, Turkey.
 Welsbach Co., Manufacturers & Exporters Gloucester, N. J., U.S.A.

Liniments.

Curtis & Brown Mfg. Co., Exporters, 215-217 Fulton St. New York, U.S.A.

Linoleum and Oil Cloth.

Errera & Co., Fils de G. A., Importers Salonika, Greece.
 Lazzaro Franco & Fils, Importers, Stamboul, Constantinople, Turkey.
 Picciotto & Co., Hillel, Importers Aleppo, Turkey.

Lithographers.

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

Lloyds Agents.

Hancock & Wood Patras, Greece

Locks.

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

Locomotives.

Baldwin Locomotive Works, Mfrs. & Exporters . . . Philadelphia, U.S.A.

Lozenges.

Curtis & Brown Mfg., Co., Exporters, 215-217, Fulton St. New York, U.S.A.

Lumber.

Eugenides & Co., Eug., Arabian Han, Galata . . . Constantinople, Turkey.
 Khouri Farrah, K. & B., Importers Beirut, Turkey.
 Serefas, D., Importer Salonika, Greece.
 Sirgi, M., & Co., Importers Beirut, Siria.
 The M. B. Farrin Lumber Co., Exporter Cincinnati, U.S.A.
 The Lamb-Fish Lumber Co., Exporter Charleston, Miss., U.S.A.

Machinery.

Aperguis & Cie., N.A., Importers, Bahtiar Han, Galata . . Constantinople, Turkey.
 Ballardur, Chas. P., Importer, P. O. Box No. 161 . . . Smyrna, Turkey.
 Berk, Püttmann & Co., Importers Bagdad, Turkey.
 Chirin, Leon, Importer, Kenadjian, Han, Stamboul, . . . Constantinople, Turkey.
 Coenca Frères, Importers, 38 Ave. de la Sublime Porte,
 Stamboul Constantinople, Turkey.
 Demaras Bros, Importers, 4 Philellinou Street . . . Athens, Greece.

Dizengoff, M., Importer	Jaffa, Turkey.
Farquhar & Co., A.B., Manufacturers. & Exporters, Cotton Exchange Building	New York, U.S.A.
Franghakis, Ant. Ch., Exporter	Aleppo, Turkey.
Fairbanks Co., The, Exporters	Hamburg, 8, Germany.
Loutfalla, Georges, Importer	Adana, Turkey.
Lykiardopoulos Fils, A., Importer	Mersina, Turkey.
Melissinos, Bernard, Importer	Piraeus, Greece.
Messayeh, Joseph J., Importer	Bagdad, Turkey.
Slocum, Avram & Slocum Exp., 30 Church St.	New York, U.S.A.
Sprout, Waldron & Co., Lock Box A	Muncy, Pa., U.S.A.
Vrioni, Pan. D., Importer 4 Dephes Street	Athens, Greece.
Western Wheeled Scraper Co., Mfrs. & Exp.	Aurora, Ill, U.S.A.
Zarifi, L., Importer, Hagopian Han, Galata,	Constantinople, Turkey.

Machine Tools.

Fairbanks Co., The, Exporters	Hamburg, 8, Germany.
Niles-Bement-Pond Co., Exporters, 111 Broadway,	New York, U.S.A.
Philaretos, C. G. & Co., Importers, 1 A Sophocles Str.	Athens, Greece.
Sellars & Co., Inc., William, Mfrs. & Exporters, 1600 Hamilton St.	Philadelphia, U.S.A.
Werner, Albert, Importer, Arabian Han, Galata	Constantinople, Turkey.

Maize Oil.

Corn Products Refining Co., Mfrs. & Exporters	New York, U.S.A.
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"Maritima" Roumanian S/S Company.

Theodoridi & Co., Agents	Braila, Roumania.
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Marmelades.

Hellenique Wine & Spirit Co., Exporters	Athens, Greece.
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Mattresses.

The Hard Manufacturing Company	Buffalo, N. Y., U.S.A.
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Mercantile Agencies.

Dun & Co., R. G.,	New York & Vienna.
National Credit Corporation, Title & Trust Bldg.	Chicago, U.S.A.
Turco-American Agency, Enomotarchi Han, 16, Galata	Constantinople, Turkey.

Merchants (General).

Compte-Calix, J., & J. G. Saverio, 7 Rue Tchinar, Galata	Constantinople, Turkey.
Mouzas, Basil A.	Mitylene, Greece.
Sourlangas, Stylianos E.	Mitylene, Greece.
Vassiliou, Pittacos A.	Mitylene, Greece.
Wönckhaus & Co., Robert	Bagdad, Turkey.

Metals (Tin, Zinc, etc.).

Bedrossian, Aram, N. Imp., Kutchuk Millet Han, Galata	Constantinople, Turkey.
Capayannides, G., Importer	Trebizond, Turkey.
Demaras Bros, Importers, 4 Philellinou Street.	Athens, Greece.
Iahiel, Isaac, I. Importer	Salonika, Greece.
Juda & Salmona, Importers	Salonika, Greece.
Haldéopoulo, N. P., Importer	Trebizond, Turkey.
Hanania, Joseph, Importer	Bagdad, Turkey.
Jahiel, Isaac J., Importer	Salonika, Greece.
Lebet Frères & Co. Importers, Germania Han, Stam.	Constantinople, Turkey.
Navarro, Is. J., Importer	Salonika, Greece.

Philaretos, C. G. & Co., Importers, 1 A Sophocles Str. Athens, Greece.
 The Commercial Bank of Greece Athens, Greece.

Metal Shapes (Pressed).

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

Metallic Bedsteads.

The Hard Manufacturing Company Buffalo, N. Y., U.S.A.

Mills and Milling Machinery.

Filippakis, Geo. Is., Adalia, Turkey.
 The M. B. Farrin Lumber Co. Cincinnati, U.S.A.

Mill Supplies.

Sprout, Waldron & Co., Mfrs. & Exp., Lock Box A . Muncy, Pa., U.S.A.

Minerals.

Keun, Lavino & Co., Exporters Smyrna, Turkey.
 Magnifico, E. A., Exporter Smyrna, Turkey.
 Jahiel, Isaac J., Exporter Salonika, Greece.
 Vafiadachi, M. & A., Exporters Smyrna, Turkey.

Mineral Oils.

Coûteaux, Bernard, Aslan Han, Galata Constantinople, Turkey.

Mortar Stains.

Pecora Paint Co., Mfrs. & Ex., 4th & Venango Sts. . Philadelphia, U. S. A.

Mother of Pearl.

Batarse, Issa, Exporter Bethlehem, Turkey.
 Pearl Waste Co., Importers, 347 West Broadway . . New York, U. S. A.

Motor Boats and Motors.

Aperguis & Co., N. A., Imp., Bahtiar Han, Galata, . Constantinople, Turkey.
 Balladur, Chas. P., Importer, P. O. Box No. 161 . . Smyrna, Turkey.
 Waterloo Gasoline Engine Co., Manufacturers. . . Waterloo, Iowa, U.S.A.
 Wilcox-McKim Company Saginaw, Michigan, U.S.A.

Motor Trucks.

Wichita Falls Motor Co., Mfrs. & Exporters Wichita Falls, Tex., U.S.A.

Mowers.

Wood, Walter A., Mov. & Reap. Mach. Co., Mfrs. & Exp. Hoosick Falls, N.Y. U.S.A.

Musical Instruments.

Baldwin Co., The, Exporters Cincinnati, U.S.A.

Nails (Wire).

Essayan & Frères, Hagop, Imp., Sirkedji, Rue Meivahoche
 46, Stamboul Constantinople, Turkey.
 Pharaon Issa Schoucair & Co., Importers Beirut, Syria.
 United States Steel Products Co., Exp., 30 Church St. . New York, U.S.A.

Naval Stores.

Demaras Brothers, Exporters Athens, Greece.

Nuts and Seeds.

Alexandrides, P. & N., Exporters Kerassund, Turkey.
 Cacoulides, G. N., Exporter Trebizond, Turkey.
 Cherry, Louis D., Importer, 52 S. 60th St. Philadelphia, U.S.A.

Elisha & Frères, Nessim, Exporter	Bagdad, Turkey.
Scialom, Fils de Jacob, Exporters	Salonika, Greece.
Habicht, Braun & Co., Hudson & Laight Strs.	New York, U.S.A.
Hadjopoulo & Sperco, Inc., Importers, 29 Broadway	New York, U.S.A.
Haldéopoulo, N. P., Exporter	Trebizond, Turkey.
The Hills Bros. Co., Imp., Beach & Washington Strs.	New York, U.S.A.
Hochstrasser & Co., Exporters	Trebizond, Turkey.
Hochstrasser & Co., Exporters	Samsoun, Turkey.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul	Constantinople, Turkey.
Jaburg Bros., 1 & 3 Worth Street, Importers	New York, U.S.A.
Kabbaz & Co., P. A., Exporters	Aleppo, Turkey.
Keun, Lavino & Co., Exporters	Smyrna, Turkey.
Maghak, Fathalla D., Exporter	Bagdad, Turkey.
Mahokian, A., Exporter	Trebizond, Turkey.
Manachy, Lorenzo Y., Exporter	Aleppo, Turkey.
Pastene & Co, Inc., P., 148-150 Franklin Street	New York, U.S.A.
Reggio, Abel, Importer, 105, Hudson Street	New York, U.S.A.
Reggio & Co., Ant., Exporters	Smyrna, Turkey.
Spathopoulo Frères, P., Exporters	Kerassund, Turkey.
Spencer Importing and Trading Co., Importers, 163 Greenwich Str.	New York, U.S.A.
Tatian, A., Importer, 23 Central St., Room 8	Boston, U.S.A.
The Levant Products Trading Co., Imp., 38-40, W. 32d St.	New York, U.S.A.
United Confectioners Supply Co., Imp., Greenwich St.	New York, U.S.A.
Warde, Naasan & Co., Exporters, (Apricot Stones)	Beirut, Turkey.

Oak (Lumber).

The M. B. Farrin Lumber Co., Exporter	Cincinnati, U.S.A.
The Lamb-Fish Lumber Co., Exporter	Charleston, Miss., U.S.A.

Office Furniture (Steel).

The General Fireproofing Company, 395 Broadway	New York, U.S.A.
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Office Supplies.

Papaspyro, Alexander, Importer, Stadium Str.	Athens, Greece.
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Oils (Lubricating, etc.).

Aliferis, G., Importer, 37 Praxiteleus Street	Athens, Greece.
Audi & Frères S., Importers	Beirut, Turkey.
Baldwin, Theo. A., Importer	Brussa, Turkey.
Brazzafolli, Max, Importer	Mersina, Turkey.
Canzuch, Ferdinand, Importer	Constantinople, Turkey.
Crew-Levick Company, Refiners & Exporters	Philadelphia, U.S.A.
Demaras Bros, Importers, 4 Philellinou Str.	Athens, Greece.
Franghakis, Ant. Ch., Importer	Aleppo, Turkey.
Juda & Salmona, Importers	Salonika, Greece.
Loutfalla, Georges, Importer	Adana, Turkey.
Mattéossian, Leon, Importer, Rue Misk, Péra	Constantinople, Turkey.
Melissinos, Bernard, Importer,	Piraeus, Greece.
Millioris, François, Imp., Nomico Han 23, 24, Galata	Constantinople, Turkey.
Pharaon, Issa, Schoucair & Co., Imp., Mineral Oils	Beirut, Turkey.
Sayeg Frères, Importers	Beirut, Turkey.
Tasartez & Barzilai, Imp., 4 Tohafdj Han, Stamboul	Constantinople, Turkey.
Vacuum Oil Co., Exporters	Rochester, N. Y., U.S.A.

Vacuum Oil Co., Agency	Jaffa, Turkey.
Vacuum Oil Co., Agency	Beirut, Turkey.
Standard Oil Co. of New York	Constantinople, Turkey.
Vafiades, V., Importer	Trebizond, Turkey.
Werner, Albert, Importer, Arabian Han, Galata	Constantinople, Turkey.
Zarifi, L., Exporter, Agopian Han, Galata	Constantinople, Turkey.

Oils Sulphite.

Demaras Bros., Exporters	Athens, Greece.
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Oil Tank Trucks.

Wichita Falls Motor Co., Mfrs. & Exporters	Wichita Falls, Tex., U.S.A.
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Oleo Oil.

Amar & Cie., S., Impr., Validé Sultan Han, Stamboul	Constantinople, Turkey.
Brazzafolli, Max, Importer	Mersina, Turkey.
Canzuch, Ferd., Importer	Constantinople, Turkey.
Cariciopoulo, Marc C., Imp., 12, Ibrahim Rifaat Pacha Han, Galata	Constantinople, Turkey.
Chachaty Bros., Importers	Mersina, Turkey.
Eustathopoulo & Co., N. Imp., Arnopoulo Han, Stamb.	Constantinople, Turkey.
Féradian, K., Importer, Alyanak Han 14 - 15, Stamboul	Constantinople, Turkey.
Frankfort, M., Exporter 200, Produce Exchange	New York, U.S.A.
Fulias & Co., Importers, Omer Abid Han, Galata	Constantinople, Turkey.
Hammer & Hirzel, Impr., Buyuk Yeni Han, Stamboul	Constantinople, Turkey.
Juda & Salmona, Importers	Salonika, Greece.
Klonski, A. H., Importer	Hebron, Turkey.
Millioris, François, Imp., Nomico Han 23, 24, Galata	Constantinople, Turkey.
Molho, Isaac, Importer	Salonika, Greece.
Navarro, Em. Is., Importer	Salonika, Greece.
Pharaon, Issa, Schoucair & Co., Importers	Beirut, Turkey.
Prodromides, K., Importer	Mersina, Turkey.
Sarantis Frères, Imp., 19, 20 Omar Abid Han, Galata	Constantinople, Turkey.
Schiaky, V. & Co., Importers	Salonika, Greece.
Slocum, Avram & Slocum, Exp., 30 Church Street	New York, U.S.A.
Sourlangas Fils, E. N., Importer	Mitylene, Greece.
Suffern & Co., Exporters, 90-96 Wall St.	New York, U.S.A.
Tasartez & Barzilai, Imp., Tohafdjil Han, Stamboul	Constantinople, Turkey.
Tiano, Henri, Importer	Salonika, Greece.
Xanthos, C., Importer	Salonika, Greece.
Zarifi, L., Importer, Agopian Han, Galata	Constantinople, Turkey.
Zelvéian, M. & K. S., Importers	Mersina, Turkey.

Olive Oil for eating and lubrication

Barff, P. G. & Co., Importers	Smyrna, Turkey.
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Olives and Olive Oil.

Chamarakis, E. D., Exporter	Rethymno, Crete, Greece.
Cherry, Louis D., Importer, 52 S. 60th St.	Philadelphia, U.S.A.
Demaras Brothers, Exporters	Athens, Greece.
Fidao & Co., F., Exporters	Smyrna, Turkey.
Hadjopoulos & Sperco, Inc., Importers, 29 Broadway	New York, U.S.A.
Keun, Lavino & Co., Exporters	Smyrna, Turkey.

Pastene & Co., Inc., P., Importers 148-150 Franklin St. . . New York, U.S.A.
 Reggio & Co., Ant., Exporters Smyrna, Turkey.

Opium.

Fidao & Co., F., Exporters Smyrna, Turkey.
 Gulbenkian Bros. & Co., Exp., Gulbenkian Han, Stamb. Constantinople, Turkey.
 Holstein, Herm. A., Exp., Allalemdji Han, Stamboul . Constantinople, Turkey.
 Ihmsen & Cie., Exporters, Rue Findjandjilar Stamboul Constantinople, Turkey.
 Keun, Lavino & Co., Exporters Smyrna, Turkey.
 Megarbané Habib & Fils, Exporters Beirut, Turkey.
 Rappaport, J. M., Importer, 140 Nassau Street, . . . New York, U.S.A.
 Lane, R. W., Exporter Smyrna, Turkey.
 Reggio & Co., Ant., Exporters Smyrna, Turkey.
 Scialom & Cie., Albert, Exporters, Rue Victor Hugo 8 Salonika, Greece.
 Scialom, Fils de Jacob, Exporters Salonika, Greece.
 Topuz, Jean A., Exporter Salonika, Greece.

Oranges.

Arabian, H. A., Exporter, Moustafa Pacha Han, St., . Constantinople, Turkey.

Otto of Roses.

Holstein, Herm. A., Exp., Allalemdji Han, Stamboul . Constantinople, Turkey.
 Ihmsen & Co., Exp., Rue Findjandjilar, Stamboul . . Constantinople, Turkey.

Packers (Furniture).

Psalty, Geo. J., Rue Kabristan Pera Constantinople, Turkey.

Paints Enamels and Varnishes.

Buffalo Specialty Company, Exp., 375 Ellicott St., . Buffalo, N. Y., U.S.A.
 Pecora Paint Co., Manufacturers & Exporters,
 4th & Venango Sts. Philadelphia, U.S.A.

Paper.

Schapira, J. M., Importer, 21 Colocotroni Str. Athens, Greece.

Petroleum.

Canzuch, Ferdinand, F., Importer Constantinople, Turkey.
 Crew-Levick Co., Refiners & Producers, Land Title Bldg. Philadelphia, U.S.A.
 Florian, R., Mgr. Romano-Americana Bucharest, Roumania.
 Kaul, Wilhelm Franz, Importer Afion-KaraHissar, Turkey.
 Lykiardopoulos Fils, A., Importers Mersina, Turkey.
 Philippou, A., Importer Yanina, Greece.
 Standard Oil Co., of New York Constantinople, Turkey.
 Vacuum Oil Co., Exporters Rochester, N. Y. U.S.A.
 Vacuum Oil Co., Importers Beirut, Turkey.
 Vacuum Oil Co., Importers Jaffa, Turkey.

Pitch.

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

Physicians and Dentists.

Brautman, Sylvan, Physician and Dentist Salonika, Greece.

Pianos, Piano Players.

Baldwin Co., The Manufacturers & Exporters Cincinnati, U.S.A.

Pistachio Nuts.

Kabbaz & Co., P. A., Exporters Aleppo, Turkey.

Mégarbané, G. H., Exporter	Aintab, Turkey.
Mégarbané & Fils, Habib, Exporters	Aleppo, Turkey.
Obégi & Cie., Charles, Exporters	Aintab, Turkey.

Pipes (Gas, Water, etc.).

Matteossian, Leon, Importer, Rue Misk, Péra	Constantinople, Turkey.
United States Steel Products Co., Exp., 30 Church St.,	New York, U.S.A.
Werner, Albert, Importer, Arabian Han, Galata	Constantinople, Turkey.

Pipe Tools.

Reed Manufacturing Co., Mfrs. & Exporters	Erie, Pa., U.S.A.
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Playing Cards.

The United States Playing Card Co., Mfrs. & Exp.	Cincinnati, Ohio, U.S.A.
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Plows.

Wood, Walter A., Mov. & Reap. Mach. Co. Mfrs. & Exps., Hoosick Falls, N.Y. U.S.A.	
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Poplar (Lumber).

The M. B. Farrin Lumber Co., Exporter	Cincinnati, U.S.A.
The Lamb-Fish Lumber Co., Exporter	Charleston, Miss., U.S.A.

Poppy Seeds.

Scialom & Co., Albert, Exporters, Rue Victor Hugo 8	Salonika, Greece.
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Printers and Book Machinery.

Matteossian, Vahan H., Importer, Am. Bible House St.,	Constantinople, Turkey.
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Printers and Bookbinders Material and Requisites.

Matteossian, Vahan H., Imp., Am. Bible House, St.,	Constantinople, Turkey.
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Printers.

American Advertising Co., 45 Rue Kabristan, Pera	Constantinople, Turkey.
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Printing and Printers Requisites.

American Press, The, Importers	Beirut, Turkey.
Mann Co., Wm., Exporters 529 Market St	Philadelphia, U.S.A.
American Advertising Co., 45 Rue Kabristan, Pera	Constantinople, Turkey.

Printing Paper.

Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamboul	Constantinople, Turkey.
Matteossian, V. H., Imp., Am. Bible House, Stamboul	Constantinople, Turkey.
Sarantis Frères, Imp., 19-20, Omar Abid Han, Galata	Constantinople, Turkey.

Publishers.

National Credit Corporation, Title & Trust Bldg	Chicago, U.S.A.
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Pulleys and Pressed Metal Shapes.

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

Altizoglou Fils J., Importers	Mersina, Turkey.
Avedissian & Kechichian, Importers	Adana, Turkey.
Flint & Walling Mfg. Co., Exporters	Kendalville, Ind., U.S.A.
Franghakis, Ant. Ch., Importer	Aleppo, Turkey.
Loutfalla, George, Importer	Adana, Turkey.
Matteossian, Leon, Rue Misk, Péra	Constantinople, Turkey.

Melissinos, Bernard, Importer	Piraeus, Greece.
Rumsey & Co., Exporters	Seneca Falls, N.Y., U.S.A.
Southwark Foundry & Machine Co., Mfrs. & Exp.	Philadelphia, U.S.A.

Railroad Repair Shop Equipment.

Niles-Bement-Pond Company, 111 Broadway,	New York, U.S.A.
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Railway Material.

Baldwin Locomotive Works, Mfrs. & Exporters	Philadelphia, U.S.A.
Brill Co., The G. J., Mfrs. & Exporters	Philadelphia, U.S.A.
Essayan & Frères, Hagop, Imp., Sirkedji, Rue Meiva- hoche, 46, Stamboul	Constantinople, Turkey.
Standard Steel Works Co., Tires, Wheels, etc., Morris Bldg.	Philadelphia, U.S.A.
United States Steel Products Co., Mfrs. & Exp., 30 Church St.	New York, U.S.A.
Werner, Albert, Importer, Arabian Han, Galata	Constantinople, Turkey.

Raisins (Sultana).

Fidao, F. & Co., Exporters,	Smyrna, Turkey.
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Razors and Blades.

Gillette Safety Razor	Boston, U.S.A.
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Reapers.

Wood, Walter A., Mov. & Reap. Mach. Co., Mfrs. & Exps.,	Hoosick Falls N.Y. U.S.A.
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Road Making Machinery.

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

Barrett Mfg. Co., Mfrs. Exporters, Morris Bldg.	Philadelphia, U.S.A.
Johns-Manville, H. W., Co., Madison Ave., & 41st. Str.	New York, U.S.A.

Rubber Goods.

Canzuch, Ferdinand, Importer	Constantinople, Turkey.
Hananel, N. B., Importer, Ekbérié Han, Tarakdjilar, Stb.	Constantinople, Turkey.
Hindié Frères, Importers	Aleppo, Turkey.
Orosdi-Back, Etablissements, Importers	Constantinople, Turkey.
Quaker City Rubber Co., Mfrs. & Exp., 629 Market St.,	Philadelphia, U.S.A.
Sevastopoulo, A.D., Imp., Kutchuk Millet Han, 14 Gal.,	Constantinople, Turkey.
Varbetian, L. & L., Importers	Smyrna, Turkey.

Safes.

Audi & Frères, S., Importers	Beirut, Turkey.
Franghakis, Ant. Ch., Importer	Aleppo, Turkey.
York Safe & Lock Co., Mfrs. & Exp., 55 Maiden Lane,	New York, U.S.A.

Saffron.

Scialom & Co., Albert, Exporters, Rue Victor Hugo No 8	Salonika, Greece.
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Saw Mill Machinery.

Farquhar, & Co., A. B., Exp., Cotton Exchange Bldg.	New York, U.S.A.
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Scales.

The Fairbanks Company, Mfrs., Freihafen,	Hamburg, Germany.
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Sesame Seed.

Bozadjian, Mihran, Exporter	Adana, Turkey.
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Eustratiades, Alex. N., Exporter	Smyrna, Turkey.
Filippakis, George Is., Exporter	Adalia, Turkey.
Simeonoglou, Aristides, Exporter	Adana, Turkey.

Sesame Seed Oil.

Naccache & Fils, Ibr., Exporters	Mersina, Turkey.
Zelvian, M. & K. S., Exporters	Mersina, Turkey.

Sewing Machines.

Bourne & Co. (Singer Sewing Machines)	Salonika, Greece.
Bourne & Co. (Singer Sewing Machines)	Athens, Greece.
Kevork Skender, K. & D., Importers	Bagdad, Turkey.
Lambichi, M. E., Importer	Smyrna, Turkey.
Sadullah, R. Levy & Mandil, Imp., Mahmoud Pacha, St.	Constantinople, Turkey.
Singer Sewing Machine Company, Importers	Constantinople, Turkey.
» » » »	Beirut, Turkey.

Shipping & Shipping Agents.

Achaia S. S. Co.,	Patras, Greece.
Alevra, D. G.	Smyrna, Turkey.
Algranti, Victor, Yéni Han, Sirkedji, Stamboul	Constantinople, Turkey.
Archipelago American Steamship Co.	Beirut, Turkey.
» » » »	Constantinople, Turkey.
» » » »	Smyrna, Turkey.
Artus, Jean	Mersina, Turkey.
Chamarakis, E. D.	Rethymno, Crete, Greece.
Chariatis, D. T.,	Salonika, Greece.
Citterich, V.	Salonika, Greece.
Curmusi, Theo. N., (Austro-Americana & Achaia S. S. Co.)	Constantinople, Turkey.
Eliades & Mouka	Smyrna, Turkey.
Farwagi E. & Fils	Jaffa, Turkey.
Fenerdjian, A. M., & Co., 8, 9, Sadekié Han, Stamboul	Constantinople, Turkey.
Filippakis, George Is.	Adalia, Turkey.
"Gradiwo" Société Commerciale par Actions	Varna, Bulgaria.
Canchi, Fratelli	Salonika, Greece.
Ghiolman Bros., Constitution Square	Athens, Greece.
Hancock & Wood	Patras, Greece.
Hochstrasser & Co.	Trebizond, Turkey.
" "	Samsoun, Turkey.
Keller, Theodor E., Mgr. of Fulias & Co.	Athens, Greece.
Kuebler, Jona	Jaffa, Turkey.
Khoury Farra, G. & A.	Beirut, Turkey.
Levante-Kontor, m. b. H., Tchিনি Rihtim Han, Galata	Constantinople, Turkey.
Maulwurf, Ed.,	Salonika, Greece.
Molho, Isaac	Salonika, Greece.
Philippou, A.	Yanina, Greece.
Phostiropoulo Frères	Trebizond, Turkey.
Reppen, Theo., Arabian Han, Galata.	Constantinople, Turkey.
Theodoridi & Co.,	Braila, Roumania.
Vuccino, Camille, Merkez Rihtim Han, Galata	Constantinople, Turkey.

Shipyard Machinery.

Niles-Bement-Pond Company, 111 Broadway	New York, U.S.A.
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Shoe Polish (Polishing Sets, etc.)

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

Silicate of Soda & Heavy Chemicals.

Philadelphia Quartz Co., Exporters, 121 S. 3d St. . . . Philadelphia, U.S.A.

Silk.

Belart-Lanz, J., Exporter, Ihsan Bey Han, Stamboul . . Constantinople, Turkey.

Fulias & Co., Exporters, Omer Abid Han, Galata . . Constantinople, Turkey.

Silk Goods.

Maghak, Fathalla D., Importer Bagdad, Turkey.

Mosseri, Albert, Importer Salonika, Greece.

Silver Ware.

Melki & Menassah, Importers Beirut, Turkey.

Skins, Hides and Furs.

Abdul Kader Pasha El-Khedery, Exporter Bagdad, Turkey

Arsen & Co., Exporters, Gulbenkian Han, Stamboul . . Constantinople, Turkey.

Austro-Oriental Trading Co., Ltd., Exporters Bagdad, Turkey.

Berk, Püttmann & Co., Exporters Bagdad, Turkey.

Beythoum, Jeboury, Exporter Bagdad, Turkey.

Blattner, Andrew Constantinople, Turkey.

Chachaty Frères, Exporters Mersina, Turkey.

Coenca Frères, Exp., 38 Ave. de la Sublime Porte, St. . Constantinople, Turkey.

Essefian, Parsegh G., Exp., Keuprulu Han, Stamboul . . Constantinople, Turkey.

Fresco, Fils d'Aslan, Exporters, Manoukian Han 1-5, Gal. Constantinople, Turkey.

Gelat, Elias Thomas, Exporter (Sheep & Goat) Jerusalem, Turkey.

Hanania, Joseph, Exporter Bagdad, Turkey.

Hecht, Emil, Imp. & Exp., Khorassandji Han, Stamboul Constantinople, Turkey.

Ihmsen & Co., Rue Findjandjilar, Stamboul Constantinople, Turkey.

Kevork Skender, K. & D. Exporters Bagdad, Turkey.

Klonski, A. H., Exporter Hebron, Turkey.

Mahokian, A., Exporter Trebizond, Turkey.

Maissa, M. G., Exporter Salonika, Greece.

Manuelian & Co., H., Exporters Mersina, Turkey.

Maulwurf, Ed., Exporter Salonika, Greece.

Messayeh, Joseph J., Exporter Bagdad, Turkey.

Nemli Zadé Frères, Exporters Trebizond, Turkey.

Rappaport, J. M., Importer, 140 Nassau Street New York, U. S. A.

Roditi A., Exporter, Ekbérié Han, Tarakdjilar, Stam. Constantinople, Turkey.

Serefas, D., Exporter Salonika, Greece.

Sarfati, S. Joseph, Exp., Germania Han, 10, 12, Stamb., Constantinople, Turkey.

Sasoon & Co., David, Exporters Bagdad, Turkey.

Schamasch, Gourgie & Co., Exporters Bagdad, Turkey.

Stone, Timlow & Co., Importers Boston, U.S.A.

Tagger, J. H., Importer & Exporter Jaffa & Jerusalem, Turkey.

Tatian, A., Importer, 23 Central St., Room 8 Boston, U.S.A.

Xanthos, C., Exporter Salonika, Greece.

Soap.

Bensussan, Fils de Samuel J., Importers Salonika, Greece.

Louisville Cotton Oil Co., Mfrs. & Exporters Louisville, Ky., U.S.A.

Modiano Frères & Fils, Isaac, Importers Salonika, Greece.

Procter & Gamble Co., Manufacturers & Exporters . . Cincinnati, U.S.A.

Vimos Brothers, Importers, 29 Nikis Street Athens, Greece.

Starch.

Corn Products Refining Co., National Starch Co., Exp.,	New York, U.S.A.
Errera, Isaac G., Importer	Salonika, Greece.
Fils d'Abram Nahman, Importers	Salonika, Greece.
Modiano, F., & Co.,	Smyrna—Salonika.

Stationery.

Errera & Co., Ltd., Fils de G. A., Importers	Salonika, Greece.
Hassid & Co., A. M., Importers	Salonika, Greece.
Mann Co., Wm., Exporters, 529 Market St.,	Philadelphia, U.S.A.
Matteossian, V. H., Importer, American Bible House, St	Constantinople, Turkey.
Modiano, Frères & Fils, Isaac, Importers	Salonika, Greece.
Siev Bros., Importers	Jerusalem, Turkey.

Steamship Agencies.

Barff, P. G. & Co.	Smyrna, Turkey.
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Steamship Owners.

Theodoridi & Co.	Braila, Roumania.
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Stone Handling Machinery.

Western Wheeled Scraper Co., Mfrs. & Exporters . .	Aurora, Ill., U.S.A.
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Sugar.

Bensussan, Fils de Samuel J., Importers	Salonika, Greece.
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Surgeons Instruments.

Baroody, Mourad, Importer	Beirut, Turkey.
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Suit Hangers.

West Electric Hair Curler Co., Exprs., 45 S. Front St.,	Philadelphia, U.S.A.
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Tanning Materials.

Spike, Clarence H., Importer, 143 Federal St., . . .	Boston, U.S.A.
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Tarpaulins.

Sevastopoulo, A.D., Imp., Kutchuk Millet Han 14, Gal.,	Constantinople, Turkey.
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Telephone Supplies.

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

Timber.

The Commercial Bank of Greece	Athens, Greece.
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Tobacco.

Adamopoulo, A. C., Exporter	Smyrna, Turkey.
American Tobacco Co., Exporters	Smyrna, Turkey.
Coenca Frères, Exp. 38 Ave. de la Sublime Porte, Stamb.	Constantinople, Turkey.
Eustratiades, Alex. N., Exporter	Smyrna, Turkey.
Herzog & Co., M. L., Exporters	Cavalla, Greece.
Macedonian Tobacco Co., The, Exporters	Cavalla, Greece.
Mayer & Co., N., Exporters	Cavalla, Greece.
Oriental Tobacco Trading Co., Exporters	Salonika, Greece.
Pirocacco, Christo, Exporter	Smyrna, Turkey.
Schinasi Bros., Exporters	Cavalla, Greece.
Serefas, Dim., Exporter	Salonika, Greece.
Tatian A., Importer, 23. Central St., Room 8	Boston, U. S. A.
The Turkish Tobacco Export Co., Exporters	Salonika, Greece.
The Levant Products Trading Co., Imp., 38-40, W. 32nd St.	New York, U.S.A.

Toilet Specialities and Preparations.

Baroody, Mourad, Importer Beirut, Turkey.

Tools.

Disston & Sons, Henry, Mfrs. & Exps., P. O. B. 1537 . . Philadelphia, U.S.A.

Mc Caffrey File Co., 5th & Berk Sts., Mfrs. & Exporters Philadelphia, U.S.A.

The Fairbanks Company, Exporters, Freihafen . . . Hamburg, Germany.

Tooth Powder.

Curtis & Brown Mfg. Co., Exprs., 215-217 Fulton St. . . New York, U.S.A.

Travel Bureau.

Bureau of University Travel, 31 Trinity Place . . . Boston, Mass. U.S.A.

Typewriters and Supplies.

Abramovitz, Leon P., Importer, Calea Calarasilior 41 . Bucharest, Roumania.

Cofinas, G. N., (Agts. for Greece "Royal Typewriter Co")

37 Praxiteles Street Athens, Greece.

Hammond Typewriter Co., 69th to 70th Sts, East River New York, U.S.A.

Lambichi, M. E., Importer Smyrna, Turkey.

Monarch Visible Typewriter Co. New York, U.S.A.

Papaspyro, Alexander, Importer, Stadium Street . . . Athens, Greece.

Remington Typewriter Co. New York, U.S.A.

Spike, Clarence H., Exporter 2d Hand Machines, 143

Federal St. Boston, U.S.A.

Umbrellas.

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

Undertakers.

Rubin, Samuel Jerusalem, Turkey.

Valves and Gates.

The Fairbanks Company, Mfrs., Freihafen, . . . Hamburg, Germany.

Varnish.

The General Fireproofing Company, 395 Broadway, New York, U.S.A.

Vegetables (Dried).

Hadjopoulos & Sperco, Inc., Impr., 29 Broadway . . New York, 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., Exprs., Pickhuben, . . . Hamburg, Germany.

Waterproofing Materials.

The General Fireproofing Company, 395 Broadway New York, U.S.A.

Wind Mills.

Flint & Walling Mfg. Co., Exporters Kendalville, Ind., U.S.A.

Schapira, J M., Importer, 21 Colocotroni St. Athens, Greece.

Wines and Liquors.

Audi & Frères, S., Importers Beirut, Turkey.

Barbaresso Brothers, Mfrs. & Exporters Piraeus, Greece.

Bedrossian, Aram N., Imp., Kutchuk Millet Han, Gal., . Constantinople, Turkey

Cambas, André P., Exporter Athens, Greece.

Cofinas, G. N., Importer, 37 Praxiteles Street . . . Athens, Greece.

Enriquez, Clemente, Importer Bagdad, Turkey.

Hellenique Wine & Spirit Co., Exporters	Athens, Greece.
Metaxa, S. & E. & A., Mfrs. & Exporters	Piraeus, Greece.
Pastene & Co., Inc., P., 148-150 Franklin Street, . . .	New York, U.S.A.
Pouris, Milton, Exporter	Piraeus, Greece.
Reggio & Co., Ant., Importers	Smyrna, Turkey.
Sadullah, Robert Levy & Mandil, Impr., Stamboul, . .	Constantinople, Turkey.
Schamasch, Gourgie & Co., Importers	Bagdad, Turkey.
Rotschild, Zalel, Importer & Exporter	Jerusalem, Turkey.

Wire (barbed, plain, etc.).

United States Steel Products Co., Exprs., 30 Church St., .	New York, U.S.A.
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Wool and Mohair.

Abdul Kader Pasha El-Khedery, Exporter	Bagdad, Turkey.
Arsen & Co., A. G., Exprs., Gulbenkian Han, Stamb., .	Constantinople, Turkey.
Asfar & Co., Pressing Factory and Exporters	Bagdad, Turkey.
Austro-Oriental Trading Co., Ltd, Exporters	Bagdad, Turkey.
Berk, Püttmann & Co., Exporters	Bagdad, Turkey.
Chachaty Frères, Exporters	Mersina, Turkey.
Elisha, & Frères, Nessim, Exporter	Bagdad, Turkey.
Fidao, F. & Co., Exporters	Smyrna, Turkey.
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata . .	Constantinople, Turkey.
Gulbenkian Bros. & Co., Exporters, Stamboul	Constantinople, Turkey.
Hadjopoulos & Sperco, Inc., Impr., 29 Broadway, . .	New York, U.S.A.
Hecht, Emil, Exporter, Khorassandji Han, Stamboul .	Constantinople, Turkey.
Hindié, Elias, Exporter	Aleppo, Turkey.
Holstein, Herm. A., Exp., Allalemdji Han, Stamb., . .	Constantinople, Turkey.
Ihmsen & Co., Exprs., Rue Findjandjilar, Stamboul, .	Constantinople, Turkey.
Jeboury, Bethoum, Exporters	Bagdad, Turkey.
Kabbaz & Co., P. A. Exporters	Aleppo, Turkey.
Kaul, Wilhelm Franz, Importer	Afion-Kara Hissar, Turkey.
Keun, Lavino & Co., Exporters	Smyrna, Turkey.
Kevork Skender, K. & D., Exporters	Bagdad, Turkey.
Klonski, A. H., Exporter	Hebron, Turkey.
Marcopoli & Co., V., Exporters	Alexandretta, Turkey.
Manachy, Lorenzo Y., Exporter	Aleppo, Turkey.
Manuelian & Co., H., Exporters	Mersina, Turkey.
Maulwurf, E., Exporter	Salonika, Greece.
Mégarbané & Fils, Habib, Exporters	Aleppo, Turkey.
Mosseri, Albert, Exporter	Salonika, Greece.
Muller, Ch., F., Importer, 29 Apolo Street	Athens, Greece.
Obégi & Co., Charles, Exporters	Aintab, Turkey.
Oriental Skin Co., Exprs., Khorassandji Han, Stamb., .	Constantinople, Turkey.
Rappaport, J. M., Importer, 140 Nassau Street	New York, U.S.A.
Sarfati, Barouh, Exporter	Salonika, Greece.
Sasoon & Co., David, Exporters	Bagdad, Turkey.
Schamasch, Gourgie & Co., Exporters	Bagdad, Turkey.
Serefas, D., Exporter	Salonika, Greece.
Stone, Timlow & Co., Importers	Boston, U.S.A.
Tagger, J. H., Exporter	Jaffa & Jerusalem, Turkey.
Tatian, A., Importer, 23 Central St., Room 8	Boston, U. S. A.
Vimos Brothers, 29 Nikis Street	Athens, Greece.
Warde, Naasan & Co., Exporters	Beirut, Turkey.
Zélveian, M. & K. S., Exporters	Mersina, Turkey.

Woolen Goods.

Elkiatib, Salim, Importer, Elkiatib Han	Constantinople, Turkey.
Muller, Ch., F., Importer, 29 Apolo Street	Athens, Greece.
Schuep & Co. Importers	Aleppo, Turkey.

Woven Wire and Spiral Springs.

The Hard Manufacturing Company	Buffalo, N. Y. U.S.A.
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Individual Members.

Aaronsohn, Aaron, Agricultural Experiment Station	Haifa, Turkey.
Barbaresso, Sp., Manufacturers	Piraeus, Greece.
Barr, Samuel	Piraeus, Greece.
Bishop, Harold E., Mgr. of the Standard Oil Co., for Syria	Alexandretta, Turkey
Bowen, Marcellus, American Bible Society, Stamboul	Constantinople, Turkey.
Brown, J. Wylie, 38, 39 Minerva Han, Galata	Constantinople, Turkey.
Calvert, F. R. J.	Dardanelles, Turkey.
Charalambis, N. M.,	Piraeus, Greece.
Damon, Theron J., Journalist	Constantinople, Turkey.
Davis, D. Alton, Sec'y, Y. M. C. A.	Constantinople, Turkey.
Doucarelis, Aristides M.	Mitylene, Greece.
Efstratiou, Apostolos, English Stores Proprietor	Mitylene, Greece.
Eulambios, N., c/o National Bank of Greece	Athens, Greece.
Heizer, Oscar S., American Consular Service	Trebizonde, Turkey.
Lewis Heck, American Embassy	Constantinople, Turkey.
Hill, Arthur E., Mgr. Standard Oil Co.	Salonika, Greece.
Hodge Hill, Bert, American School of Classified Studies	Athens, Greece.
Jackson, Jesse B., American Consular Service	Aleppo, Turkey.
Jewett, Milo A., American Consular Service	Kehl, Baden, Germany.
Judelsohn, Montefiore, American Consular, Service	Constantinople, Turkey.
Lapin, Aaron	Jaffa, Turkey.
Lapin & Hurwitz	Jaffa, Turkey.
Leavitt, Arthur H., American Embassy	Constantinople, Turkey.
Memminger, Lucien, American Consular Service	Madras, India.
Metaxa, A.,	Piraeus, Greece.
Nathan, Edward I., American Consular Service	Mersina, Turkey.
Odell, Ralph, M., U. S. Commercial Agent	Washington, D.C., U.S.A.
Papafrango, Sp., c/o National Bank of Greece	Athens, Greece.
Peet, W. W., Treasurer, American Missions	Constantinople, Turkey.
Ravndal, G. Bie, American Consular Service	Constantinople, Turkey.
Retsina, Athanas, Manufacturers	Athens, Greece.
Richarz, C., American Consular Service	Bagdad, Turkey.
Supplee, Wm. W., 4102 Walnut St.	Philadelphia, U. S. A.
Thomas, Lucien Irving, Standard Oil Co.	Constantinople, Turkey.
Walker, Archbold, J., Standard Oil Co.	Bourgaz, Bulgaria.
Weddell, Alexander, W., American Consular Service	Athens, Greece.
Whitehouse, Sheldon, Sec. American Legation	Athens, Greece.
Wolfe, Archibald J., 6 St. Charles Place	Brooklyn, N. Y. U.S.A.

Summary of Members by District.

Adalia	1	Jerusalem	20
Adana	5	Kerassund	2
Aden	3	Konia	1
Aintab	2	Mersina	13
Aleppo	11	Mitylene	7
Alexandretta	4	Ordou	1
Afion-Kara-Hissar	1	Patras	6
Athens	36	Persia	1
Austria	2	Piraeus	9
Bagdad	22	Roumania	3
Beirut	30	Salonika	45
Bassorah	3	Samsoun	5
Broussa	1	Smyrna	40
Bulgaria	7	Tarsus	1
Cavalla	4	Trebizond	12
Constantinople	116	United States of America	125
Crete	2	Volo	1
Dardanelles	1	Yanina	2
Germany	6	Other nations	36
Harput	1	Total	588



Members of the American Chamber of Commerce for the Levant may have the name of their firm entered under not more than five different headings in the Classified List of Members in **LEVANT TRADE REVIEW**.

Should changes be desired at any time, please send notice of same to Executive Secretary.



