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Levant Trade Review

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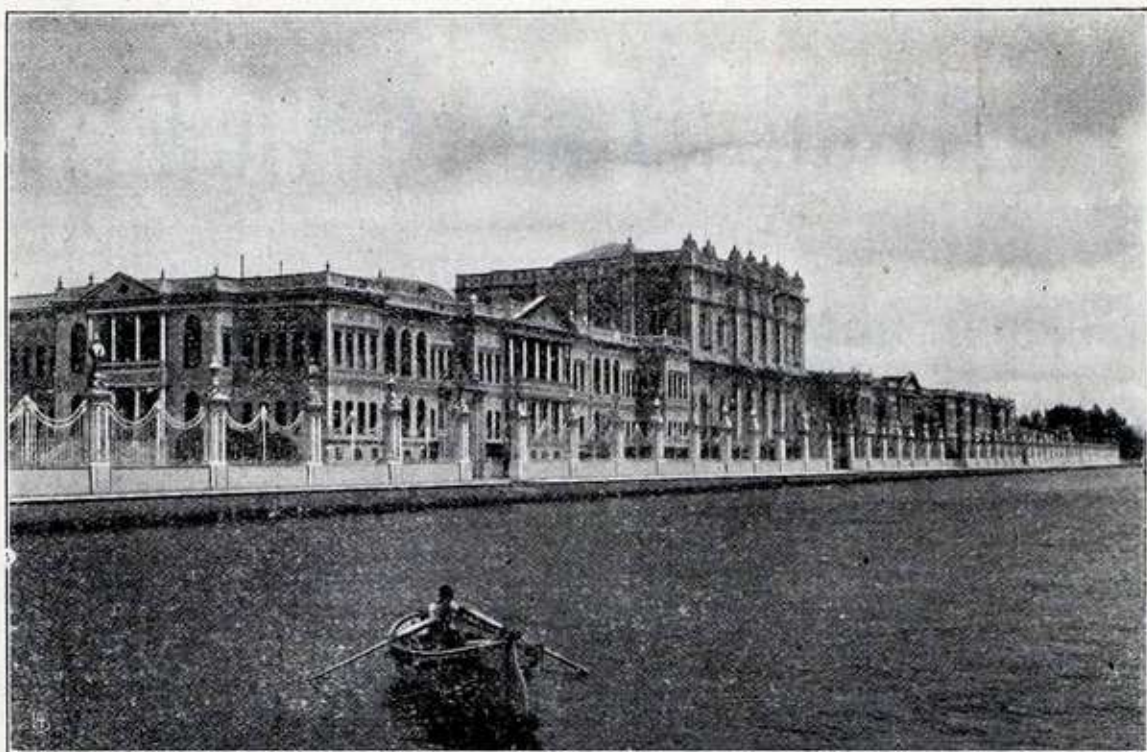
American Chamber of Commerce for Turkey.

Relations entre l'Amérique et la Turquie.

Les relations de l'Amérique avec la Turquie, nous dit Monsieur le Consul Général Ravndal dans un article illustré, intitulé "La Renaissance Ottomane" et ayant paru dans les éditions de Mars et d'Avril de la *Dun's International Review* de New-York, ont été presque invariablement cordiales, et nos avances seront vivement accueillies. Il est spécialement propice, ce me semble, de remémorer par ces temps de bonne augure, un ou deux incidents qui démontrent éloquemment l'amitié qui nous est vouée par les Ottomans. Nos relations avec la Turquie coïncident avec la visite involontaire du Capitaine Bainbridge qui s'était rendu à Constantinople en automne de l'an 1800, à bord de la frégate "George Washington". Il avait été forcé par le Bey d'Alger à qui il avait apporté le tribut annuel, de remettre des présents, et d'accompagner un envoyé spécial au Sultan de Turquie. L'histoire nous dit que le "George Washington" fût le premier vaisseau qui eût jamais déployé le drapeau américain, quoique dans des circonstances peu agréables, devant l'antique cité de Constantinople. Les officiers turcs n'avaient jamais ouï dire des Etats-Unis, mais lorsque finalement ils comprirent que Bainbridge

arrivait du Nouveau Monde que Colomb avait découvert il fût reçu avec beaucoup de déférence et de courtoisie. En effet, le Sultan émit des vœux spécialement propices à l'amitié éventuelle des deux nations, eu égard au fait que le drapeau américain était parsemé d'un champ d'étoiles et le sien orné du croissant, tendant à démontrer, ainsi, qu'il se l'imaginait, une certaine corrélation entre leurs institutions respectives.

Bainbridge s'attira les bonnes grâces du Capitan Pacha, l'amiral turc, et reçut de sa part un firman, qui à son retour à Alger, le protégea contre toute insolence ultérieure de la part du Bey et le mit à même de rendre des services d'une importance notoire aux résidents français, gravement exposés par suite de la déclaration de guerre par Alger à la France. Le Pacha souhaitait ardemment l'envoi d'un Ambassadeur Américain à Constantinople, et la conclusion d'un traité; mais le rappel de Smith, le Ministre en Portugal qui avait aussi pour mission de traiter avec la Porte, empêcha la réalisation de tout projet. De sorte qu'il n'existait pas de traité en règle jusqu'en 1830. Et le fait que la Porte permit à Louis Kossuth de se rendre au commandant de la frégate à vapeur



Sultan's Palace on the Bosphorus.

américaine "Mississippi" à Constantinople en 1851, sur laquelle le patriote hongrois devait émigrer en Amérique, selon les vœux de notre gouvernement, peut être considéré comme une des multiples évidences de bonne volonté envers les Etats-Unis. Le Secrétaire d'Etat Webster, dans ses instructions du 28 Février 1851, au Ministre des Etats-Unis à Constantinople déclarait que, "toute adhésion aux désirs du Gouvernement et du peuple américain en l'occurrence, serait considérée comme une reconnaissance de leur intercession, et comme une démonstration nationale de bon vouloir et d'égards. Avant la guerre civile, nos intérêts dans la Méditerranée n'étaient pas de minime importance. Notre marine marchande était la seconde du monde et notre pavillon flottait sur toutes les mers. Il est inutile de nous entretenir ici-même, des motifs qui réduisirent à néant nos moyens de communication maritime avec l'étranger. Des missionnaires

américains vivent encore ici, et qui vinrent en Syrie à bord de vaisseaux battant nos couleurs nationales. Il existait alors une ligne régulière de navigation américaine qui couvrait le trajet entre Boston et Smyrne. Notre commerce avec le Levant décrût par suite de l'annihilation de notre marine d'outre-mer. Le vide causé par la guerre civile, est encore flagrant dans la Méditerranée; cependant durant la guerre, combien le Gouvernement Ottoman, ne protégea-t-il pas; autant que faire se pouvait, nos intérêts nationaux. Des preuves à l'appui de cette assertion abondent dans la correspondance publiée, entre M. Morris, notre Ministre à Constantinople et l'Honorable Secrétaire d'Etat, M. Seward. Le Sultan Abdul-Aziz et son Cabinet demeurèrent loyaux au Gouvernement Américain pendant toute la durée du conflit, en dépit des courants étrangers hostiles aux Etats-Unis qui prévalaient au palais, et de plus, omnipotents à Constantinople

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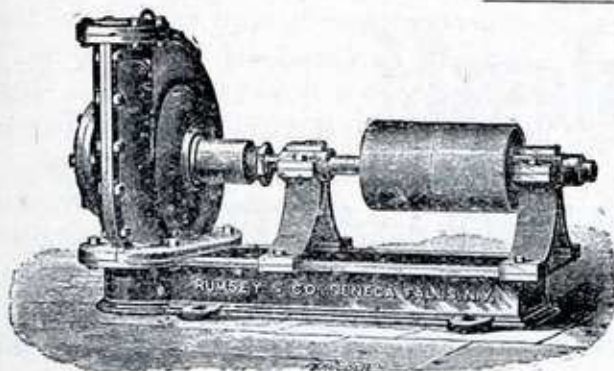


Figure 201

Fig. 201 représente notre POMPE CENTRIFUGE HORIZONTALE. Cette pompe est adaptée spécialement aux travaux d'irrigation. Elle peut être fournie comme dans l'illustration annexée, et mue par une courroie ou montée sur une plaque et attachée directement à un moteur électrique ou machine à gasoline selon désir.

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depuis la fin de la guerre de Crimée. M. Seward, Secrétaire d'Etat, écrivait le 24 Juin 1862 :

"Ce sera à l'honneur du Sultan de Turquie d'être le promoteur de la concession de droits aux Etats-Unis, qui, comme l'on s'y attend, seront bientôt concédés par toutes les autres puissances maritimes". Puis en Septembre 19, 1862, M. Seward disait que "Le Gouvernement Turc a été singulièrement juste et libéral envers nous en cette éventualité; cette action mérite nos ménagements et notre amitié".

Avant de terminer, je parlerai seulement de la visite de l'Amiral Farragut à Constantinople en 1868, troisième occasion où, des bâtiments de guerre américains contrairement aux usages établis par le traité de Paris de 1856, franchirent les Dardanelles, en dépit du fait que pareilles dérogations n'é-

taient permises qu'en faveur de monarches. Dans sa note aux représentants des Puissances signataires du traité de Paris de 1856, Fuad Pacha, Ministre des Affaires Etrangères, établit que, "Sa Majesté Impériale le Sultan, désireuse de témoigner des égards pour la grande République Américaine, et de voir cette magnifique frégate (Franklin) avoir à cet effet et d'une manière tout à fait exceptionnelle, fait droit à la demande".

§

Hartshorn Shade Rollers have captured the Constantinople market and hold it against all competition. The Hartshorn improved self acting shade roller, in addition to its other merits, has the very important one of dispensing with the use of tacks in mounting the shade cloth. Importers in Turkey who do not yet know the

exceptional ingenuity, effectiveness and saleability of this contrivance should address themselves to East Newark, New Jersey.



British Foreign Trade by Parcels Post.—The value of miscellaneous articles exported last year from the United Kingdom by parcels post reached \$31,756,292. This was an increase of \$4,820,730 over the year 1909 and of \$8,175,797 over 1908. The British imports by parcels post aggregated \$7,926,452 in 1910, an increase of \$446,083 over 1909 and of \$583,459 over 1908. — *Typewriter Topics.*



Mighty is the Power of Steel.

An American consul in Turkey not many months ago addressed an inquiry to a leading American export journal for the names of two or three independent American manufacturers of wire nails and barbed wire who were not represented in Turkey. These are articles which are sold in considerable quantities in his district. The reply received by the consul follows:

"We are sorry that we cannot comply with your request for the addresses of two or three "Independent manufacturers and exporters of wire nails and barbed wire who are not represented in Turkey." There are no such concerns.

"There is one source and one source only in the United States for both of the products you mention and that is the export branch of the Steel Trust known as the United States Steel Products Company. There is no other concern in this country that is in a position to ship wire nails for export or is familiar with the export trade in this branch.

"There are independent manufacturers here but their hands are kept more than

full in competition with the trust and none of them as a rule will contemplate any export relations whatever, and if they did would not know how to handle, and could not meet competition. Much the same thing is true of barbed wire. Although it may sometimes have happened that an independent manufacturer in the latter line has made an occasional shipment, yet it was by chance only and there are no independent makers that are in position to take up regularly export relations.

"Very close and intimate associations of the Steel Trust with the European makers keep them fully advised at all times as to European prices and it is pretty generally understood that business is allotted to different supplying nations as tonnage or other requirements may necessitate, and by tacit agreement in what virtually amounts to a world wide Trust."



AN AMERICAN MOTOR ROAD ROLLER is now doing business in Jerusalem.



GEORGE HORTON, Esq., formerly Consul-General in Athens and later Consul in Salonica, has been appointed Consul-General in Smyrna and recently took up his duties as such. The American Chamber of Commerce for Turkey wishes him success and happiness in his new post. We feel assured that American commercial interests in Smyrna will be actively protected and promoted by Mr. Consul-General Horton. The Chamber sincerely appreciates the excellent work along these lines which stands to the credit of Lucien Memminger, Esq., who for nearly a year has been in charge of the American Consulate-General at Smyrna. Mr. Vice Consul-General Memminger's valuable services at the time of the organization of the American Chamber of Commerce for Turkey will always be gratefully remembered by it.

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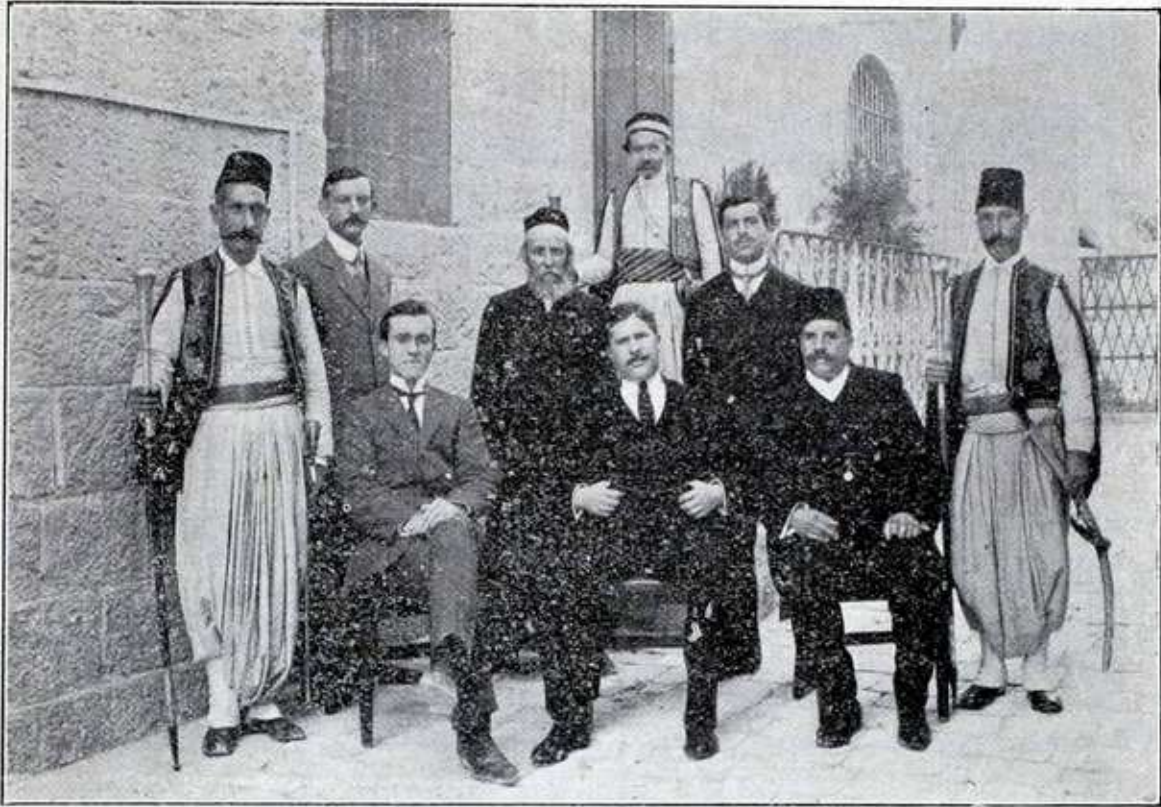
EXAMPLE TO BE FOLLOWED.—American trade has become of much importance in the Near East, as is evidenced by the appearance of the *Levant Trade Review*, a quarterly published by the American Chamber of Commerce for Turkey, recently organized to promote Ottoman-American trade and industries. The first number contains much of interest, and we extend to both the organization and its journal our hearty wishes for their success. The growth and importance of trade with the Far East leads to the hope that a similar organization may be formed to promote trade relations between Asia and the Pacific Coast region. The recent visit of the members of the Associated Chambers of Commerce of the principal Pacific Coast cities to China, which is to be followed next year by a visit of Chinese merchants to the United States, was an excellent step in the right direction; more should follow. —*Mining and Scientific Press*, San Francisco.

§

CHINESE CRUISER TO BE BUILT IN AMERICA.

According to the statement of Commander C. S. Yang of the Chinese cruiser *Hai Shin*, the first Chinese war vessel to be constructed to order in this country is to be built in the New York shipyards at Camden, N. J.—Commander Yang arrived in this country in company with Lieutenant L. Y. Wong and Engineer Commander C. C. Chen, recently to oversee the construction of the cruiser and when it is completed will sail home through the Suez canal. The new vessel will be 20 months in construction, and will be a cruiser of the third class of 2,400 tons.—*Exporters' Review*.

§



Consul Coffin and Personel of American Consulate at Jerusalem.

POULTRY REARING IN TURKEY.—Although Turkish Customs statistics show an export of eggs from the country, the poultry business is very low, and eggs as well as table chickens are of very inferior quality. This fact has been appreciated by the Ottomans themselves, and not only have private persons imported foreign breeds of chickens, but even attempts have been made to organize companies for the breeding of poultry. Here is a chance for American incubators.



METAL CEILINGS OF AMERICAN MANUFACTURE IN AFGHANISTAN.—The Edwards Mfg. Co., Cincinnati, O., has recently shipped a cargo of metal goods to Afghanistan, a large portion of this shipment having been ordered by the Ameer himself. The Ameer Habibullah has just overhauled the royal

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CONSTANTINOPLE.

palace and after looking over several kinds of materials, decided that his royal taste was best suited by metal ceilings made in Cincinnati, Ohio. We understand that every room in the palace at Kabul will have an Edwards pressed ceiling.

Insufficient Postage

Loses Trade.

Carelessness in correspondence is often responsible for the failure of American manufacturers to establish permanent and profitable relations abroad. The sending of letters and packages, the latter consisting of samples, catalogs and circulars, upon which the required postage has not been fully prepaid, may appear a trivial matter, but the practice is annoying and creates a prejudice against American dealers that it is difficult to remove, particularly when the addressee has no knowledge of or acquaintance with the addressor. Consular officers have repeatedly directed our attention to this matter, and have earnestly urged the exercise of greater care in preparing letters for foreign mails. Whether the continued complaints are due to greater carelessness on the part of American correspondents or to the entry into the foreign field of American firms with little experience in export trade need not be discussed.

No doubt in many cases the members of firms, leaving such matters as postage to clerks, actually do not know that so much serious annoyance is caused to their foreign correspondents, and the careless practice is continued. We would suggest that it be made the duty of some responsible person in an office to denote, in the corner of the envelope where stamps are affixed, the amount of postage to be paid on foreign matter. — *Exporter's Review.*

Members of the Chamber are invited to advertise in *Levant Trade Review.*

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Omer-Abet Han, II Etage, No. 19-20 Galata.

SALONICA A. Ménexès, Esq.

Notes from Albania.

Mr. A. Philippou of Janina writes to *Levant Trade Review*:

Janina, the commercial center of an important province of about 500,000 inhabitants and Capital of the vilayet of the same name, is the point of concentration for openings into the interior. Our city suffers greatly from the lack of railroad facilities, uniting it with Europe or Monastir. There was considerable talk about 8 months ago about certain surveys being made by a French company, and should the project be realised, it is to be hoped, that our city will attain great importance in the course of time.

American articles which might be introduced here are textile fabrics and petroleum of which the total consumption amounts to $1\frac{1}{2}$ million francs per year. Intending to dwell on this subject more at length later on, I deem it important to give some statistics as to the origin of the articles in question:

GREY CLOTH: Importation 250,000 Frcs. annually.

SHIRTINGS: Importation 75,000 Frcs. annually.

Countries from which imported:

England 45%; Italy 30%; America 15%; Switzerland 5%; Other countries 5%.

American textile fabrics are sold through Manchester agents and their prices are reckoned per bale of 10 and 12 pieces of 40 yards each. The Italian industry has made great progress here these last years, as well as in Scutari in Albania, the chief reason being the low price and secondly the easy conditions accorded to purchasers.

Prints come almost entirely from Italy, and in view of the breaking off of relations with the last named country, American trade might well compete to advantage in cotton-goods, unbleached and printed, as well as petroleum, the consumption of which is very great as already stated. American business houses have better facilities than any others for supplying the two articles last mentioned and could in

future make great strides without fear of competition on the part of foreign firms.

EXPORTATION TO AMERICA: Our vilayet is in a position to export to the United States chiefly olive-oil, olives, wool, raw sheep and goat skins, cheese, etc., but thus far such articles have been exported almost exclusively to Italy and Trieste.

Without doubt the formation of the new Chamber of Commerce for Turkey will be propitious to the development of relations between the two countries, especially as many articles, such as wool, which is exported to Italy is destined for New York.



GREEK SHIPPING.

The welcome news is being published that the committee of stevedores, headed by Kerim Agha of Salonica, is relenting, and that the boycott of Greek trade and shipping in Turkey which has run its disastrous course for a couple of years has been declared off.

Only a few months ago, the following instructions were posted everywhere in Smyrna.

"Osmanlis!

"The decision of the General Council of the Committee of Boycottage, which we publish in all languages, so that all nations may take notice — Musulmans, Greeks, Armenians and Jews — takes effect to-day.

"We declare that a rigorous boycott shall be practiced against all Greek merchandise; also against those associated in mercantile affairs with Greeks; against merchants who have Greeks in their employ; against those who use Greek merchandise openly and in secret, and against those who frequent Greek cafés or shops.

"The bills of merchants and of commercial houses which do not take into consideration these decisions of the committee will not be accepted.

"The boycott has not come to an end and will never come to an end.

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"And we further declare that large damages will be imposed upon and exacted from those who do not take into consideration and follow faithfully the decisions of the committee."

Greek shipping in the Mediterranean and in the Black Sea has become a factor of high importance and the economic results of the reported abatement of the boycott will be far-reaching. Even the United States of America is affected, as the Greek steamers who formerly used to operate between Constantinople and New York but were obliged by the boycott to discontinue their calls at Turkish ports now may resume their sailings.

The following is an extract from a correspondence from Athens to the Paris edition of the *New York Herald*, dated April 2d, 1911:

In Greece one is perhaps too often discouraged by the amount of energy wasted

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Established 1840

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on the details of political life. The actual time lost in political discussions is unreasonable, at least a third of the day being given over to this unfruitful occupation. But one can easily find reason for changing his opinion of the Greeks by a study of statistics dealing with commerce and industry. I have before me figures relating to shipping which are convincing and which prove the final good sense of the Greeks.

The merchant fleet of Greece was increased in 1910 by fifty-nine vessels propelled by steam, with a total tonnage of 71,000. All were built during the year in England. To-day the Greek merchant fleet can boast of 324 steam vessels of 550,000 tons. This represents a total investment of about 130,000,000 drachmas, for the most part controlled by merchants on the Islands of Cephalonia, Andros, Ithaca and Sira.

There are three direct lines of steamers to America, which make the voyage in about fourteen days from The Piraeus to New York. The vessels are all manned by Greeks, who are excellent sailors, and are sought after, even by the American navy, because of their ability and steadiness.

Here in the Orient they are masters.

Greek shipping statistics for the past thirty five years show that in 1875 Greece possessed only twenty-seven steam vessels, of 8,240 tons. In 1883 the total was only fifty. In 1898, it reached 155: in 1905, 228, and in 1908 the fleet comprised 290 steam vessels of 495,437 tons.

In November, 1906, Lloyd's "Register" published the following statistics:

Nations.	Vessels.	Tonnage.	Population.
England	9,680	17,499,542	35,000,000
Germany	4,806	3,839,375	57,000,000
France	869	1,416,987	39,000,000
Italy	449	903,567	33,000,000
Russia	709	755,350	102,000,000
Austria	327	733,402	48,000,000
Greece	282	482,055	3,000,000

In view of this population, Greece compares favorably with her neighbors, Italy and Austria. Added to her steam vessels, Greece has to-day about 6,000 sailing vessels of all sizes. The importance of the

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Greek sailor and Greek shipping in the Orient and the Black Sea is shown by the fact that in the ports of Russia and Roumania the vessels flying the English flag, although coming first, are followed very closely by the Greeks. During the ten years between 1897 and 1907, at the port of Sulina alone, which lies at the mouth of the Danube, in Roumania, the amount of grain, etc., carried away by vessels of different nations was as follows:

Nations.	Vessels.	Tonnage.
England.	3,963	7,314,906
Greece.	2,425	3,428,331
Turkey.	1,860	526,167
Russia.	1,487	519,562
Austria	1,203	2,005,197

In Oriental waters two-thirds of all steam vessels and four-fifths of all sailing vessels flying the Ottoman flag belong to Greek subjects living in European and Asiatic Turkey.

A daily newspaper in Constantinople, *La Liberté*, under the date of Nov. 18th, 1911, comments as follows upon the reported removal of the boycott:

Le comité organisateur du boycottage anti-hellénique, Kiérin Aga en tête, a décrété hier la cessation de la guerre économique contre la Grèce. Les bateaux hellènes pourront donc toucher notre port comme par le passé et l'importation des marchandises grecques s'effectuer sans aucune entrave.

La fin du boycottage anti-hellénique est justifiée par l'attitude extrêmement correcte observée par le gouvernement de M. Vénizélos dans la question crétoise. M. Vénizélos, qui est un diplomate perspicace et prudent, a fait preuve jusqu'ici dans cette question on ne peut plus délicate, d'un tact et d'un savoir-faire que les hommes d'Etat ottomans se plaisent à reconnaître.

La cessation du boycottage qui sera saluée certainement avec une joie vive par tout le monde en Grèce, ne peut être aussi qu'avantageuse pour le commerce de notre pays.

Avant tout, le boycottage contre les ba-

teaux marchands hellènes avait permis aux autres compagnies de navigation de doubler et de tripler les nolis pour certaines destinations, ce qui constituait une augmentation de frais considérable pour nos exportateurs. Il est naturel qu'avec la réapparition du pavillon hellène dans nos parages, les compagnies rétablissent les tarifs en vigueur avant la déclaration de la guerre économique.

En deuxième lieu, il y a beaucoup de chances pour que la fin du boycottage marque une certaine recrudescence dans nos exportations. La Grèce nous achète tous les ans des quantités appréciables de céréales, poivres, cordages, fenouil, chèvres, moutons, etc. L'augmentation très sensible de nolis à la suite des empêchements mis aux bateaux helléniques de prendre des marchandises dans notre port avait contraint les importateurs grecs à se fournir ailleurs, avec moins de frais.

Ce grave inconvénient disparaissant avec la fin du boycottage, les importateurs grecs trouveront certainement convenance à s'adresser pour les approvisionnements à leurs anciens fournisseurs.

Notons aussi enfin, que les importations de provenance grecque auront comme conséquence la réduction des prix de certains articles que nous achetons surtout à notre voisine. Parmi ces articles figurent, en premier lieu les huiles, les fruits et les légumes, notamment les olives, les citrons et les oranges.

Tous ces produits ont continué, d'ailleurs, nous assure-t-on, à arriver dans notre ville pendant toute la durée du boycottage, avec cette différence qu'ils nous parvenaient par voie détournée, surchargés de tous les frais de transport. Nous les aurons maintenant meilleur marché.

Comme nous l'avons dit, la cessation du boycottage anti-hellénique ne peut être qu'avantageuse, et pour la Grèce et pour la Turquie.

Il est heureux que par leur attitude correcte et sage, les hommes d'Etat d'Athènes nous aient donné la possibilité de prendre cette mesure dont leur pays sera le premier à bénéficier.

A MESSAGE

To the Readers of the Levant Trade Review

In displaying on this page an enlarged picture of our trade mark VICI KID circled by a horse shoe, we desire to fix in your mind the trade mark of the originator of chrome tannage. This was accomplished by Robert H. Foerderer after years of research and experimenting and when successful he called his product VICI KID and registered same in the Patent Office at Washington. We want you to know this was accomplished by him and by him only. Today he has many imitators but no others make nor can they make the KID. We are enterprise of the Review to send the shoe manufacturers those countries are seeking to We want you to of VICI KID your orders. We know that of taste and given a great shoes made of know the leather wears longer and able than any other. Probably you already know these facts as VICI KID is used in every country of the habitable globe but to those who do not know the merits of VICI KID we have entrusted the Levant Trade Review to carry this message. A trial will convince you and will secure us a permanent customer. Made in all grades to suit all requirements in Black and Brown of all the popular shades. Send for a Book of cut samples to the originator and only maker of VICI KID:



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ECONOMIC POLICY of the Young Turks.

(Translated from the *Deutsche Levante Zeitung*).

Although a systematically marked out economic policy for Turkey is only to be looked for from the future, the new regime by its mere existence means an economic program and has desired from the beginning internal peace and progress. The Armenian peasant is protected against the Kurd and the Arab peasant against the thievish Bedouin. The government enforces the law with energy, theft and violence are punished, and protection against the other national evil of the old regime, namely the avarice and arbitrariness of the officials is not less beneficial. The governor and those under and about him are now regularly paid and are neither compelled to, nor do they dare exact more than the lawful taxes from the peasant, who knows to-day that no other will reap what he himself has sown, and as a result of this state of security the country is rapidly developing.

Striving after progress is making itself felt in a thousand of small manifested wants. Let anyone read the debates on the Budget, and the numerous petitions, complaints and interpellations which arose on that occasion, and he will find that each and every economic field energetically demands its own program of development. The practical spirit of the Turk keeps him from making laws for each and everything and from making too quick and summary changes. Administration is more important in a country like Turkey than legislation, as laws without capable officials are worthless. For this reason administrative reform can be called the most

important part of economic legislation in Turkey. Not only in the recently pacified districts, such as Hauran and Yemen, does it create a new order of administration but rather a reform in the administration of the Vilayets, the chief object of all administrative laws being to bring about co-operation of the provinces with the officials of the government and in this way to establish a wholesome decentralization and autonomy. The times are now passed where the entire empire worked for the pockets of the officials and the Sultan and where the provinces had no rights. The new system has already had gratifying results in local industrial enterprises and in the financial policies of the cities. Here a governor pursues the policy of building up forests and there another that of colonization; in short, another spirit is passing through the country.

This decentralization finds its complement in the centralization of the country in another form, namely by the increased facility of communication. The province the farthest away is to be brought near by roads and railways, the administration thereof obtaining the necessary supervision, and trade obtaining new life. It is well known what the Anatolian railway means for agriculture in the country, and the new Armenian railway will open up its mineral wealth. If administrative reform creates the organs and the spirit for many-sided individual work throughout the country, the policy of establishing and improving the means of communication and traffic will facilitate development through the huge enterprises which represent the real field of work of the central powers. What is generally called the economic program of the Young Turkish Go-

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vernment is the tentative program which the Minister of Public Works published in 1909. He promised to build 9,000 km. of railroads in addition to the 6,000 which Turkey already has, and 30,000 km. of highways and a large number of harbors. To the strategic point of view which prevailed in the railroad policy of the old regime, the economic is combined so that a series of large and systematically thought out projects emanated from both.

When one considers, however, what the Government has thus far done, with the exceptions of the closing up of the Bagdad agreement and the building of lines already begun under the Hamidian regime, one is disappointed. A large agreement has been closed with the Rouvier group for the building of roads, and the carrying out of the great northern Anatolian railroad system has been begun by the credit for the line Samsoun-Sivas and the discussion of the Chester project. As is known, a preparatory agreement for 2,000 km. of new railroads in Macedonia, Old Serbia, Albania and Asia Minor has recently been signed with the Regie générale des chemins de fer. With this the development of Turkish railway communication advances doubtlessly a good bit, although all these enterprises which are very incomplete, advance very slowly. The hesitating circumspectness of the government in such matters is also in no small degree to blame that no program has been found for the creation of new sources of income. The peasant, the chief tax-payer in the agricultural districts, is loaded down enough, the Custom rates have been more or less tied up by international treaties, and as the people have all they want of



Mahmud Shevket Pasha,

Turkish Minister of War, Defender of the Ottoman Constitution.

monopolies, they hope, if we except a few uncertain schemes, an increase in the sources of income in augmenting the general prosperity of the country. Nevertheless, up to the present time, the receipts are far behind the increase of expenditures and the fatal system of deficit loans is in vogue.

This situation, together with the poverty of the government and the lack of capital, combined with the absence of technical ability and experience, compels the Turk more than ever to co-operate with the foreigner, and after some vacillation, this has taken a form which is equally advantageous to both parties concerned. A compromise was made with the Ottoman Bank and laws for a

system of public accounts were prepared, of which the branches of this bank became the organs. The institution which is directed in London and Paris has been linked more solidly into the Turkish governmental system.

In a similar way they have learned to operate in other fields. The foreigner is not frightened away; on the contrary, laws are being made for the mobilization of real estate, which have a tendency to draw in European capital and European skill. Only their work is made to serve the Turkish governmental idea, and not one iota of its rights is sacrificed. In this regard Turkish railroad policy is most characteristic. In place of the kilometer guarantee which has been so

much contested, which one-sidedly is a burden to the State and frees the contractor from all care as to the earning capacity of the enterprise, a complicated system of reciprocity between the State and the contractor has been introduced. The Turks also understand to make a distinction in the treatment of the foreigner, as they cause no difficulty to the importation of articles of foreign manufacture, in the correct view that the Turkish Empire is essentially an agricultural country and in need of importation from abroad, but take on the other hand a strong stand against the tobacco regie, deprecating that foreigners should rule the most important industry of the country. It is a clever and prudent nationalism that Turkey to-day professes.

For this reason, with a few exceptions, foreigners take pleasure in co-operating in the reorganization and economic uplifting of the country. They not only built her railroads, but are developing for her new regions. The territory which Europe took away from the Sultans in wars, is now being returned to Young Turkey in the plain of Konia, in the Cilician plain and probably very soon in Mesopotamia, where in many square miles, which are being torn from the swamp and the desert, new fruit and new inhabitants will grow.



Dairying in the East.

The exceedingly backward state of the cattle business and of the dairy industry in Turkey is referred to in a recent article in the *Revue Commerciale du Levant*, published by the French Chamber of Commerce in

Constantinople, from which the following items of information have been culled :

The breed, which is rustic and not bad, if treated properly and improved by well-chosen bulls imported from abroad, is degenerating rapidly, owing chiefly to scanty feeding and little or no choice in the selection of the animals destined to propagate the breed. The deterioration has gone to such an extent in certain localities, that the cows are not larger than large goats.

With the exception of those used for furnishing milk for the large cities, the cattle are left outdoors the entire year, and although they have abundant fodder in the spring and in the fall, it is far from sufficient in summer and very scanty in winter. In severe winters, like the last, the animals had to be kept indoors, but as the fodder supply was insufficient, they died of hunger in great numbers. The consequence was that the price of meat greatly increased last spring.

As the breeding generally takes place by hazard, the males destined to propagate the race are of a very inferior quality. Cows, which with proper care might easily be made to yield 7—8 okes of milk a day now hardly yield more than 3—4 okes a day on an average. The Muslim emigrants from Bulgaria, however, who know how to take care of their cattle, have much superior animals and attain much better results than their countrymen.

Another thing is that there is very little natural pasturage in Turkey and proprietors sell their entire hay, leaving nothing for their own cattle in winter.

The same facts apply to sheep, of which as many as 50—60% died in some places last winter from lack of fodder.

For this reason milk is scarce and consequently exceedingly expensive, and the greater part of the butter used at Constantinople has to be imported. Milk is sold at the exorbitant price of 2 $\frac{1}{4}$ to 3 piasters per oke and with the steadily increasing cost of living it may be expected to increase to a still greater extent.



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SALONIKI — TURKEY.

The cows furnishing the milk of Constantinople are of Crimean origin and are kept continually in the stable, quite the opposite of the cattle in the remoter regions. They receive daily 8 kg. hay; 3 kg. cut straw and 5 kg. fine bran. The bran is mixed with the cut straw.

These Russian cows produce $5\frac{1}{2}$ —41 okes of milk daily, which is very little, and live from but 3—6 years, according to the care they receive. A cow of this description formerly cost 14-16 Ltq, but at present the price is 24-30 Ltq.

It is not surprising with the high prices of these animals, their short-livedness, expensive wages and the frequent ravages of the bovine plague which has at times swept away 90% of all animals on hand, that the profits realized on the sale of milk are not very great. Apart from all this the question arises, "Is this high-priced milk we receive pure?" And even admitting that there may be honest dealers enough, who only sell pure milk, "Does it reach its destination unadulterated?" The entire absence of all municipal control in this matter makes an answer in the affirmative difficult. In addition to this, the entire absence of cleanliness in the shops of milkdealers and the superficial way in which they wash their cans and other utensils is another reason which should induce people to seek to procure their milk from another quarter.

It would seem, in view of the above, that American manufacturers of canned milk, evaporated milk and cream, etc. should bestir themselves in taking advantage of the above mentioned conditions. As regards condensed milk, it is being imported annually to Constantinople to the extent of some 2,500 cases of 48 boxes each, each box containing 1 lb. of condensed milk. The case delivered in Constantinople costs the importer from \$ 4.01 to \$4.62. In the Capital as well as elsewhere in Turkey the consumption of condensed milk is on the increase. It is thought that

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American manufacturers could easily compete with the Swiss and Anglo-Swiss brands thus far introduced. Evaporated milk and cream are as yet entirely unknown in Turkey.

What has been said about the scarcity and expensiveness of milk in Turkey applies equally to butter, the greater part of which is imported from Europe.

The best salted butter comes from Cork, Ireland. It is bought at 24 cts per lb. in 14 lb. tin cans. When bought in kegs of 56 lbs. the price is 22 cts per lb. To these prices 15-16% expenses to Constantinople must be added. Unadulterated fresh table butter is imported from Europe and is sold here on trial at exorbitant prices, the chief brands being the German, the Hungarian and the French.

It is thought that in view of these facts, which apply almost equally well

to the other large commercial cities of the Empire, there are excellent opportunities for American creameries in Turkey, the success of which would be assured. The Honorable G. Bie Ravndal, when Consul-General at Beirut, called attention to this fact in a communication addressed to the Department of State, and which is published in the Monthly Consular and Trade Reports for 1908. Among other things he makes mention of the following suggestions addressed to him by a prominent American of that city, which have his approval:

I would like to call your attention to the great opportunity of operating an up-to-date dairy-plant in this region. If an American firm could be persuaded to establish a dairy and creamery fitted up with the latest appliances in central Syria (the Bekaa plain), I believe the venture would be successful from the beginning. It could supply the cities of Damascus and Beirut

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with milk, cream, butter and cheese. There are many institutions, colleges, convents, hospitals, tourists' hotels, etc., which would undoubtedly purchase the products of such a concern. At present, you know, the butter supply is insufficient, and in addition to that imported from Denmark or Italy there is a further strong demand for a high quality of not only butter, but also other dairy products of local origin. Here is a promising field for an enterprising American company.

The Hon. Geo. H. Anderson, Consul-General at Hongkong, expresses similar views in a report published in N° 250 (Oct. 25, 1911) of the *Daily Consular and Trade Reports*. He confirms his views by citing the instance of the Dairy Farm Co., Ltd., of Hongkong, which is now paying 18% on the investment. This institution was founded 25 years ago and was originally philanthropic. In this article he states:

The two main difficulties to overcome were lack of proper food and disease. The former has been solved by growing what is known as Guinea grass — a wholesome green grass grown on the island and used as part ration — and by importing all other food. Disease has been avoided by stall feeding the animals and quarantining them from the outside world. The herd now consists of over 450 head of Ayrshires, Holsteins, and Jerseys of the best milking strain.

§

AMERICAN TRADE IN PERSIA. — John Tyler, Esq., American Consular Agent at Teheran, writes to *Levant Trade Review*:

"The export trade of Persia with the United States has greatly increased during the last three years, especially in carpets, and the upward tendency is on the increase.

"The imports from America are, however, very small. Persian merchants look upon America as being outside the limits of profitable enterprise, and are consequently afraid to risk investments. We hope, however, that this shyness will pass away."

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Tripoli-in-Barbary	- -	ALFREDO NUNES VAIS

TURKISH MINERAL RESOURCES.—Hugh Whittall, Esq., Fellow Geological Society and Member of Institute of Mining and Metallurgy (both of London), writes to *Levant Trade Review* that "commercially valuable mineral deposits in Turkey are comparatively few and far between. The important mines known and being worked to-day are the following:

"Argana Copper Mine
Sultan Tchair Borocite Mines
Bahlia Lead Mine
Thassos Calamine Mines
Whittall & Abbott Emery Mines
Karaburny Mercury Mines
Heraclea Coal Mines."

§

AMERICAN COAL FOR EGYPT.—A correspondent informs us that an order for American coal has been

placed for the Egyptian State Railways, which was a surprise to British colliery owners.

§

ANENT DIRECT STEAMSHIP COMMUNICATIONS.—E. Mattievich, Esq., writes from Batum to *Levant Trade Review*: For export of licorice root to United States, special steamers are always chartered to carry it and this is also the case of manganese ore, when a sufficient quantity is on hand. In addition to these, other articles of export to the United States from that port, such as wool, lucern seed, etc. are being sent for transshipment at various European ports. Seeds are now carried from Batum to Germany to be distributed from there to various American ports. It seems certain that a profitable trade could be built up to the advantage of everyone

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concerned by the establishment of direct steamship connection between this part of the world and the United States.

§

ITALIAN TRADE IN TURKEY.— The following notice has been received by American shippers to Turkish ports from the shipping companies engaged in the trade: "We beg to inform you that we have received information to the effect that the Turkish Customs' authorities are imposing a duty of 100 per cent ad valorem on importations of Italian merchandise into Turkey on and after Nov. 1, and that certificates of origin will be required for all goods shipped to Turkish ports from any other European country to secure application of the normal duties. The certificates, which may be endorsed on invoices, must state the country of production or manufacture of the goods, and must be attested by the Chamber of Commerce for the Mayor of the town."

§

The Reviviscence of Babylonia.

We find in *The Near East* of Nov. 15, 1911, the following comment upon Sir William Willcocks' latest published report on "The Irrigation of Mesopotamia." The illustration herewith has been obtained from *The Illustrated London News*, to which we are indebted for a courtesy which is greatly appreciated.

THE REVIVISCENCE OF BABYLONIA.

Until quite recently we were accustomed to think of ancient Babylonia as a land which, if not actually "flowing with milk and honey," was at least literally covered with corn-fields and orchards—"one wide-

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**Représentants pour la Turquie: E. & J. SPRINGER Frères
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stretching field of splendour and blooming garden," as a famous German archæologist phrased it. Its principal cities, too, were long thought worthy of comparison in point of size and magnificence with those of modern times. These conceptions were based, of course, upon the accounts of early historians and the descriptions of the ruins brought home by travellers, explorers, and excavators, chiefly of the last century. In accepting these worthies' views, we forgot that the historians were, so to say, mere children standing upon the threshold of civilisation, and prone, childlike, to exaggerate, however unconsciously; and that the explorers and excavators, filled with a very natural enthusiasm, and necessarily lacking that knowledge which can come only from the comparison of numerous descriptions and varying

theories, were hardly reliable guides. Recent discoveries, such as those made by the Germans at Hilla and the Americans at Nippur, serve to show that we must certainly modify our views and adjust our conceptions by a truer scale. Professor Koldewey and his co-workers, for instance, have reduced the size of Babylon to quite modest proportions, and have shown us that its palaces and buildings, though doubtless very magnificent at the time of their construction, would cut but a poor figure amongst the buildings of to-day. And similarly it appears very doubtful if Babylonia, despite its extraordinary fertile soil and its undoubtedly elaborate system of canals, was ever quite such a corn-field-cum-orchard as it has been represented by the enthusiasts. One suspects that there must have been many a patch of wilderness amidst

the verdure of the "blooming garden," and many a stretch of uncultivated land even along the banks of some of the canals themselves. Is there not still in existence the letter of a certain Babylonian official who, being stationed in a village "*on the canal Bitimsikirim*," writes to his friends complaining that there is nothing fit to eat in the place? This hardly suggests orchards and cornfields in abundance.

THE REAL BABYLONIA.

It has seemed advisable to enter some protest against hyperbolic statements of the kind indicated above because so many writers—tempted, doubtless, to draw the strongest possible contrast between the past and present condition of the country—have been led into gross exaggeration on the subject. As a matter of fact, hyperbole is quite uncalled for in this case. Even if the present writer's view be correct, Babylonia was still a remarkably fortunate country from the agriculturist's point of view, and it was undoubtedly very highly developed, as it is now admittedly badly neglected. The point is that with such a wonderfully fertile soil, and such an abundance of water available for irrigation, there should be no barren patches at all; and such as there were in the old days owed their existence no doubt to lack of security and an insufficient supply of labour. Given reasonable security and plentiful labour, the land to-day could be converted *literally* into what the enthusiastic German quoted above would have us believe it was in the days of its former greatness. That is precisely what Sir William Willcocks wishes to do, and what he is quite confident could be done. In his "Report on the Irrigation of Mesopotamia"

he tells us in detail how he would do it, at what cost, and what interest he anticipates his scheme would return upon the outlay involved.

A VAST SCHEME INDEED.

We need not here enter into any detailed consideration of the technical aspects of the scheme, which will doubtless be dealt with in a separate article. The mere facts that Sir William estimates the total cost of the works he recommends at over £29,000,000, that he puts the area of land commanded at, roughly, a million and a-half hectares, and values it (on the basis of fourteen years' purchase) at £100,980,000, will seem to give some idea of the vastness of the scheme. But to the average reader Sir William's name will be sufficient guarantee that it is a feasible and practical one, and what he will be most concerned to know is what changes its execution would bring about in a region in which Englishmen are—or ought to be—more interested than any other people save the Arabs and Turks.

A PARCHED AND THIRSTY LAND.

The main problem to be faced by the irrigation engineer in Mesopotamia is, of course, the prevention of floods and the utilisation of the waters of both Tigris and Euphrates for the irrigation of the land to the best advantage. The question of navigation has also to be considered. At present much of the country is flooded during the winter and early spring, and most of it is parched and baked throughout the rest of the year. We have, in fact, the melancholy sight of—two mighty rivers flowing between deserts to waste themselves in the sea for nine months in the year, and desolating everything in their way during the remaining

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three. No effort that Turkey can make can be too great to roll away the reproach of these parched and weary lands, whose cry ascends to heaven.

This is pitifully true, as anyone who knows the country must admit. And it must be borne in mind that steps taken to remove the curse of the drought will also tend to minimise and eventually eliminate entirely the evil of the floods.

WHAT IS REQUIRED.

Naturally, the report does not suggest that all the works recommended to be undertaken should be commenced at once. Sir William Willcocks divides his scheme into a number of sections, some of which may be regarded as urgent, while others can afford to wait. He says:—

All the Mesopotamian rivers are liable to very heavy and sudden floods capable of inundating the country, and all irrigation schemes must take count of this factor and provide against it. The natural way is to follow the practice of the ancient Egyptian and Babylonian engineers, and to confine our attention to one bank of each river and to insure that bank against inundation. The floods will be allowed to waste their energies on the other bank. As years go on and the escapes for the river are improved and the banks solidified, it will be possible to begin work on the other bank of each river, but not to-day. Keeping these considerations before me, I have chosen those areas for irrigation which can be most profitably provided with water, and at the same time insured against inundation. In their order of importance the tracts may be thus classified:—
A. The country lying between Feluja and Bagdad on the north and Babylon and Baghaila on the south. B. The Hai branch of the Tigris. C. The country between Basra and Zobeir. D. The Hindia branch of the Euphrates. E. The country between Beled and Bagdad on the right bank of the Tigris. F. The Nahrwan canal.

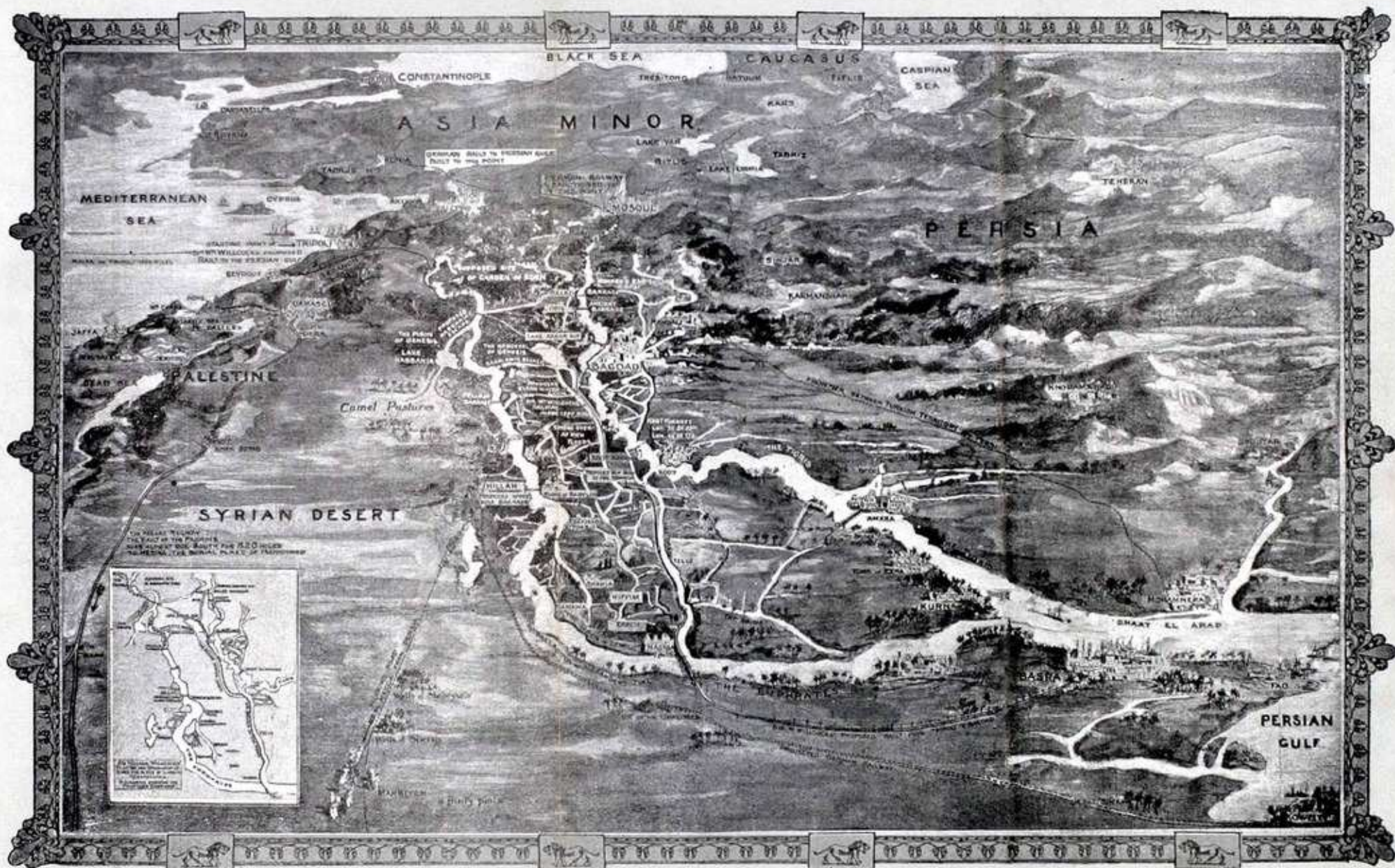
AND HOW TO OBTAIN IT.

The projects for meeting the requirements of these tracts consists in providing for the floods on both the Euphrates and the Tigris; barrages and canals in selected positions; provision for drainage, forests, and escapes; the conservation of navigation on the Tigris until railway communication is provided; and an important scheme for reclaiming much of the marshes near Basrah. Details of each project, with cost, etc., are contained in the report, but for the reason already given we need not go into them here. Indeed, without the aid of maps and diagrams it would be almost impossible to do justice to the subject. It must suffice, therefore, to say that it is dealt with most thoroughly in the report, and that Sir William Willcocks sets out his case so clearly that it is a comparatively easy matter for even the reader unlearned in engineering to follow his arguments. To one who knows the country well the book is quite fascinating reading, and to anyone possessing imagination enough, to picture the country as it has been, as it is, and as Sir William sees it in his mind's eye the story it tells is as interesting as any romance, and far more stimulating.



RAILWAY EXTENSION IN THE CAUCASUS.

—We read in a consular and trade report of the proposed extension of the Vladikavkas Railway. The stockholders propose to construct several new branch and additional lines, provided the purchase of the railway by the State is postponed for a period of 12 years.



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Association des Fabricants Américains pour l'Exportation.

Nous traduisons ce qui suit de l'*American Exporter* de New York:

Il est de tout intérêt de montrer avec évidence l'attention sans précédent, que les fabricants américains prêtent à la branche commerciale d'exportation, et de noter de quelle heureuse façon a été fondée (pour la première fois dans les annales de notre histoire) une association d'industriels intéressés à l'exportation. Leur première assemblée eut lieu il y a presque un an, et la seconde assemblée annuelle de l'*American Exporters' Association* fut tenue le 25 et 26 septembre de l'année courante. Après une session de deux jours l'assemblée se termina le 26 septembre par un banquet à l'Hôtel Astor, auquel prirent

part 236 délégués et convives. Ce qui contrastait clairement avec le dîner de l'année passée, où 18 personnes seulement avaient fait acte de présence. Cette association est composée de soixante-dix industriels américains, qui la plupart exportent considérablement leurs produits, et dont plusieurs se sont engagés à exporter pour un temps illimité. Le but des membres dirigeants de l'association est de limiter la qualité de membre aux fabricants dont le chiffre d'affaires d'exportation est considérable. Des plaintes ont été formulées de l'étranger en maintes occurrences, contre certains industriels de ce pays qui s'intéressent à l'exportation lorsque leur propre marché est calme, et qui, après les efforts de leur clients et agents étrangers pour leur ouvrir un débouché, perdent tout intérêt et annihilent toute transaction commer-

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PHILADELPHIA - U. S. AMERICA

ciale. L'association ne désire pas de tels fabricants parmi ses membres ; car c'est une affaire on ne peut plus sérieuse et la qualité de membre ne doit pas être dévolue que sur de sérieux fabricants d'exportation.

Le conseil des membres dirigeants est intégralement composé de directeurs d'exportation de grandes firmes américaines, et qui ont tous été longtemps en contact avec les branches d'exportation de leurs fabriques. Ce sont des gens d'expérience dotés de plans pratiques, et doués de toutes les conditions indispensables au bon fonctionnement de leur association.

THE ONION OF EGYPT differs from that grown in other Mediterranean countries in that it possesses better keeping qualities. It is much harder than the Valencia onion, and is known as a bag onion, whereas the Spanish is classed as a crate onion, writes Consul D. R. Birch from Alexandria. The value of an Egyptian onion as an article of export is, however, principally due to the fact that the Egyptian crop is an earlier one. The season opens here at the beginning of March and ends the latter part of May, and during this time Egypt supplies the markets of the world. This is two to three months earlier than that of Spain, the next of the world's onion crops, to mature, and some time previous to the ripening of the Texas crop, hence the American demand for the Egyptian onion. The trade for all onions grown in Mediterranean countries is largely governed by the Liverpool market, to which a large part of the crop is sent. In 1910 the export of onions from Egypt was 1,657,252 bags of 50 kilos (kilo—2.2 pounds), an in-

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crease of 237,000 bags over the exportation of the previous year. Last year the American direct sales were 71,000 bags for the entire season, ending in June. The American sales to May 10 already surpass the 1910 total, having reached 74,056 bags. Up to the same date last year the exportation to United States was 41,452 bags. The latter figures are taken from consular invoices of shipments from Alexandria to the United States, but it is known that many onions from Egypt are purchased by American houses direct from Liverpool after their arrival upon that market. The present price of onions at the receiving station at Alexandria is \$2 the cantar of 295 pounds.

5

Nous invitons nos membres à faire figurer des annonces dans la *Levant Trade Review*.

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Importer and Exporter

Import matches, soap, tea, rope, hemp, paraffine wax, pepper etc. and export all kinds of Oriental products except cereals.

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Les Automobiles Américaines.

Les automobiles américaines sont mises à l'épreuve d'une manière satisfaisante en Turquie, où une trentaine de machines ont été placées durant l'année passée. La marque la plus en vogue est une machine peu coûteuse, vendue par la Ford Motor Co. de Detroit. Cette automobile est actuellement introduite dans l'armée ottomane. Un échantillon a été envoyé tout récemment par le Ministère de la Guerre à Adrianople, à titre d'essai.

Pendant les neuf mois (jusqu'à fin septembre) les Etats-Unis d'Amérique ont importé de France, d'Allemagne, d'Angleterre et d'Italie 670 automobiles estimées à \$1,450,222, contre 809 automobiles estimées à \$1,623,140 pour la période correspondante de 1910. Le nombre d'automobiles de provenance américaine exportées

pendant les neuf premiers mois de 1911 est de 11,244, estimées à \$11,565,034, contre 6,472, estimées à \$8,874,066 dans la même période de 1910, et 3,426, estimées à \$5,481,707 dans la période correspondante de 1909. Le plus grand nombre durant les neuf mois de 1911 a été exporté au Canada, 4,107 machines, comparées à 2,563, exportées en Angleterre et Irlande, 352 en France, et 884 aux autres pays d'Europe, cependant que des expéditions eurent lieu pour le Mexique, les Indes Occidentales et maints pays de l'Amérique du Sud, de l'Asie, de l'Océanie et de l'Afrique.

§

TRADE WITH GREECE. — Trade in Greece is on the increase. The foreign commerce aggregates about \$50,000,000 annually, of which \$3,000,000 goes to the United States. A department of agriculture and commerce has been organized to assist in promoting trade and to take steps to develop the agricultural resources of the country and quantities of American agricultural machinery are being shipped into this district. The partiality of the Greek people for the United States is quite natural and springs from the fact that there are a large number of Greeks in America, and it has been computed that \$5,000,000 is sent home to Greece every year by her countrymen in America.—*Suffern's Quarterly and Foreign Trade Journal*, New York.

§

"LEVANT TRADE REVIEW", N° 2, was printed as covering the November quarter of 1911. It should have been the September quarter. Our N° 4 will be printed on or about March 31, 1912.

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COMMERCE AND INDUSTRIES OF ROUMANIA.

(Extract from a Consular Report of Consul General ROLAND B. HARVEY, Bucharest.)

Roumania's prosperity varies with the success or failure of its crops, and 1910 was an exceedingly good agricultural year. The Roumanian statistics separate the summer from the winter crops in the Government reports; the summer crops include wheat, rye, barley, oats, rapeseed and linseed. The general average for these crops in 1910 exceeded that of the last 10 years, and in regard to wheat, the most valuable of Roumania's grain exports, the production per acre exceeded even that of 1906, which up to 1910 had been the banner year.

The Roumanian summer crops for 1910 were as follows, in bushels:

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 ASIA MINOR.

Wheat, 110,733,197; rye, 6,882,837; barley, 29,451,409; oats, 29,639,906; rapeseed, 3,934,609; linseed, 360,860.

All the crops for 1910 were considered good. The rapeseed and linseed crops were the largest ever harvested in Roumania. Of the winter crops, maize or corn is by far the most important, it being the staple food of the Roumanian peasant. In 1910 the Roumanian corn crop amounted to 103,639,655 bushels. This was considered a most excellent crop, surpassing as it did by 24,338,200 bushels, or 30.75%, the average crop of the five years 1905-1909, and by 32.34% that of 1909. Roumania's crop was exceeded only by that of the United States, Hungary, Argentina and India, and in Europe, Roumania was exceeded by Hungary alone.

EXPORTS OF CEREALS IN 1909 AND 1910.—The quantity and value of Roumania's cereal exports in 1909 were as follows:

Articles.	Quantity.	Value.
	Tons.	
Wheat	787,200	\$27,168,096
Rye... ..	49,738	1,485,208
Corn... ..	811,621	19,023,860
Barley		
Winter... ..	1,563	42,586
Other	157,570	3,573,101
Oats	64,349	1,369,288
Millet.	24,850	474,398
Rice:		
Cleaned	210	11,078
Broken	109	3,821
Flour, wheat ...	16,897	799,019
Emmer	41,393	239,457
Bran... ..	15,976	195,865
Other cereals ...	1,167	23,554
Total	1,942,643	\$54,409,331

Of its total area of 324,573,265 acres, Roumania has 14,915,835 acres under

cultivation, of which amount 85 % is devoted to cereals, 32.27 % to wheat, 32.91 % to corn and 19.82 % to other cereals. Its wheat crop in 1910 represented a value of \$97,157,763 and its corn crop \$57,039,073, being 38.08% and 22.05 %, respectively of the value of its total crops.

As a result of this, prosperity reigns and farmers have not only been able to pay off their old debts, but have been able to purchase new and more improved implements and machinery. Banks have more capitals to lend, and native and foreign capitalists have enjoyed an increase in their investments. Five large banking houses of Bucharest have seen their invested capital increase by nearly \$5,000,000, and ten new savings banks have been established.

Animal and fruit products are becoming more and more in demand in Roumania and are consequently decreasing in numbers and becoming more expensive. During the last 10 years the total number of cattle has decreased 20 %. It would look as if Roumania would soon become a market for foreign meats and cattle.

Wood and lumber is one of the largest industries of Roumania, which has some 6,935,120 acres of forest land. The exports of lumber in 1909 amounted to \$5,683,011 as against \$5,110,251 in 1908.

The beet-sugar industry is also steadily increasing and the production of petroleum ranks second among Roumanian industries. Roumania ranks fifth in the production of petroleum in the world, being

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EXPORTER OF VALONIA.

exceeded by the United States, Russia, Austria and the Dutch East Indies. The capital invested in Roumanian oil fields in 1910 represented about \$70,832,000, of which the United States supplied \$4,439,000. The petroleum exports for 1910 were as follows: Benzine, 138,578 tons; crude oil, 128,078 tons; lamp oil, 373,888 tons; paraffin, 314 tons.

ROUMANIA'S FOREIGN TRADE.—In 1909 the foreign trade of Roumania aggregated 4,013,274 tons, valued at \$160,837,846, an increase of 319,359 tons in quantity and of \$7,694,402 in value over 1908. The value of the exports was \$89,755,927 and of the imports \$71,081,919, the former showing an increase of \$16,525,769 over 1908 and the latter a decrease of \$8,831,367.

The following table shows the value of the principal imports into and exports from Roumania in 1909:

Articles.	Imports.	Exports.
Animals, live ...	\$759,387	\$519,840
Animal products:		
Alimentary ...	1,324,613	1,415,994
Nonalimentary ...	547,741	1,869
Derivatives ...	6,074,095	406,409
Beverages ...	277,837	36,151
Boats, etc ...	52,033	869
Caoutchouc, gutta percha, etc....	1,308,121	128,696
Celluloid ...	83,857	—
Chemical products and medicines...	1,516,905	170,245
Cereals and derivatives...	734,683	69,014,463
Clocks and watches ...	514,545	—
Earthen and stone ware. ...	896,468	49,106
Explosives ...	486,343	58,477
Fruits, spices, etc ...	2,144,518	239,478
Furs ...	474,681	17,411
Glassware ...	845,832	5,144



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THE SINGER MANUFACTURING Co.

Every Singer

Bears this



Sewing Machine

Trade Mark

— SHOPS EVERYWHERE —

Articles	Imports.	Exports.
Hides and leather goods	2,618,108	416,640
Machinery	6,195,567	89,244
Metals, metallic articles, and mineral products	16,774,057	182,573
Mineral waters and salts	260,021	311,990
Musical instruments... ..	101,727	264
Oils :		
Petroleum and bitumens	364,041	6,999,829
Vegetable	700,727	2,053
Paper	906,145	27,093
Paints and varnishes	482,536	135
Perfumery.	215,072	262
Silks.	2,367,082	7,251
Sugar	270,205	515
Textiles :		
Vegetable and derivatives	12,667,289	14,432
Animal	465,229	212,335
Toys.	202,733	253
Vehicles... ..	1,488,968	246
Vegetables, flowers, seed... ..	1,588,890	4,036,092
Wearing apparel, ready made	3,467,552	7,549
Wood, woodenware, trees etc.	1,884,342	5,683,011

The distribution of the foreign trade of Roumania in quantity and value of the imports and exports is shown by the following table:

Countries.	Imports.		Exports.	
	Quantity	Value	Quantity	Value.
Austria-Hungary	Tons 145,023	\$ 16,556,762	Tons 733,129	\$ 22,200,794
Belgium	24,606	2,242,579	760,487	23,416,280
Bulgaria	8,889	160,521	67,811	847,407
Egypt	972	70,356	82,704	1,329,076
France	13,132	4,569,675	224,216	5,307,925
Germany... ..	136,543	24,054,869	160,219	5,134,535
Greece	2,319	263,402	7,119	128,541
Italy... ..	22,075	3,411,593	269,404	6,561,615
Netherland.	20,295	1,034,522	357,624	9,551,803
Russia	33,192	2,080,570	25,734	796,895
Servia	9,998	89,361	27,584	252,777
Spain	3,261	139,874	6,967	143,119
Switzerland	1,056	1,349,856	206	15,423
Turkey	56,420	2,240,180	156,303	4,144,422
United Kingdom.	223,848	11,150,734	285,448	6,689,034
Other countries	14,391	1,667,065	132,299	3,242,281
Total	716,020	71,081,919	3,297,254	89,755,927

Out of the above statistics it is difficult to ascertain the exact amount of American imports into Roumania. According to the Roumanian authorities practically the only articles

imported in quantity directly from the United States are agricultural machinery and cottonseed oil, which are ranged under the designation "Other countries". However, many

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other articles of American manufacture are constantly exposed for sale or in actual use at Bucharest. There is not a shoe store in this city that does not pretend to sell American shoes, and such shoes are undoubtedly very popular. American typewriters of several makes are seen everywhere. Recently a number of automobiles has appeared, and one agent for an American car claims that in two months after the establishment of his agency he sold 40 machines. American sewing machines are also widely used. It is probable that American goods imported into Roumania come from distributing centers of other countries and are classified as the goods of such countries.

Americans desiring to deal with the Roumanian Government ought to be prepared to give credit. There

is a surplus of the revenues over the expenditures and little risk is incurred. In regard to private merchants, it would be necessary for the American importer either to have an agent on the spot upon whom he could rely to inform him as to the solvency of the local dealers, or to obtain reports from the large commercial agencies who give reports on the merchants in the country.



RECEPTION TO AMBASSADOR ROCKHILL.—The Committee of Arrangements which so successfully carried out the wishes of the American Chamber of Commerce for Turkey in connection with the reception given in honor of Ambassador Rockhill, consisted of Messrs. Marcellus Bowen, Chairman; Douglas Binns, and Herman Holstein.

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~~~~~  
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Chrome Ore, Bird Seeds, Canary, Hemp, white & yellow Millet.

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Fer et Acier.

Conformément à des informations de source anglaise, la production mondiale de la fonte s'est élevée en 1910 à 65,607,788 tonnes, avec une augmentation de 5,242,008 tonnes comparée à celle de 1909, et de 17,433,000 tonnes comparée à celle de 1908. En 1910 les États-Unis ont produit 27,298,545 tonnes, l'Allemagne 14,793,325, l'Angleterre 10,216,748. Les autres pays producteurs sont la France, la Russie, l'Autriche-Hongrie, la Belgique, la Suède, l'Espagne, le Canada, l'Italie, le Japon, les Indes, la Chine, le Mexique, les Nouvelles Galles du Sud, dans l'ordre indiqué.

Quant à ce qui concerne l'acier, les États-Unis d'Amérique ont produit 26,512,437 tonnes, l'Allemagne 13,698,638 tonnes, l'Angleterre 6,106,856 tonnes. La production totale en acier du monde s'est élevée en 1910 à 58,000,000 de tonnes métriques, (à peu près) une augmentation de 8.4 pour cent sur 1909.

Personal Representation IN EXPORT TRADE.

The following from *American Industries*, published by the National Association of Manufacturers of the United States of America, shows a highly satisfactory development in the American conception of how to promote export trade. It cannot be too strongly emphasized that American exporters must get out into the field themselves instead of depending upon catalogs to do the work for them. In Turkey, the American Saw Mill Machinery Co. could do a big business if it would send Mr. Hirschfeld out here for 2-3 months to study the situation and arrange for agencies as both saw mills and wood-working machinery are in growing demand in this country. Turkey is, par excellence, the country now in need of labor saving machinery.

As an evidence of the American manufacturer's increasing interest in foreign markets, we print below a short itinerary of Mr. H. H. Hirschfeld, of the American Saw Mill Machinery Company, an enterprising, aggressive manufacturer of saw mill machinery, who devotes special attention to the developing of foreign business by personal representation. His firm has been a consistent and persistent advertiser for foreign business for about eight years and they have secured a goodly share of the foreign trade to be had in their line and have been unusually successful in their campaign of advertising for such a short period.

With the establishment of their factory at Hackettstown, N.J., the firm opened a New York office to build up an export trade, and the export end of their business today is one of the most important branches, from which they are receiving a large and lucrative business. Mr. Hirschfeld recently completed a trip covering all of Mexico and Cuba where they have a good business

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and he expects to leave New York in July for a trip to European countries, making London his headquarters, where the firm he represents, the American Saw Mill Machinery Company, contemplates opening a branch.

The principal shipping centers which Mr. Hirschfeld has about made up his mind to visit with a view to establishing permanent connections, are Copenhagen, Stockholm, St. Petersburg and Helsingfors. Mr. Hirschfeld has been in charge of the foreign sales department of the American Saw Mill Machinery Company for several years and his object in making this extensive European trip is to establish agents in the various European business centers for the sale of the "American" line of saw mills and woodworking machinery, as his company manufactures an extensive line of wood-working machinery in addition to the portable saw mill which is having such a large foreign sale. He will be away for a period of two to three months and expects to take ample time

to cover the territory fully. He has had sufficient experience in the matter of establishing foreign business relations to be aware of the fact that such connections cannot be made by a hop and skip method over the country, which is the mistake that many Americans make. He realizes fully that he cannot arrange his business appointments with the same rapidity in foreign countries that we are accustomed to here in the United States.

EXPORT AMERICAN INDUSTRIES has always been a constant advocate of the principle of personal representation as the most successful means of securing foreign business. It has always advocated, in conjunction with this sort of representation, a publicity campaign which will keep the names of American manufacturers before the foreign buyers, especially in view of the fact that the Europeans not only employ this method to a degree far in excess of the Americans, for, as Mr. Hirschfeld says, he meets the travelling representatives of the Europeans where-

ver he goes, but they are just as numerous in the foreign markets he has already visited as American travelers are in the States.

We are particularly impressed by the efforts now being made on the part of the American Saw Mill Machinery Company, as it is a comparatively young concern, and it is a very gratifying sign of the times to note the fact that our young manufacturers are waking up to the importance of developing their export trade.

EXPORT AMERICAN INDUSTRIES wishes the American Saw Mill Machinery Company the success that its enterprising methods deserve.



HUSTLING THE EAST.—We read the following in the *Mining and Scientific Press* of San Francisco: Instead of always trying to 'hustle the East' it would often be well to learn of her wisdom. About twenty five years ago, when one of China's faithful officials was warden of the Eastern

Marches, and Taotai at Fenghuang-cheng in Manchuria, he decreed that all hillsides which could not be permanently used as farm land and pay taxes, must revert to the Government, unless the nominal owners planted them with trees. Then regular title deeds would be given, with all rights secured, and the planted hills would be free of all tax for a number of generations. In consequence the hills were soon covered with fir, silkworm oak, and other trees. The villagers have plenty of fuel from the undergrowth, and the valleys are growing richer harvests. Japan might do well to follow this example, in her government of Korea. The Koreans have used wood as fuel exclusively and for centuries they have felled the forests and have even dug up the roots, so that now in rainy seasons the soil offers no resistance, and every year the area of agricultural land decreases.



SILK IN TURKEY.

The regions which to-day make up the Turkish Empire were the first in the Near East and in Europe to take up the production of silk, which was introduced by two monks from Persia under the reign of Justinian. The industry soon spread throughout the regions known to-day as Turkey-in-Europe and was then taken up by the Arabs, to whose credit it stands to have spread it throughout Asia Minor. From here it took its way through North Africa to Spain, and from Spain it arrived in Sicily and South Italy, to be finally introduced from North Italy into France under Louis the Saint in 1256.

The climatic conditions of Turkey are indeed exceedingly favorable to the production of the silk-seed and cocoons. Mulberry trees are found on the slopes of the Balkans, in the fertile plain of Mesopotamia, in the Armenian highlands, as well as in the Lydian valleys.

In the course of time it has happened that silk-growing has been conducted, now in one region, now in another, with more intensity, according to the political conditions. In this way at the beginning of the last century silk-

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growing was particularly cultivated in the vicinity of Bagdad. From here the silk-seed merchants travelled through the entire Turkish Empire and sold their seed which, owing to its superior quality, enjoyed a high reputation. These seed merchants from Bagdad found an exceptionally good market in Brussa and in the region around the Sakkaria River. The inhabitants of this region showed a preference for and found profit in this trade to which they devoted their entire attention. Hand in hand herewith went the further development of the silk-spinning and silk-weaving industries, which were already in existence. From that time originated the term "Bagdad silk" under which name Brussa silk entered the European markets, a term which it still carries, although without warrant at the present time. The peasants of Brussa soon made themselves independent of Bagdad and reproduced their own seed, possibly in consequence of the fact that silk-growing in Bagdad had considerably degenerated on account of epidemics among the worms. This went so far that sericulture in Bagdad and vicinity almost entirely disappeared. On the contrary the Brussa region came to the front. But here also this upward flight was brought to a standstill by the appearance of epidemics, and were it not for the investigations of the French scholar, Dr. Pasteur, which are of inestimable value to sericulture, the Brussa region would have shared the fate of Bagdad. Dr. Pasteur discovered the germ of the disease and found a means of distinguishing the healthy from the diseased seed. To-day sericulture is in a flourishing state in Brussa and increasing from year to year. Brussa has now become the silk seed purveyor of Persia and Central Asia, i. e. of the countries from which the silk seeds were introduced into Europe and Asia Minor some 1500 years ago. It has in this way completed an entire circuit.

The parts of Turkey in which *cocoons* are to-day principally produced are the following: Syria, Cilicia, Adalia, the country back of Smyrna, Panderma and vicinity, the entire vilayet of Brussa, the region of Ismid and Adabazar, Amassia, Diarbekir, Malatia, Adrianople and Salonica.

Silk spinneries exist principally in Mt. Lebanon and in Brussa, also in the section called Anatolia. These are the great silk-producing centers. There are besides these about six spinneries in Adrianople and vicinity, one near Salonica, one in Amassia and one in Diarbekir. Salonica, Adrianople and Amassia export mostly the cocoons, and Cilicia and Smyrna are entirely restricted to the export of the same.

The gross annual production of *fresh cocoons* in Turkey might be estimated at about 15,000,000 kilos which at an average price of 3 frs per kilo would amount to 45,000,000 frs. From 80-85% of this is spun into silk in the country, the balance being exported. The spun silks are almost without exception exported to Europe, as the looms of the country are limited to a few hand-apparatus, the consummation of which, compared with the production, is of no great consequence.

The average annual silk exports from Syria amount to about 500,000 kilos; that of Brussa, Asia Minor and Adrianople to about 700,000 kilos.

In the following I will be brief regarding the silk industry of the last mentioned region (Brussa, Asia Minor, Adrianople). I designate it in short




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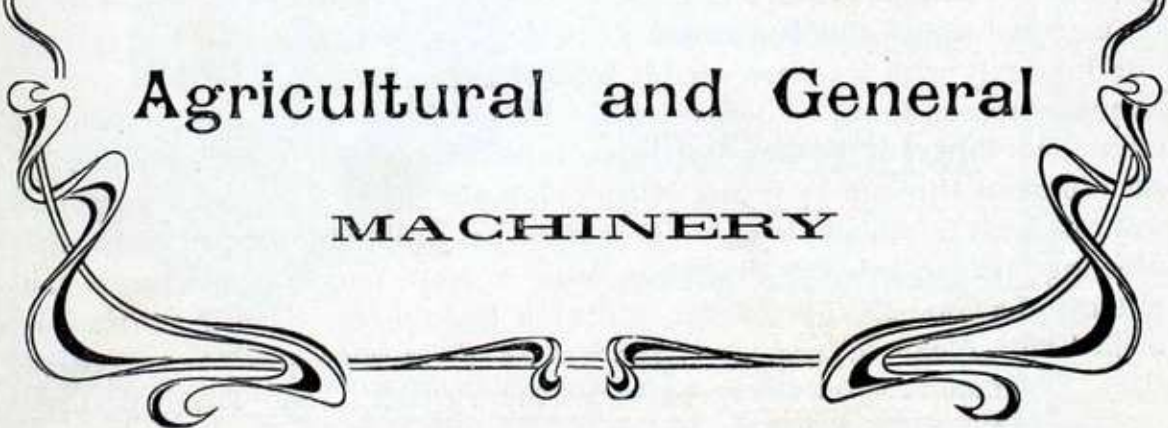


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by the term « Brussa » as this city represents the largest center of production. Brussa silks are manufactured in about 110-120 spinneries, which are scattered over the entire region. The spinneries have on an average 50-70 reels, the largest as many as 120, the smallest 20-30. Steam power has been introduced into all. The equipment is about the same as is found in older spinneries of the nineties in France and Italy. They spin with 2-6 threads per reel, the majority with 4 threads per reel. The working-girls are of Greek, Armenian and Jewish nationality. Wages vary according to the season from 4 1/2 to 6 piasters per day, sometimes they rise for a short time to 7 piasters. The working-hours are from 10 to 13 hours a day according to the season.

The silk is white in color and is produced in all thicknesses from 9/11 to 58/60. The principal grades distinguished are :

1.) The finest quality, which is only produced in a few spinneries run by Europeans, and which, like the French and Italian silks, can be used for the finest weaving purposes.

2.) A middle quality, which is weaved for less delicate fabrics.

3.) A cheap quality, which is bought for threads etc. It is unsuitable for weaving purposes.

These silks are all sold to Europe c. i. f. a silk-drying establishment according to a conditioned weight which is there determined and according to official tests there. If the trials are not satisfactory, the seller has the right to make good the shortage within 30 days from the place of shipment. The principal buyers are France, Italy, Switzerland, Germany and England.

It is remarkable that the United States which uses 1/3 of the world's crop in its looms has up to the present time as good as ignored completely this production, although it unquestionably deserves its attention. The principal reason for this seems to lie in the fact that the American manufacturer, not knowing the conditions here, does not venture entering into direct connections with the local silk dealers. This prejudice—and a prejudice certainly it is—should be discarded for there are serious European firms here, who know perfectly what kind of weaving-silks the Americans demand, and who have not spared the expense of visiting and studying the American market personally. American manufacturers could do business with these European firms with the same peace of mind and confidence as with first class houses in Lyon or Milan. They could do so more readily, when these European firms in Turkey are not only dealers, but also at the same time spinners, so that they are in a position *to exercise a personal daily supervision over the spun material to be furnished*. On the other hand, it is better not to deal directly with spinners, unable to offer such guarantees.

Another reason for the aloofness of the United States is the bad reputation (unfounded, however) which the Brussa furnishers have left by sporadically bad shipments through Lyon and Milan. But the local producer is in the most cases not to blame here. The matter has probably happened in the following manner. A firm in Lyon sold a New York manufacturer the products of a good spinnery under his own trade-mark. The American is satisfied with the goods and later orders more of the same quality at a settled price. The man at Lyon has recourse to the spinner. The latter perhaps

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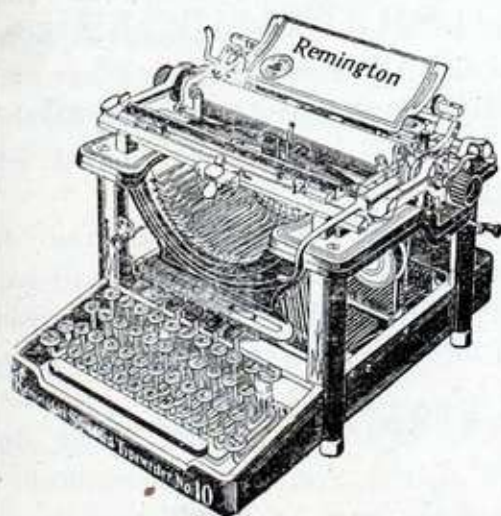
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at the rate of

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GALATA, CONSTANTINOPLE.

refuses to sell or demands a higher price. The man at Lyon, who does not want to lose the transaction, places the order with another spinner whose goods are, in his opinion, of equal value. The goods go to New York and the buyer takes exception to the same. The result is that he forms an opinion that Brussa spinners are unreliable, therefore, hands off! The spinner is in the most cases not to blame. Furthermore, it is clear that the man in Lyon cannot supervise the spinner in Brussa.

All these happenings which prevent a profitable transaction from being brought about will be avoided when the American decides to go directly to a large European dealer and spinner in Constantinople who sells exclusively his *own* carefully controlled products. In this way alone he receives a guarantee for getting a good product, unvarying in quality.

Concerning the *character of the Brussa silks*, it is generally admitted that they are superior to those of all other countries. They are exceedingly strong, have much nerve, are very elastic and cover finely in the weaving. Formerly *the process of production* in local spinneries left much to be desired. This defect has since been remedied in spinneries run by Europeans, and the same furnish a quality just as evenly spun as French or Italian spinneries. For this reason Brussa silks are becoming from year to year more in vogue in European looms, as an advantageous substitute for Italian silks.

The *elasticity* of good Brussa silks fluctuates between 210 and 230 $\frac{m}{m}$ per meter and is consequently greater than that of any other *white* silk; in this regard they are *far* superior to the best Japanese and equal to Italian silks.

The *tenacity* amounts to $3\frac{3}{4}$ -4 and more per *denier*. *No other silk in the world* can show such strength.

The *ungumming* (*décreusage*) of the raw silk is about 2% less than with Italian silks, which is greatly to the advantage of the manufacturer.

There are furthermore the following advantages to be mentioned: On account of the beautiful white color, the light shades of the stuff turn out particularly well in the weaving of Brussa silks. When dyed black and artificially made heavier, Brussa silk can be made much heavier than any other silk. All these advantages should by all means help these silks becoming popular in the United States, and as the American manufacturer can find firms in Constantinople who sell according to weights and tests of the New York Silk Association, no valid reason can be advanced why direct dealings with Turkey should not be desirable.

In closing it might still be mentioned that the Brussa region also exports silk-waste in large quantities. The annual amount might be estimated at 3-3 $\frac{1}{2}$ million francs. A large quantity of this waste for several years past has gone to the United States, although not directly, but through Lyon and Marseilles.

There is absolutely no good argument to be offered against direct dealings with Constantinople. On the contrary, if the American consumer would decide to deal directly with a Constantinople firm, he would buy cheaper, as apart from large transportation expenses in Western Europe, he could *save* the commission of the middle-men.

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Silk Cocoon Industry in Northern Syria.

In the region of Alexandretta, Arsous, Payas, Antioch and Swedia, all within a radius of about 40 miles, the raising of silk cocoons is very prosperous, and constitutes an industry which is one of the principal resources of the rural population of the country.

The silk worm eggs imported annually amount to about 35,000 boxes of 25 grams (386 grains) each, of an approximate value of 100,000 francs (\$19,200). The average yield per box is 25 okes (70 lbs.) of fresh cocoons.

The cocoons shipped in 1909 from Alexandretta and Swedia amounted to \$786,500 and in 1910 to \$799,079 or an average of 416,000 kilograms (917,113 lbs.) of dried cocoons, per annum. Marseilles is the principal buyer of the Syrian silk cocoons, leaving a small share thereof for Italy. This trade is concentrated in the hands of about a score of merchants of Alexandretta and Antioch, who buy the fresh cocoons from the producers and ship them to the above mentioned markets.

As at this moment American capitalists are seeking good investments, I dare suggest that the building of a spinning factory in the center of the place of production of silk cocoons, equipped with the most modern machinery and capable of competing with European spinners, is worthy of earnest and careful consideration and most thorough investigation.

The writer who has been interested in said industry for several years will willingly supply interested parties with all detailed information with reference thereto.

Respectfully submitted,

Aleppo, Sept. 22/1911.

LORENZO Y. MANACHY

§

Turkish Silk in America.

(Written for *Levant Trade Review* by Consul-General G. BIE RAVNDAL.)

The United States of America in 1910 imported raw silk to the amount of \$70,026,994, mostly from Japan, China and Italy. Of a total consumption of silk by all the nations of the world amounting to 51,838,000 pounds the United States used 18,950,000 pounds or more than $\frac{1}{3}$. None of this came direct from Turkey (except a few samples) although the latter country exported raw silk to the amount of nearly \$10,000,000.

The writer during the last 13 $\frac{1}{2}$ years has made repeated attempts towards bringing the United States in direct relation with the Levant in the matter of raw silk. All efforts so far have stranded on the rock of lack of mutual confidence. Two years and a-half ago, while in Beirut, I received the following letter from the Silk Association of America:

"We beg herewith to advise you as follows regarding the export of raw silk from Syria. Direct export from Syria by purchase of silk at the point of production has proved to be unsatisfactory because the actual deliveries of silk are seldom, if ever, found to be up to the grade of representations made at the time of sale. The machinery and methods also in use for the production of new silk from the cocoons in Syria are

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the United States.**

not up to the standard of those in Italy, Switzerland and France, and for this reason a large portion of the cocoons from the Levant are exported to the above named countries to be reeled into raw silk, and the existing business relations with these countries enable the sale of the silks thus produced for American consumption in conjunction with the large export. Any steps, therefore, taken in the direction of more reliable representations regarding the merchandise would tend toward the result desired."

At that time I was interesting a prominent silk merchant in Beirut in direct dealings with America. The American silk manufacturers with whom I corresponded were satisfied with the financial arrangement proposed and also with the silk offered. The sailing appeared clear. Here follows the final reply of the American silk manufacturers referred to:

"We have read with great interest your communication and the communication to you of Messrs. of Beirut and fully appreciate, as they suggest, the difficulties of importing Syrian silk into America, but we do not regard the same as insuperable.

We ourselves import directly from Italy raw silk which we have never seen, but in that case have our own inspector in Italy who passes on the same. Naturally, until the nature and general qualities of Syrian silk had been demonstrated by long use, such a policy could not be pursued, but we believe that if Messrs. would establish with one of our large silk brokerage firms some connection whereby such firm contracted for their output to the United States, a very successful business could be done.

We have here in New York two recognized silk conditioning works which are regularly inspected by our Silk Association, a controlling body. On questions of the

quality of the silk and its being up to sample, our Silk Association has an Arbitration Board which passes on all such matters and most of our representative manufacturers recognize the decisions of this Arbitration Board. Should the silk be rejected, there are innumerable firms or manufacturers in our country who can use almost every grade of raw silk produced. It is our impression that the United States uses more raw silk of every kind than does Lyon and we are positive that they use far more Japanese silk. Naturally, we can suggest nothing to overcome the banking difficulties which your correspondents suggest, but a representative Syrian firm could unquestionably make proper banking connections in New York.

We in America would only be too glad to escape from the conditions existing in the Japanese raw silk market where the prices are affected by speculative influences similar to those existing in our stock exchange and should the Syrian silk be found up to our standards, we would be only too glad to adopt the same."

To my disappointment, the Syrian silk merchant concluded that he was not prepared fully to trust his silk to the decisions of the conditioning establishments and Arbitration Board in New York, and so the scheme failed once more.

The matter is now being taken up by silk exporters at Constantinople. Silk culture is extending in Turkey, and relations between Turkey and America are rapidly growing more intimate. In my opinion it is only a question of time when Turkish raw silk will compete with Turkish tobacco as the principal article of export from Turkey to the United States. Nor will it be necessary, in order to accomplish these direct transactions in silk, for the Americans to establish filatures in Turkey except in certain outlying districts. There are spinners in Turkey who are perfectly reliable. All that is required is more mutual confidence based upon better acquaintance.

The time has passed when Turkish wool, dates and other natural products would proceed to America through the hands of middlemen in Trieste, Marseilles and Liverpool. The time will surely come when Turkish silk will proceed direct to New York without reference to Lyon, Milan or Zurich. To this desirable end, desirable from both Turkish and American points of view, the American Chamber of Commerce for Turkey certainly should lend its good offices, and it would do no harm if commercial organizations in America also took a hand in the matter, for the purpose of promoting Ottoman-American trade and industries, and facilitating needed improvements such as direct steamship and banking relations.



WHAT IS NEEDED IN MESOPOTAMIA NOW AND AT ONCE, said a prominent engineer who recently returned from Bagdad to Constantinople, are "American pumps driven by oil-engines". American manufacturers should consult the list of members in Bagdad of the American Chamber of Commerce for Turkey as printed in the *Levant Trade Review* and lose no time in getting their pumps and engines to work in Mesopotamia for purposes of irrigation.

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GENERAL AGENTS FOR
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Report from Aleppo.

AGRICULTURE AND AGRICULTURAL MACHINERY.—The district of Aleppo, Northern Syria, is renowned for its fertility and the excellency of its soil. In its territory are comprised the plains of Antioch, Amouk and Djum, the luxuriant provinces of Aintab, Killis and Marash (all of which are crossed by numerous more or less important rivers) and a portion of Mesopotamia.

It is sad, however, to state that in a country so well endowed by nature agriculture is still conducted in the most rudimentary and mediaeval manner: plowing with a sharp stick pointed with a bit of iron, harvesting with the sickle and tramping out the grain with oxen or horses drawing a sort of sledge.

Until now no real energetic efforts have been made by any body to introduce modern agricultural implements. The landlords are generally as ignorant and con-

servative as the peasants themselves, and very hard to persuade to consider the question of the great advantages they can reap by adopting modern systems. They are quite in contrast with their colleagues in the bordering province of Adana where the farm work is practically entirely performed by machinery. However, last year the local Agricultural Bank brought to Aleppo several mowers, drills, ploughs, harrows, etc. and, two months ago, a small steam power thrashing machine (of English make) with view of introducing them to the farmers. Several American manufacturers have endeavored for the last two years to interest some local commission houses in the business of agricultural implements and machinery, but so far without material success. The commission agents not feeling very confident of inducing the farmers to buy, have not enough courage to invest money in machines and to undertake the demonstration of the great advantage thereof. The lack of initiative on the part of importers on one hand and the exceptional indifference and ignorance of the farmers, on the other, are responsible for the non-introduction of machinery in a country eminently agricultural. As above mentioned this country is especially adapted for the use of agricultural machinery, and we think that the day is not far off when a strong demand will arise. American firms anxious to secure an outlet for their manufactures must try in due time and by some more effective means than they have hitherto employed to introduce their articles in this market before being preceded by European manufacturers. For, on account of the excessively conservative spirit of the population, it would be very hard afterwards to make them change a mark which they already used.

The area of land under cultivation in the present primitive fashion does not perhaps constitute the fifth of what is suitable for that purpose. Thousands and thousands of acres of a soil of an exceptional fertility extending to the East of Aleppo and crossed by the Euphrates remain uncultivated. The settled population of that region is very

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NEW ORLEANS, LOUISIANA.

Exporters COTTON SEED OIL.

Brands :

"LUX" — Prime Summer Yellow,
"LUCY" — " " " "
"STELLA" — " " " "
"RUBY" — Pure Salad Winter Yellow,
"AMBRA" — " " " "
"CRYSTAL" — " " " "
"LA PERLA" — Choice Summer White,
"NECTAR" — " " " "
"IMPERIAL" — " " " "

Represented in :

CONSTANTINOPLE,
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SALONICA,
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**Packers & Exporters**

of

**FIGS, RAISINS, HALVA,**

**ORANGES, LEMONS,**

and

**VALONEA**

—

**SMYRNA - TURKEY.**

limited in proportion to the area of the land which could be utilised. It consists of Fellaheen (Arab cultivators), Turcomans, Kurds and a few Circassians who emigrated some years ago from Russia. All these people on account of the crude implements at their command, and the lack of proper means of transportation, generally sow only enough to live on. The strongest impediment to the development of agriculture in that region is the nomadic tribes who are continually wandering with their flocks of sheep, cattle and numerous camels, from one place to the other, seeking pasturage and often ravaging the fields under cultivation.

**WHEAT AND FLOUR.**—Notwithstanding this state of things, the country produces Cotton, Wheat, Barley, Caffir-corn (dari), Sesame, Poppy, Chickpeas, Lentils, Mustard and Castor seeds, Licorice root (growing wild), etc. etc., in sufficient quantities to suffice for the local consumption and permit a limited exportation during the good years.

Although the crop of wheat was fair this year all over the province, on account of the complete exhaustion of the old stock, prices are very high. Flour from Salonica, Roumania, France and Russia is imported in small quantities, which fact indicates that American flour can also be sold here to advantage.

**OLIVE CROP AND COTTON OIL.**—The olive crop is nil in the districts of Killis and Nezib and insignificant in the region of Antioch and the Kosseir. Until now very little cottonseed oil was imported through the port of Alexandretta although same could be used in great quantities by the important soap industry of Antioch, if the prices be low enough.

**PISTACHIO-NUTS.**—The Pistachio trees grow luxuriantly in the environs of Aleppo and the region of Roumkalé and Nezib. The plantation of this tree is rapidly developing on account of its excellent yield. In fact, the price of the pistachio-nuts has increased lately to such a point as to render this industry the most remunerating one for the country people. A few years ago a batman (lbs. 7.04) of pistachios could be bought at less than one dollar whereas the price this season began at 2 Piasters, current 50—52 (\$1.73—1.80) and has since advanced several piasters. The best buyer for this product is the United States. The declared exports from the American Consulate here show \$106,763 of pistachios shipped during 1910.

**COTTON.**—The present crop of cotton is estimated at about 10,000 bales or 2,420,000 pounds.

**SESAME.**—The sesame-seeds are estimated at about 2,904,000 pounds.

**LICORICE ROOT.**—The average quantity of Licorice root exported annually from Alexandretta is 12,000 tons. This industry which is monopolized by a strong American syndicate is now extending all over Mesopotamia.

**WOOL.**—Direct shipments of Wool from this Province to the United States aggregated \$185,269 in 1908, \$513,059 in 1909, \$131,045 in 1910, and it is estimated that



# PROTOPAZZI BROS S. A. STASSINOPULO

LONDON E. C.

SMYRNA.

Telegraphic Address:

PROTOPAZZI,  
London.

Sole Award, Chicago, 1893,

Gold Medal, Brussels, 1893,

Gold Medal, Athens, 1903.

Telegraphic Address:

STASSINOPULO,  
Smyrna.

Dried Fruits & General Merchants

Patentees of the Celebrated "Protoben" Figs

the expeditions during 1911 will attain great mortality of the sheep last winter \$500,000. However, on account of the the prospects for 1912 are not over bright.

## DECLARED EXPORTS FROM THE ALEPPO DISTRICT TO THE UNITED STATES OF AMERICA

|                  | 1908 :               | 1909 :               | 1910 :               |
|------------------|----------------------|----------------------|----------------------|
| ALMONDS ... ..   | \$ 30,388.70         | \$ 18,709.15         | \$ 1,603.80          |
| EMBROIDERIES ..  | 2,372.35             | 37,522.57            | 81,208.97            |
| CARPETS, RUGS .  | 4,606.55             | 6,043.54             | 5,543.62             |
| GALNUTS, GUM .   | 3,256.20             | 9,043.54             | 6,353.20             |
| INTESTINES ...   | 743,971.89           | 4,232.74             | 7,657.97             |
| LICORICE ROOT .. | 19,684.84            | 153,415.31           | 320,791.86           |
| PISTACHIOS ...   | 185,268.08           | 78,941.12            | 106,762.56           |
| WOOL ... ..      | 11,125.55            | 513,059.10           | 131,044.70           |
| MISCELLANEOUS .  |                      | 7,459.62             | 19,480.22            |
| TOTALS ... ..    | <u>\$ 970,673.62</u> | <u>\$ 828,081.42</u> | <u>\$ 680,446.90</u> |

SERICULTURE.—Sericulture is one of the most progressive industries of the districts of Antioch and Alexandretta. The average annual production of Silk Cocoons is about 450 Tons, valued at over \$800,000. An insignificant quantity of these cocoons are reeled locally and the balance is shipped to France and Italy.

MINES AND MINING.—The region situated between the plain of Antioch and the seacoast is rich in minerals and ores. Chrome, Manganese, Iron, Copper, Lead, Silver, and even gold is reported to exist in important quantities there. Most of these mines are but at a short distance from the coast. In the districts of Aintab



# Pirocaco Brothers

## SMYRNA, TURKEY.



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Exporters of  
**TURKISH LEAF TOBACCO**



*Cable Address:*  
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IMPORT - EXPORT

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**AGENTS and BROKERS**

*Telegraphic Codes:*

Scott's Code 6th Edition 1885.

Reprint 1892, and A. I. Code.

**Salonica,**

**Turkey.**

and Marash mines of coal and iron are said to exist. The lack of capital as well as of men of initiative have left unexploited until now these sources of wealth.

**ROADS AND TRANSPORTATION.**— the import and export movement of the Vilayet of Aleppo and of several other provinces in Mesopotamia is conducted through the ports of Alexandretta, Tripoli and Beirut. The two latter cities are connected by rail with Aleppo and are at 12 and 48 hours distance, respectively. Since the junction of Tripoli, Beirut has practically lost its share of the traffic of Aleppo. Alexandretta which is at 3 days distance by carriage and 5 by caravan, still retains a certain share of the movement of the latter place and nearly all the trade of the other towns of the interior.

The Bagdad Railway Company, some weeks ago, began the laying of the rails towards Bagtché on the way to Osmanié and Adana. The earthwork is conducted simultaneously at several points of the survey and it is said that the construction of the principal tunnel in Djébal-Barakat is in progress.

As already known, a spacious harbor will be built in Alexandretta, and this port is to be connected with the main line by a branch (65 km.) to Osmanié.

The French Company which has been entrusted with the construction and repair of numerous roads in the Empire has established an office here and proceeded several months ago to the repair of the carriage road leading from Aleppo to Alexandretta. After the completion of this work automobiles can easily run between the two cities on the 157 km. separating them. The construction of other carriage roads connecting Aleppo with several other points in the interior is to be performed by the same company. As soon as better means of transportation exist, the country will develop rapidly in all directions, inaugurating a new era in Turkey.

Respectfully submitted,

LORENZO Y. MANACHY.

Aleppo, Dec. 5/1911.



# Oriental Skin Company, Limited

## CONSTANTINOPLE

Telegraphic Address: "OSCO"

### DIRECTORS:

W. J. H. Whittall }  
F. E. Whittall } of the firm of J. W. Whittall & Co.  
Max Bachman,  
W. C. Mountaip.

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

Pickling Factory at Yédikoulé.

### SUPPORT FROM MALTA FOR DIRECT STEAMERS.

Under the date of Dec. 9, 1911, James Oliver Laing, Esquire, American Consul in Malta, addressed the following interesting communication to the American Chamber of Commerce for Turkey.

I notice in the *Daily Consular and Trade Reports* of November 16, 1911, a report by my friend John H. Grout, American Consul in Odessa, in which he states that the American Chamber of Commerce for Turkey is projecting a direct line of steamers from the United States to Odessa. In this connection permit me to say that if the boats stop at Malta on the way from the United States to Odessa they can do a nice business in American freight.

I do not believe it would pay to stop here on the return trip. The business is all export trade from the United States.

The United States exports to Malta flour, lard, hams, canned and preserved meats, canned fruit, drugs, some tobacco, much cottonseed oil and petroleum, and small articles such as hand tools, watches, etc.

Cohen Mordoh & Co.  
INSURANCE

General  
Commission  
Agents.

SALONICA - TURKEY



The Greek line had a steamer running from Piraeus to New York, to Malta and back to Piraeus a short time ago. It made less than a dozen trips. It was fitted up as an emigrant ship and cargo was secondary. On its first voyage it brought to Malta as freight from America one typewriter. After several voyages, it brought 80 tons of mixed freight on one trip. This result was achieved without advertising and as an experiment.

I urged them to advertise direct, *regular* voyages in certain American trade papers that would without doubt have brought them business, but they did not do so. They gave up the line as they said 100 tons of freight was necessary to pay them to send an emigrant ship so far out of the direct line between New York and Piraeus. Feeding several hundred returning emigrants during the time necessary to deviate was costly.

A regular line of steamers running boats about once in two weeks would, I feel sure, work up a nice business with Malta, not enough to warrant a line especially for the trade but "velvet" on the through traffic. I have seen a shipment to Malta of American cottonseed oil of 110 barrels and another of 80 barrels in one ship, but most oil has to be transshipped in Naples which adds to its cost here and helps cut down sales. Time also enters into the matter.

The greatest drawback to trade between the United States and Malta is lack of direct *regular* steamship service. I have seen business chances here fail time and again on this account.

A direct *regular* line advertised in trade papers in the United States dealing with any of the above mentioned articles could not but help our trade.

Other new business could be brought about also. As it is, the Maltese commission merchant does not order certain things in the United States because he cannot guarantee time of delivery. A good sized order for sheet metal went to Europe recently on this account. The man who ordered it would have taken the American

article could he have been sure of reasonably prompt shipment.

The trade between the United States and Malta is necessarily limited, but is regular and I believe a goodly part of it would be given to the new line.

If a decision is made to establish the new line, Mr. Grout will of course prepare a report for the *Daily Consular and Trade Reports* and if Malta is included I shall prepare a report from the Malta Consulate explaining the advantages of direct service. The American Consul-General in Constantinople would naturally report and in this way a certain amount of Consular publicity would be given the enterprise at the start.

May I suggest that this letter be shown to the American Consul-General in Constantinople as he may be able to add valuable information to its contents. I think if we can all work together it will be to the advantage of all.



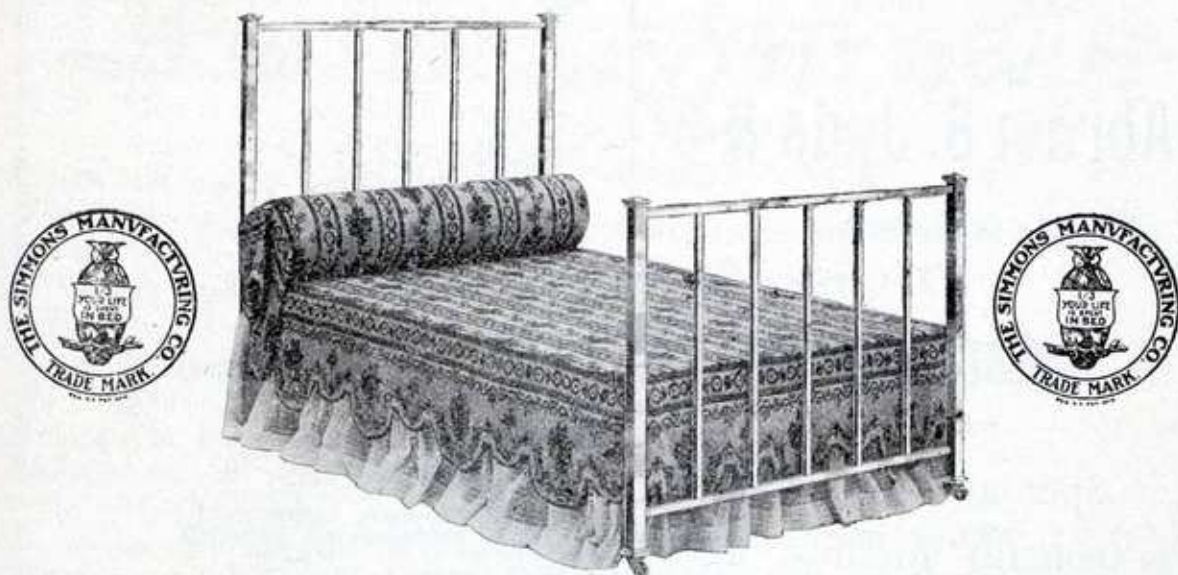
## Notes from Servia.

Servia has lately become a market for American goods and Servian merchants are more and more interesting themselves in American articles. Ever since the commercial war which the Servians carried on with Austria-Hungary, the Servians are searching for new channels from which to obtain their necessities, and some of the bigger dealers have taken the risk to try the American market and this with considerable success.

I will just mention in short the articles that are at present imported.

The principal article to-day is cottonseed oil of which about 3,000 barrels have been imported this year directly from America, and although two years ago only one manufacturer was represented in Servia, to-day all the important American manufacturers have their direct representatives here, and business is now regularly done, while hardly any other foreign country is doing business of any importance in this article in Servia.





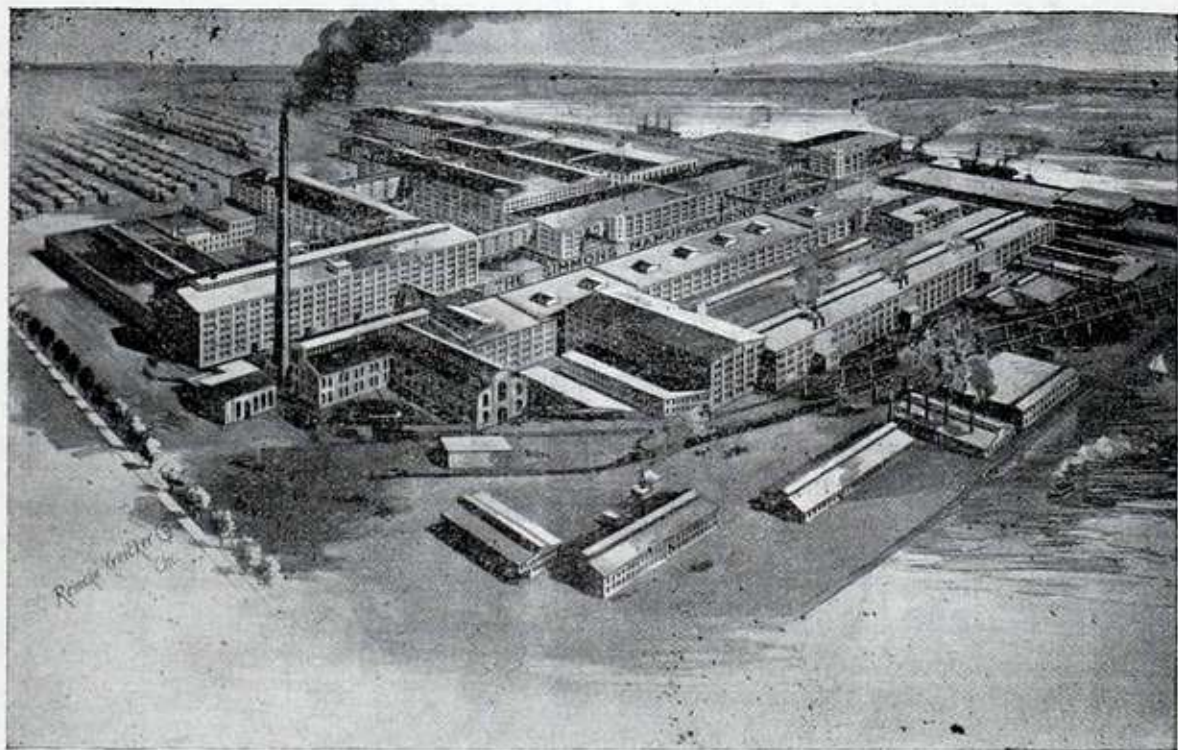
## THE SIMMONS MANUFACTURING COMPANY

GENERAL OFFICE AND FACTORIES, KENOSHA, WISCONSIN, U.S.A.  
MAKERS OF

### BRASS AND STEEL BEDS

WIRE MATTRESSES, SPRING BEDS, INSTITUTION BEDS,  
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We operate the largest factory of its kind in the world, 2,500 Employees, 2,000,000 feet floor space. Exporters to all parts of the world.  
Prices c.i.f. any port, quoted on request.





Telegraphic address:

ABRAM JUDA

**Abram B. Juda & Co**

**Salonica,  
Turkey.**

**IMPORT MERCHANTS**

Specialities: gaz and petroleum motors, agricultural machinery, farm implements, milling machinery, metal working machinery, machine oils.

Besides cottonseed oil, mineral oils in large quantities come directly from America; in fact, the Servian State Railways and the tramway companies use exclusively American mineral oils.

Glucose, shoes, writing desks, sulphate of copper and typewriters are articles of which more and more are being imported directly from the United States of America.

The business between America and Servia could greatly be increased if the American manufacturers could be induced to take more interest in the business of the Balkan States. It would be of vital importance to open an agency here, where samples of all sorts of articles produced in America could be exhibited with prices either c. i. f. Trieste or f. o. b. New-York.

The merchants in our country have been duped so very often by different foreign exporters that they flatly refuse to order anything from catalogues. They want to see what they desire to buy and must have the guarantee that they will get what they order.

If this could be accomplished, and I think that it could be done rather easily, the business would increase with strides and the Balkan States, at least as far as Servia is concerned, would get into a much closer connection with the United States.

According to my opinion this plan of establishing a showroom of American manufactures could be carried out. All that would be necessary is that a number of manufacturers agree to pay a small amount of say from \$2—to \$5—according to size and value of the article exhibited, per month for the keeping up of a general showroom, which under the management of a well known commercial agent could be placed at the disposal of the merchants and thus enable them to see what they want to buy and place their orders according to their needs. The agent would, of course, have to receive a certain commission from the sales, and thus he would, having joint interests at stake, take a personal interest in the business, and there is absolutely no doubt whatsoever that this would lead to success. This is the way the Austrians, Germans, French and other manufacturers introduced their articles to this market.

The past three years have wrought great changes in this country; the political situation has improved considerably, and the commercial life is also continually developing along progressive lines. The city of Belgrade alone will invest Frs. 30,000,000 in city improvements; the streets will be paved, canalization will be finished shortly, hospitals started, a modern port will be built besides a big number of modern private buildings. The Skoupshtina will pass a Bill making certain allowances in taxes for new buildings, thus the building trade for the next few seasons will have a "boom."

The Government intends introducing automobiles in the Postal Service, in fact the trade in automobiles since last year has become quite brisk. Now that streets and roads are improved many business men buy autos, and I firmly believe that a cheap car of say 20 to 24 H. P. could be sold here freely.



# Crédit Lyonnais

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Réserves : Frs 140.000.000

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Directeur : **A. M. Gorgoly**

Sous-Directeur : **G. Tanqueray**

*Bureaux de quartier : à PÉRA Grand' Rue de Péra, N° 333,*

*à Stamboul : Place Sultan Hammam, Allahverdi Han.*

L'Agence principale et ses bureaux font toutes opérations de banque.

Ils possèdent des coffres-forts à louer défiant toute concurrence comme solidité et modicité de loyer.

Des Salons sont mis à la disposition des porteurs de lettres de crédit tant à l'Agence Principale qu'à son Bureau de Péra.

Le Bureau de Stamboul fait des avances sur marchandises et accepte des marchandises en dépôt libre dans son dépôt spécial de Sirkédji.

The trade in Harvesting Machinery is carried on in Servia with considerable success for American firms. Much more could be done if these firms would open direct agencies here as do for instance Austrian, German, Hungarian and even English firms. As the crop for the past three years has been very good, over and above all expectations, farmers are making bigger investments in farming machinery, and business in this trade will be good for the coming season.

It is really regrettable that capitalists in the United States take so little interest in the affairs of this part of the world. There are excellent chances here to invest money in the mining business.

Servia is rich in minerals. Every sort of minerals can be found here. There are rich ores of copper, lead, iron, and vast quantities of coal. At present two companies, both French, are regularly exporting big quantities of copper bars to the United States. Rights for exploiting mines are easily obtained from the Government. Not-

withstanding the fact that the roads and means of communication, especially in the region of the mines, are not exactly what they ought to be, the working of mines proves to be a good business here and in many cases quite lucrative. To-day the majority of the Servian mines are being worked by French and Belgian capital.

Considerable business could be done for American Manufacturers and with American Capital, if they would pay more attention to this country and would not shrink from business connections on account of the distance.

Respectfully submitted

S. WEISS.

Belgrade, Dec. 18/1911.



MEMBERS OF THE CHAMBER should save their copies of the *Levant Trade Review*. The latter may be found worthy of being bound at the end of each year.



MR. ROOSEVELT AND THE "TRUSTS."—In a recent article in *The Outlook*, former President Roosevelt opposes the idea of breaking up large inter-State and international organizations merely because they are large and successful. "Nothing is gained", says Col. Roosevelt *inter alia*, "by depriving the American Nation of good weapons wherewith to fight in the great field of international industrial competition." This sentiment will be heartily approved by Americans who realize the importance of foreign commerce and know something about the fierce rivalry of the nations in the markets of the world.

§

A "PANAMA-PACIFIC INTERNATIONAL EXPOSITION" will be held in San Francisco in 1915 in celebration of the opening of the Panama Canal. The site has been selected, and the work is under way.

L'HUILE DE COTON EN TURQUIE.—M. le Consul-Général Ravndal nous dit dans les *Daily Consular and Trade Reports* que "durant la période annuelle finissant le 31 Août 1911 les Etats-Unis d'Amérique ont exporté en Turquie plus de 36,000 barils d'huile de coton cependant que l'année précédente l'exportation ne s'élevait qu'à 11,000 barils. Comme le cours de cette année-ci était plus élevé, les bénéfices n'en ont été que plus remarquables; les 36,000 barils représentent presque exactement la somme de \$1,000,000.

"Cette huile a été répartie comme suit: Constantinople 23,000 barils, Smyrne 6,000, Salonique 4,000, Dédé-aghadj 1,300, Beyrouth 1,250, tandis que le reste se répartissait entre Ismidt, Gallipoli, Trébizonde et Cavalla.

"Quant au proche futur, les perspectives ne sont pas si brillantes,

# ANTOINE REGGIO & CO.

Established in 1844.

## SMYRNA, TURKEY.

Telegraphic Address:  
REGULUS, SMYRNA.

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A. B. C. Code 5th Edition.

### GENERAL MERCHANTS

Packers and Exporters of Figs, Sultana Raisins,  
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Seeds, and Rags.

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Importers of New England Rum.



# GILCHRIST, WALKER & CO.

ESTABLISHED IN TURKEY OVER 30 YEARS.

General Agents for Levant of The Corn Products Refining Co. and  
National Starch Co. of New York.

**IMPORT. \* EXPORT.**

Commission Agents.

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*Tchimli Rihtim Han, Constantinople.*

Agents for some 150 Steamship Owners and Lines (British and Foreign)  
running to Turkey and Black Sea, &c., including White Star, Orient Line,  
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SEVERAL THOUSAND TONS OF ALL DESCRIPTIONS OF COAL FOR STEAMING  
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"NORWICH UNION" LIFE INSURANCE SOCIETY**

FOR TURKEY, EGYPT, BULGARIA AND GREECE.

*BANKERS:*

**NATIONAL PROVINCIAL BANK OF ENGLAND.**

considérant que les récoltes d'huile d'olive dans tout le Levant promettent beaucoup. Cependant cela n'influera pas considérablement sur le commerce d'huile de coton, vu que les emplois et usages de cette huile, se généralisent et s'étendent constamment."

✧

MAGNATES OF THE AMERICAN BUSINESS WORLD AT A NOTABLE FEAST. — The 143rd annual banquet of the Chamber of Commerce of the State of New York was recently held at the Waldorf Astoria in New York City. Many prominent business men were present, and speeches on business conditions were made by President Butler of Columbia University; A. B. Hepburn, President of the Chamber; Rabbi Wise; British Ambassador Bryce and Governor O'Neal of Alabama. In the course of his address,

Mr. Hepburn said: "In other countries the successful builders of business enterprises are *knighted*. With us they are *indicted*."

✧

ROOSTER A COSTLY EVIL. — It is costing the American farmer \$15,000,000 a year to let the rooster stay around the barnyard after the hatching season is over, according to a bulletin just issued by the Secretary of Agriculture, Washington.

The mere presence of the rooster in the barnyard exerts a bad influence on hens' eggs and causes them to spoil on the way to market, it is contended by the experts of the Agricultural Department. The strutting of the rooster distracts the hens and they cannot lay "good keepers," which means eggs that will stand the



# ANTOINE S. CARAVAS

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Import  
and Export  
Commission  
Merchant

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SMYRNA-TURKEY.

journey to the consumers or to the cold-storage warehouses.

The Secretary recommends that roosters be killed and sold for consumption as soon as the hatching season is over. He wouldn't even let 'em see their own offspring.



"THE AMERICAN TRADE DEVELOPMENT CORPORATION".— Official news has reached the American Chamber of Commerce for Turkey of the incorporation under the laws of the State of Maine of the American Trade Development Corporation whose purpose it is to develop American trade with Turkey and to act as agents for other American corporations and persons in the management of business. The Board of Directors consists of RUFUS W. LANE, President; SOCRATES A. SEFERIADES, Treasurer; ERNEST A.

MAGNIFICO; THEODORE S. BALTAZZI, Secretary and General Manager. This is a very strong combination which is certain to win well-merited success. Messrs. Lane and Magnifico have served the United States of America for several years in an official capacity as Consul and Vice-Consul respectively. They as well as Messrs. Seferiades and Baltazzi are highly respected and popular residents of Smyrna in whose business affairs they play an important part. They are all prominently identified with the Smyrna Branch of the American Chamber of Commerce for Turkey. *Levant Trade Review* takes particular pleasure in felicitating the gentlemen upon the incorporation of the American Trade Development Corporation and in wishing them an abundance of happiness and prosperity. It is believed that we shall hear before long of similar new organizations of consequence in other cities of Turkey. American relations with the Levant are beginning to expand appreciably, and there is need of comprehensive agencies out here such as the American Trade Development Corporation at Smyrna.



ENTERPRISING SPIRIT SHOWN BY GERMAN BANKING HOUSES IN THE ORIENT.— The "Deutsche Levante Zeitung" referring to the activity of German banks in the Orient and their excellent services to German interests says:

French banking houses are satisfied in carrying on banking operations within strictly banking limits and have refused for years to introduce new features which benefit trade and commerce. German banking firms, on the contrary, do not hesitate to take active part in large commercial and industrial enterprises and to further the interests of the same in every possible



Cable Address: "HARPOOTLIAN", CONSTANTINOPLE.

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# KEVORK HARPOOTLIAN

Banker, Miner, Importer,  
Exporter and Commission Merchant.

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N° 39, Buyuk Yeni Han and N° 9, Bible House,  
CONSTANTINOPLE, TURKEY.

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EXCELLENT BANKING FACILITIES AND CONNECTIONS THROUGHOUT  
THE ENTIRE TURKISH EMPIRE.

Exportation of Rugs, Slippers, Wool,  
Silk-Cocoons, Opium, and all other kinds of Oriental  
Manufactured Articles and Raw Materials.

Importation to any part of Turkey, on our own  
account or on commission,  
of various products of American factories.

---

We are the owners of one asphalt, one coal, two copper, two iron, and six granite mines at convenient distances from the Sea of Marmora, and hold full powers and franchises from the Ottoman Government for their exploitation. The opportunity is rare, but the task is correspondingly great. We must, therefore, form corporations. Write us for assayers' reports and other particulars.



# DEUTSCHE ORIENTBANK A.G.

SOCIÉTÉ ANONYME ALLEMANDE

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

Fondée par

Dresdner Bank, A. Schaaffhausen'scher Bankverein  
et Nationalbank für Deutschland.

BERLIN, HAMBOURG, CONSTANTINOPLE, ANDRINOPLE,  
DÉDÉAGHATCH, BROUSSE, MERSINE, ADANA, ALEP, ALEXANDRIE,  
LE CAIRE, MINIEH, MANSOURAH,  
TANTAH, BENI-SOUËF, TANGER, CASABLANCA.

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manner, so that, at last, they have become indispensable to the same. The Frenchman in the Orient is obliged to have recourse to English or German banks, if he desires to undertake anything outside of the strict limits of the banking business. These firms give him cash against documents and advance him money on his export shipments to the extent of 75% to 90% etc. The German banking firms in the Orient, the "Deutsche Orientbank" and the "Deutsche Palaestina Bank", also discount book accounts on which they grant 60%—80%. Furthermore German banks call the attention of native clients to German business houses, procure representatives for exporters, etc. In this way the "Deutsche Palaestina Bank" has been able to cause petroleum motors of English manufacture to be crowded out by German ones. Furthermore, German banking houses undertake the emission of stocks of commercial and industrial enterprises in the East and launch them on the foreign market. They are interested in railways (Anatolian,

Bagdad, Salonica, Monastir Railways, etc.) In many cases they have sacrificed their own to national interests and have learned to overcome obstacles, such as occur in founding new banking establishments in the Orient, in a masterly way.

This kind of business management, this high spirit is entirely lacking in French banking houses in the Orient.



RAILWAY CONSTRUCTION IN RUSSIA.—A period of unusual activity in railway construction appears to be at hand in Russia. Nearly 50 projects, involving the construction of about 5,000 miles of line, have lately been sanctioned, not to mention the doubletracking of the Trans-Siberian railway and improvements to other Government lines. Most of the private railway companies, moreover, are contemplating the construction of new trunk and feeder lines. Of these companies the Riazan-Uralsk Railway Company, the South Western Railway Company, the Moscow-Kasan



Railway Company, the Moscow-Windau-Rybinsk Railway Company, and the Vladikavkaz Railway Company have put important schemes in hand. A number of new companies have also been formed lately for railway undertakings.—(*Commercial Intelligence.*)

§.

## Moins de Peine et de Labeur à la ferme.

(Traduit de l'*American Industries* de New York).

Après l'invention de la moissonneuse et de la machine à égrener le coton, celle qui peut-être a contribué plus que toute autre à faire prospérer les fermiers du monde, c'est la machine de traction à gazoline. C'est la grande épargne de travail. Le fermier est soulagé de la peine du dur labeur, et les dollars viennent gonfler son

gousset avec la moindre somme d'efforts.

Dans le monde entier, la machine de traction a fait évoluer les vieux, lourds et fatiguants jours d'éternel labeur, la marche pesante du mille sans cesse renouvelée, en de brillants et heureux jours de labeur accompli et de nuits emplies de rêves d'or.

Quoiqu'un peu lentement au début, le fermier achète maintenant cette machine très promptement. En Russie et au Mexique, dans les grands champs de blé du Nord Ouest Canadien et dans les plantations de tabac de Cuba, partout où les méthodes innovatrices sont adoptées la machine de traction se vulgarise. Et même, à considérer les fermes de peu d'importance ; les tours et le va-et-vient sans fin dans les champs durant la saison du labour ne constituent-ils pas une économie fallacieuse ?

# GRAND HOTEL KROECKER

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the Golden Horn**

**PERA, CONSTANTINOPLE**



# Joseph Is. Modiano

*Established 1858*

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## GENERAL COMMISSION AGENT

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Salonica, Turkey

Les machines de traction, comme toute autre chose sont assujetties à des conditions, et la différence de configuration du sol, la variété de la charrue etc., établissent une légère différence en combustible consommé, en temps dépensé, et en acres labourées.

Ce n'est pas une tâche extraordinaire pour un homme conduisant une machine de 25 HP de labourer, herser et niveler 15 acres en une journée pour le coût de 50 à 75 cents par acre. Mais remarquez que son utilité ne s'arrête pas là, bien au contraire elle ne fait que commencer. Elle peut trainer à sa remorque la moissonneuse et la faucheuse, faire mouvoir la batteuse et toutes les machines identiques, trainer des convois de récoltes au marché et accomplir tous travaux exigeant une force motrice.

Trade Review of Egypt.

(From a report in No 267 of *Daily Consular and Trade Reports* for 1911 by Consul David R. Birch of Alexandria).

The year 1910 closed with more favorable prospects than was the case for several years past. This improvement was due chiefly to the exceedingly large and fine cotton crop, so that \$62,500,000 in actual gold was imported into the country to market it (the reports as to the cotton crop of 1911 are not so encouraging). The general expenses of the government showed a decrease, and import duties and railway receipts were greater than in 1909. The only exception was the decrease of \$300,000 on revenues derived from the import of tobacco, this being due to the poor crop in Turkey in 1909. The gross postal receipts exceeded those of 1909 by \$52,350 and the expenses increased \$36,035.

The completion of the heightening of the Assuan Dam and the affiliated irrigation works, the drainage of Cairo, the improvement of the drainage of the Delta are causing and will cause heavy expenditures, but all these undertakings will enormously enhance the value of the land and its capacity.

The foreign trade of Egypt in 1910, according to the latest figures available, amounted to \$262,486,435, of which \$117,764,130 represented imports and \$144,722,305 exports. In both lines the totals exceeded those of 1909, and exports of Egyptian produce during 1910 were the heaviest in the country's history.

Great Britain leads all other nations in the share of Egypt's foreign trade. Almost one-half of the Egyptian articles sold abroad go to the United Kingdom and that country enjoys 31% of the Egyptian import trade. The share of the various countries in the Egyptian trade of 1910 is shown by the following table :

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Merchants, Bankers, Shipping and Insurance Agents,
Mine Owners and Dealers in Minerals.

LLOYD'S AGENTS

AND

AGENTS FOR

The "FAIRFIELD" SHIPBUILDING & ENGINEERING Co, Ltd.	Govan, Glasgow.
The COVENTRY ORDNANCE WORKS	Coventry.
The "MOSS" STEAMSHIP COMPANY, LIMITED	Liverpool.
BELL'S ORIENT LINE	Antwerp.
The ROYAL EXCHANGE ASSURANCE CORPORATION	London.
The NEW YORK LIFE INSURANCE COMPANY	New York.
LESLIE & GODWIN (for Underwriting at LLOYD'S)	London.
LONDON SALVAGE ASSOCIATION	London.
The "SVITHIOD" MARINE INSURANCE COMPANY.	Gothenburg.

ETC. ETC. ETC.

BANKERS IN ENGLAND.

ANGLO-FOREIGN BANKING COMPANY, LIMITED	London.
LONDON AND WESTMINSTER BANK	London.
SWISS BANK VEREIN	London.
NATIONAL BANK OF TURKEY	London.

Exporters of GRAIN and SEEDS, OPIUM, MOHAIR, SKINS,
SHEEPSWOOL, NUTS, MINERALS, FLAX, HEMP, Etc., Etc.

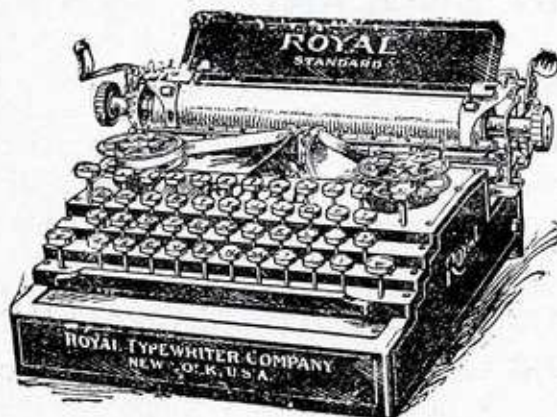
GRAIN SILOS AT HAIDAR-PACHA.

AGENCIES all over ASIA MINOR.

COUNTRIES.	IMPORTS.	EXPORTS.
United States.	\$ 1,200,415	\$ 16,623,591
United Kingdom.	56,556,090	64,553,876
France.	13,261,415	12,370,130
Germany	6,312,195	15,443,160
Turkey.	14,527,190	3,332,245
Austria.	8,235,910	7,174,105
Russia	3,014,595	8,298,205
Italy	5,846,575	4,129,280
British possessions in Asia.	4,835,950	444,110
Switzerland.	536,370	4,715,450
Asia, n. e. s.	2,759,895	2,360,620
Belgium	4,556,070	594,925
Spain.	318,960	2,585,300
Roumania	2,514,025	41,560
Greece	2,240,605	135,185
Sweden and Norway	1,965,845	503,360
Netherlands.	435,875	962,965
Mediterranean British possessions.	846,245	53,510
Persia.	387,115	9,570
Mediterranean French possessions.	255,800	29,465
Morocco	144,520	14,475
All other countries.	7,212,670	777,438
Total	\$ 117,764,130	\$ 144,722,305

The value of Egypt's foreign trade has almost doubled in 11 years, the total trade of 1899 amounting to \$135,503,490. During this period the imports have more than doubled, their value in 1899 being \$57,209,802. Except in 1905 and 1908 Egyptian sales

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AREZZO — AVEZZAN — BRACCIANO — BAGNI DI MONTECATINI — CANELLI — CORNETO
TARQUINIA — FARA SABINA — FLORENCE — FOSSANO — FRASCATI — FROSINONE
GENOA — LUCCA — MONDOVI — NAPLES — ORBETELLO — ORVIETO — PALESTRINA
PINEROLO — SIENNA — SUBIACO — TIVOLI — TURIN — TORRE ANUNZIATA — VELLETRI
VIAREGGIO — VITERBO.

FOREIGN BRANCHES & AGENCIES:— ALEXANDRIA (of Egypt)
CONSTANTINOPLE — BARCELONA (Spain) — BENGASI — CAIRO — JERUSALEM — MALTA
MONTBLANC (SPAIN) — PARIS — TARRAGONA — TRIPOLI OF BARBARY.

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Telegraphic Transfers — Negotiates and Collects Bills payable in any part of
the Turkish Empire, Persia and the Balkanic Peninsula — Issues Letters of
Credit — Opens Current Accounts.*

*Strong Rooms provided for the custody of deeds of value, Jewelry and other
property lodged on behalf of customers or bearers of Letters of Credit.*

have always exceeded the purchases. In 1905 the trade almost balanced with a slight excess of imports, but in 1908 the imports were \$ 18,923,615 heavier.

The one manufacturing industry of Egypt is that of cigarettes. In Cairo thousands of hands are employed the year round. The tobacco is imported from Turkey and Greece and the cigarettes are exported to the various countries of Europe. The total export of 1910 was \$1,895,640, a slight increase over 1909.

The feature of the year's import trade was the heavy increase in the amount of building material. In Cairo large apartment houses and department stores, the construction of which had to be deferred by the crisis, are being hurried to completion. The more stable financial situation and the building of Heliopolis, the new suburb of Cairo, have given the building trade a great impetus.

There were gains in 1910 in the importation of almost every line of goods, the most noteworthy being live stock, arms and explosives, beds, copper and brass goods, seed oils and underwear.

The export from Egypt was the largest in the history of the country, the estimated value \$144,722,305 being nearly \$5,000,000 above that of 1907, the next best export year. Of this raw cotton forms the bulk, other products which enter in on a large scale, being cotton seed, onions and eggs.

The United States stands fifth among the nations trading with Egypt. The balance of trade is greatly in Egypt's favor. American goods sold in Egypt in 1910, according to the best figures available, reached a value of \$1,200,415, and the purchase of Egyptian goods by American houses was \$16,623,591. The import figures are those of the Egyptian Customs returns, but they do not adequately represent the extent of American sales in Egypt. It is the practice of the customs authorities to consider in the absence of marks of origin, that imported goods originate in the country from which the importing steamship comes. Consequently many lines of American merchandise are credited to Great Britain or Italy because they happen to come to Egyptian ports in British or Italian bottoms.

Although each succeeding year shows better sales of the various American articles which find their way into Egypt, the opinion of commercial men is practically unanimous that no substantial progress can be made until a direct line of steamships is established between New York or Boston and Alexandria and until greater commercial

confidence can be brought about between the purchaser in Egypt and the American seller as regards terms of payment. At present the American exporter demands cash f. o. b. port of shipment. The buyer in Egypt will not meet these terms, but insists on three to six months credit. He can get such credit in Europe and will not buy from the United States unless equal terms are offered. No satisfactory arrangement to overcome this difficulty has yet been proposed, although several propositions are under consideration by traders on both sides.

The importation of American goods into Egypt during 1910, as given by the Customs returns, was as follows :

ARTICLES.	VALUE.
Automobiles	83,710
Bicycles and motor cycles	1,615
Canned meats.	7,500
Canvas for sails	2,225
Clothing.	1,925
Drugs and chemical products.	22,000
Electrical apparatus, etc.	3,685
Flour	28,315
Fruits, preserved.	1,665
Games and toys	2,760
Instruments :	
Musical (pianos)	2,785
Scientific	5,305
Iron and steel, manufactures of :	
Cast, finished with other metals	9,705
Cast pipes	2,315
Hardware.	7,740
Ironware (small)	13,950
Iron and steel, worked	4,950
Locks	3,125
Machinery :	
Agricultural	34,795
Electric	7,155
Other, and parts	133,160
All other manufactures	4,020
Lamps	2,415
Leather, and manufactures of :	
Shoes	35,730
Unmanufactured	35,125
Other	6,630
Mineral ore.	1,265
Office stationary	1,110
Oils :	
Benzine.	10,125
Cottonseed	46,135
Lubricating	158,610
Petroleum	184,250
Paints and varnishes	8,055
Paper, and manufactures of.	3,930
Perfumery	8,405
Spirits and malt liquors	4,570
Starch.	16,330
Tin	4,050
Tobacco	5,705
Wood, manufactures of :	
Furniture.	8,615
Lumber	336,730
All other articles.	18,645
Total.	1,200,415

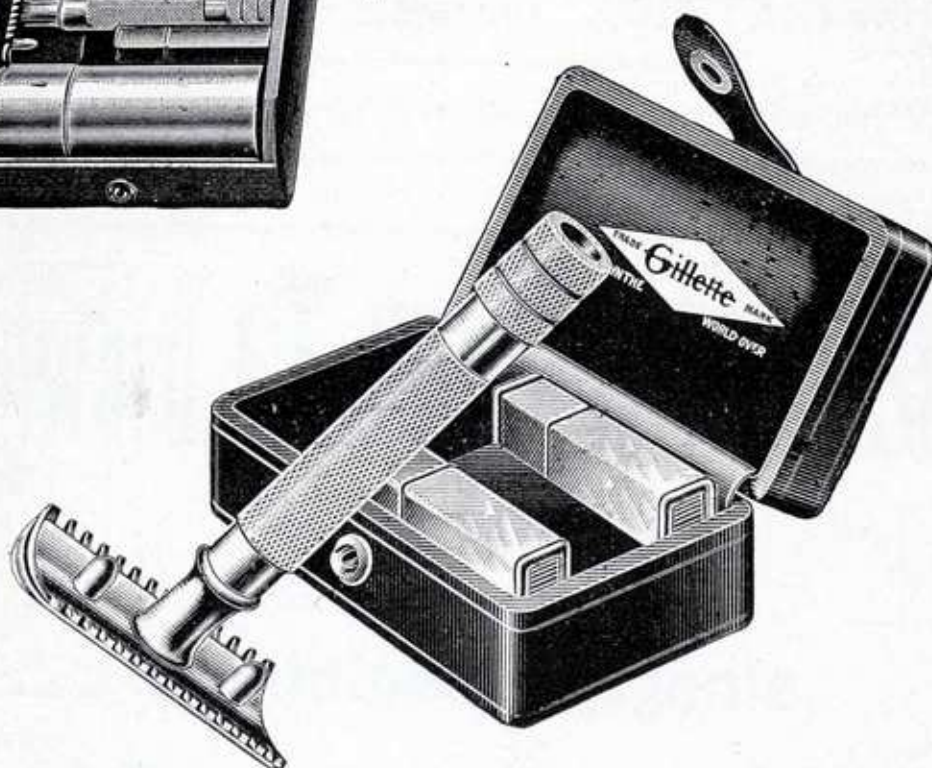
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The exportation of Egyptian goods to the United States, as shown by the invoice values of 1910, declared at the American Consulate General at Cairo, the Consulate at Alexandria and the Consular Agencies at Port Said, Suez, and Assiout, was as follows:

ARTICLES.										VALUE.
ALEXANDRIA.										
Cigarettes	...	...	...	...	...	...	...	...	...	\$4,710
Cigarette paper	...	...	...	...	...	...	...	...	...	2,141
Cotton	...	...	...	...	...	...	...	...	...	15,289,708
Fusel oil	...	...	...	...	...	...	...	...	...	7,822
Gum	...	...	...	...	...	...	...	...	...	181,899
Hides	...	...	...	...	...	...	...	...	...	87,439
Onions	...	...	...	...	...	...	...	...	...	125,768
Pistaches	...	...	...	...	...	...	...	...	...	5,110
Rags	...	...	...	...	...	...	...	...	...	14,126
Scarfs	...	...	...	...	...	...	...	...	...	4,694
Tobacco	...	...	...	...	...	...	...	...	...	3,988
All other articles	...	...	...	...	...	...	...	...	...	13,796
Total										15,741,221
CAIRO.										
Antiquities	...	...	...	...	...	...	...	...	...	31,576
Carpets and rugs	...	...	...	...	...	...	...	...	...	9,797
Cigarettes	...	...	...	...	...	...	...	...	...	24,479
Egyptian goods	...	...	...	...	...	...	...	...	...	1,041
Gum arabic	...	...	...	...	...	...	...	...	...	387,094
Personal effects	...	...	...	...	...	...	...	...	...	2,878
Rags	...	...	...	...	...	...	...	...	...	11,459
Senna	...	...	...	...	...	...	...	...	...	44,700
Shawls	...	...	...	...	...	...	...	...	...	64,249
Sheepskins	...	...	...	...	...	...	...	...	...	17,548
All other articles	...	...	...	...	...	...	...	...	...	4,206
Total										599,027
PORT SAID.										
Iron	...	...	...	...	...	...	...	...	...	35,890
Skins	...	...	...	...	...	...	...	...	...	3,296
Total										39,186
SUEZ.										
Gum	...	...	...	...	...	...	...	...	...	879
Senna	...	...	...	...	...	...	...	...	...	400
Skins	...	...	...	...	...	...	...	...	...	41,521
Tahina (honey)	...	...	...	...	...	...	...	...	...	1,557
Total										44,157
ASSIOUT.										
Egyptian Shawls	...	...	...	...	...	...	...	...	...	200,000
Total										200,000
Grand Total										16,623,591

Included in the foregoing figures are returned goods from Alexandria amounting to \$7,552. Cairo sent \$436 and Alexandria \$1,068 worth of cigarettes to the Philippines in 1910. There were no other exports to the Island possessions of the United States from any Egyptian port.

The United States ranks next to Great Britain as a market for Egyptian cotton and American spinners are using each year more of this staple. In 1910 the bulk of shipments from Alexandria amounted to 86,044 bales of 750 pounds each, making an average price of \$177 per bale.

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Agents Exclusifs pour les TELESCOPE COT BEDS, ainsi que pour beaucoup d'autres articles de fabrication américaine convenable spécialement au Levant.

TREBIZOND DISTRICT.

Agricultural Products 1911

CEREALS.—Crops this year have been rather good but the country in this district being mountainous does not produce cereals of an important amount and even at its best is not self-sufficient but depends on Russia for Indian corn and on France and Russia for flour. Reports from Russia state that the product there of Indian corn is 60% less than last year. Crops of the Erzeroum district in general are reported very moderate and not as good as last year's, but those of the Erzingian district are better than last year's and above the average.

BEANS.—The crop this year has been very good, about 25% more than last year, and the prices were steady at Prs. 11.50—12 the seven okes for the selected ones and Prs. 10.00 for the mixed.

TOBACCO is the most important article exported from this district. The following

table shows the amount of tobacco produced in the Trebizond district in the year 1910.

Trebizond ..	...	...	Kilos	457,506
Platana ...	...	...	"	2,188,640
Fol, Charly .	...	...	"	8,901
Ordou. ...	...	...	"	172,533
Rizeh .	...	...	"	8,310
Surmene ...	...	...	"	3,590
Tireboli ...	...	...	"	1,999
				Kilos 2,841,479

It is not too much to add 25% to the above amount for tobacco not registered but sold as contraband.

Of the above amount Kilos, 1,120,290 were exported to Alexandria, Kilos 234,689 exported to Europe, about Kilos. 500,000 used by the Regie, and the rest in stock. America buys from Samsoun but not from Trebizond.

Recently an agent of the British American Tobacco Co. came to Trebizond and bought samples of tobacco from Platana, to the value of about \$20,000, for Alexandria, Stockholm, Dresden, and Bristol.



Fils d'Abram Nahman


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(Sesame Oil)

IMPORTERS:

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Oleo Oil and other American

manufactures.

The superior qualities of tobacco, in this district, have been sold this year at Prs. 90-100 the six okes (lbs. 16.92), against Prs. 100-130 of last year, while prices for the inferior qualities are 10-15% higher than last year.

The crop of 1911 not being yet all in, it is impossible to give the exact amount but it is generally believed to be about Kls. 500,000 less than last year's and inferior in quality; late spring and the total absence of hamsi (fish) to fertilize the tobacco fields are said to be the causes for this difference.

FILBERTS.—The crop of filberts, the largest article of export, this year is considerably smaller than last year, and though it is not time yet to know the exact amount of the difference, it is believed that it is going to be smaller by 250 to 280 thousand Kantars.

The following table shows the total annual exports of unshelled filberts of this district for the last five seasons (each

season begins in August and finishes in July of the following year).

1906—7	Kantars (of 44 okes each)	279,524
1907—8	" " " "	549,659
1908—9	" " " "	525,139
1909—10	" " " "	395,283
1910—11	" " " "	863,817

The following table shows the exports in detail for the season 1910—11, which was an exceptionally good year.

1910—11

	Kts.	lbs.
Trebizond & Sour-		
mench	161,941 =	20,080,684
Beuyoukliman ...	10,360 =	1,284,640
Charly.	16,103 =	1,996,772
Elegou.	80,080 =	9,929,920
Tireboli	62,193 =	7,711,932
Ordou.	98,579 =	12,223,796
Kerassund	434,561 =	53,885,564
Total	863,817 =	107,113,308

If 5%, for local consumption, is added to the above figures one has the total amount produced. It will be noticed that with all the deficit, the crop this year is expected to be above the average of the previous years, the increase being mostly due to new plantations at Ordou. If the soil should be fertilized and the trees properly looked after, there is no doubt, they would yield more fruit even in bad years.

The average price of unshelled filberts last year was Prs. 160—170 per Kantar, this year it is Prs. 190-200.

Farming Methods.

AGRICULTURAL MACHINERY.—Though methods and implements generally used in farming in this district are most primitive, there is a dawn of progress, and thanks to the efforts of the Government the farmers begin to realize the necessity of better methods and better implements. The government has established depots of agricultural implements in Erzeroum, Bitlis, Van, and Mush. Modern agricultural machinery and implements are kept at those depots and sold to the farmers at the original price of the factory, all freight and transport expenses paid by the Government.

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STRONG & TROWBRIDGE CO.

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Articles imported: Agricultural Implements and Machinery; Bags and Bagging; Chemicals and Drugs; Clocks; Corn Starch; Cotton Goods; Dental Goods; Dry Goods; Engines (marine and stationary); Fencing (wire); Flour; Furniture; Greases; Groceries; Hardware; House Furnishing Articles; Lamps; Leather (sole and fine); Machinery (Pumps et cetera); Motors and Motor Boats; Oil Stoves; Oils (vegetable and mineral); Paints and Varnishes; Paper (printing, stationery and wall paper); Tools; Tubes (iron pipe).

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Salon-Steamer Service between:

a) Marseilles—Tunis (Biserta)—Syracuse—Alexandria.

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c) Marseilles—Naples—Alexandria.

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Tickets issued to all parts of the world.

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M. MEWES

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There are American, German, French and English agricultural implements, sowing and reaping machines, harrows, ploughs, etc., etc. The Syracuse ploughs are very much appreciated and in great demand. The Government has persons to teach the farmers the use of the implements and also a black-smith shop at each place with all the necessary tools for the repair of these implements.

FERTILIZERS.—Up to three years ago chemical fertilizers were entirely unknown to this district. Tobacco fields were fertilized with hamsi (small fish), gardens to a certain extent with animal manure, and other fields in general not fertilized at all. Three years ago chemical fertilizer was brought from France, a few fields were divided into four parts, fertilized with chemical fertilizers, with hamsi, with animal manure, and one part left without any fertilizer. The difference was so striking in favor of the chemical fertilizer, proving to be cheaper, more easy to use and far superior than any of the [other two fertili-

zers, that chemical fertilizer now is in great and growing demand.

SERICULTURE.—The Government opened, last year, a sericulture school at Gumushane to revive sericulture, once flourishing in that region. The school has 12 students supported by the Government. They are taught both the theoretical (Pasteur) system, and the practical part of the business. The silk worms raised in the school gave an excellent result, and now the proper kind of sycamores are being planted for the further development of sericulture.

DAIRY.—Up to last year very good milk was wasted in this province in making very unclean butter and a kind of almost uneatable cheese, made by the most primitive methods far from being hygienic. The agricultural department of this province saw the necessity of establishing a dairy school, and after a great deal of opposition, due to conservatism, last year succeeded in obtaining from the Government the necessary funds. A proper building was erected, and now Trebizond has a

nice dairy school equipped with modern implements, a small but complete laboratory, and a special department for selling dairy implements to the farmers, the use of which is minutely and thoroughly explained.

The school produces excellent butter and almost all kinds of cheese and also gives theoretical and practical lessons to ten free boarders, all their expenses paid by the Government. They are sons of farmers from milk producing parts of the district.

The direction of this model dairy is in very good hands. Mr. Roumi, the director, not only is a graduate of agriculture but also has made a special study of this branch in Switzerland and knows the business thoroughly.

The milk though very rich (17% cream) gets rather expensive on account of the high rate of transport and the distance that it has to cover, which more than doubles its price, and in spite of that the loss to the school is not more than 15-20%.

STOCK BREEDING.—The Government has decided also the establishment of a farm, near the city, for raising cows both for producing milk for the dairy and for the improvement of the race.

The implements at the dairy, provided by the Government, are German, except a few American and French specimens that belong personally to the director.

Mineral Waters.

KISSARNA is a very good table mineral water, better than Tchitli and far superior to Giesshubler and to Appolinaris. People that drink this water may be sure that it is a natural mineral water with no artificial additions to it.

This water, very little known a few years ago, is getting to be known and appreciated. The spring has been rebuilt and cleanliness and the way of bottling the water improved.

The total amount of water exported at present is 25—30 thousand bottles per month, distributed to 15 cities in Turkey, and Alexandria and Port Said in Egypt.

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Telegraphic Address: "IMSENCO", CONSTANTINOPLE.

Exporters of Otto of Roses,

Opium, Gum Tragacanth,

Carpets and Rugs, Wool,

Mohair, Furs, Skins.

There is no direct export for Europe but the steamers that pass by Trebizond buy a considerable quantity.

According to the analysis made at the Imperial Medical School of Constantinople the following matters are contained in one liter of this mineral water.

Bicarbonate of Soda	Gr.	1,4273
Chlorate of Soda ...	„	0,3101
Chlorate of Potash..	„	0,0448
Sulfate of Magnesia.	„	0,1740
Sulfate of Soda ...	„	0,2326
Sulfate of Lime ...	„	0,2792
Carbonate of Lime..	„	0,2053
Silica	„	0,0440
Oxyde of Iron. ...	„	0,0020
Alum	„	0,0010

The spring is situated in a very picturesque place, about four miles to the west of Trebizond, and with the exceptionally fine weather that generally prevails every autumn in this place, it is very appropriate for the establishment of a water cure resort. But the owners of the spring have neither the means nor the knowledge required for such an establishment.

There are two other mineral springs in this district, the one at Surmene and the other at Sennah, but their water being inferior to that of Kissarna is very little used.

The empty bottles for the Kissarna water are imported from Austria, France, and the Pasha-Baghtché factory of Constantinople.

Public Works.

ROADS.—The "Entreprise Générale des Routes Ottomanes" (French) has finished the preliminary study for the building of the high-way (205 miles) between Trebizond and Erzeroum, and the final plans of the same for about 87 miles, of which plans for 37 miles submitted to the Government have been approved, and as the necessary stone and sand had been made ready on the place, the same are quickly spread on the road, under the supervision of special engineers of the Government, rolled over, and the public has already the use of the first part of the newly built road.

NEW YORK LIFE INSURANCE CO.

Darwin P. Kingsley,
President

Headquarters for Europe
1 & 3, Rue Le Pelletier,
Paris

Amount of **new insurance** for 1910: Francs 814,492,065.
Largest amount written by any Life Insurance Company in the world.

Total Assets
Francs 3,305,795,309

Insurance in force
Francs 10,571,590,158

BUSINESS IN TURKEY:

Insurance in force: 6953 policies amounting to Francs 48,931,107
Amounts paid out on deaths and time expired policies Francs 8,603,715

Dividends Declared

And payable to policy-holders in 1911 amount to Francs 47,215,769
As against the following amount for 1910 Francs 45,834,594

Highest Dividends ever declared by the Company

Examples of Dividends paid on annually participating policies
having taken effect in 1906.

Amount of policy-holder's share in percentage of annual premium

Age	Whole Life, Premiums for Life				Whole Life, 20 Premiums				Endowment, 20 years			
	Year of payment of dividend				Year of payment of dividend				Year of payment of dividend			
	1908	1909	1910	1911	1908	1909	1910	1911	1908	1909	1910	1911
	%	%	%	%	%	%	%	%	%	%	%	%
25	15.6	17.0	17.6	18.1	13.7	15.5	16.5	17.2	12.2	14.5	15.7	16.
40	15.6	17.2	18.0	18.6	14.3	16.2	17.1	17.8	13.3	15.4	16.5	17.3
55	15.6	17.1	17.9	18.4	15.1	16.7	17.6	18.1	14.8	15.5	17.4	18.0

CENTRAL OFFICE FOR TURKEY: KÉNADJIAN HAN, STAMBOUL

Code A B C Fifth.

Telegraphic Address:
"AMTRADE", CONSTANTINOPLE**AMERICAN TRADING COMPANY****Import and Export-Commission****Noradoung Han, Galata,
CONSTANTINOPLE.**

We import **only** American Manufactures
and export **solely** to the United States.

**Machinery, Safes,
Builders' Hardware,
Leather Goods, Oils.**

The Company has on the road two petroleum motor rollers and three of animal traction.

RAILROADS.—The "Regie Générale des Chemins de fer" (French), in agreement with the Ottoman Government, four months ago sent ten brigades, each headed by two engineers, and by vigorous work they have just finished the preliminary study for the projected railroads between Trebizond and Sivas. It is expected that the plans for these lines will be ready to be submitted to the Ottoman Government at about the end of next March.

The line is to start from Trebizond and by Gumoush-Hané and Baibourt go to Pekkeridji. From Pekkeridji the line is to be branched into two, the one to follow the valley of the Euphrates and run east to Erzeroum and the other to follow the valley of the same river west and go to Erzingian, and from there by the Char-dakli mountain to Sivas.

This projected railroad is going to be an expensive one. Besides the great tunnel

of about four and a half to five miles through the Zigana mountain, there is a considerable number of smaller tunnels and a great number of bridges of various sizes to be built. In spite of all these difficulties the engineers that have just finished the survey of the road are very enthusiastic. They find the country beautiful and naturally rich in products, and they say that when the very primitive rafts, now in use for means of transport on the Euphrates, are replaced by more modern water crafts, they will help considerably to feed the railroad.

The work on the Samsoun-Sivas railroad is making slow progress.

HARBORS.—The ports of Trebizond and Samsoun are the most important Ottoman ports on the Black Sea. Neither of them has any natural or artificial harbor the absence of which is very often causing a great deal of trouble and unnecessary expense to commerce, navigation and people in general. The sea is open and the storms frequent and heavy and it is not



HERMAN A. HOLSTEIN

Established: 1856

CONSTANTINOPLE

Stamboul, Allalemdji Han, 12-15.

Proprietor:



CARL HOLSTEIN

EXPORTER

of Opium, Otto of Rose,

Gum Tragacanth, Wool, Seeds,

Walnuts and other articles



Established in 1890

A. G. ARSEN & Co.

CONSTANTINOPLE, TURKEY.

Cable Address: "ARSEN", CONSTANTINOPLE.

GENERAL EXPORT MERCHANTS & COMMISSION AGENTS

SPECIALITIES:—

SHEEPS' WOOL, MOHAIR, SKINS, SAUSAGE CASINGS,
MALTING BARLEY, BASILS, FUR SKINS,
ETC., ETC.

REPRESENTATIVES OF FIRST CLASS HOUSES
in ENGLAND and in the U. S. of AMERICA.

BANKERS:—

London County & Westminster Bank, Ltd., London.

unusual for steamers to carry back and forth, from Batoum to Constantinople, goods destined for these ports, before they can be landed. People on board for business have been obliged to take unexpected journeys by the same steamer because a sudden storm made their landing impossible. Steamers arriving are sometimes unable to land even their mail bags and obliged to leave.

The above conditions are enough to give an idea of the pleasure with which the people here saw the arrival of five engineers and three assistants of the John Jackson Co., Ltd. of London, to survey the port for the construction of a harbor. The above engineers, after having finished the survey of the Samsoun port for building a harbor, came here for the same purpose and favored by good weather they are vigorously at work. It is too early to know anything definite about this project, but it is earnestly hoped by everybody that Trebizond will see, in the near future, the happy day of possessing a harbor.

PROJECTED IMPROVEMENTS.—The committee for the projected improvements of this city, reported in the first number of *Levant Trade Review*, has collected, in five months, about Ltq. 4,000. Several schemes are under study.

Commercial Development.

IMPORTS FROM AMERICA.—The development of trade relations between the United States and this district is very evident, but as part of the American goods come here from Constantinople, it is not practical to give any statistics or percentage of American imports. At the same time one can not but notice the buildings of concrete blocks made by American machinery, American safes, stoves, hardware, paints, agricultural implements, office desks and chairs, shoes, fire arms, California canned fruits, and various other articles, a few years ago entirely unknown to this district.

It has been repeatedly reported that home industry in this country is very little developed and the people depend almost

entirely on imported manufactured goods. The development of trade relations, in imports, depends a great deal on the efforts and means that manufacturers will use for the sale of their products. It is encouraging to notice that some of the American manufacturers endeavor to help trade by quoting prices c.i.f. ports of delivery and accepting orders with payment on delivery.

EXPORTS.—Last year's Declared Exports to the United States, from this Consular District were \$1,335,448, an excess of more than 50% over the previous year. As the calendar year is not yet ended the exact amount for the year 1911 can not yet be given but it is believed that it is going to be as good as last year's.

Respectfully submitted,

ISAIAH MONTESANTO

Trebizond, Turkey,

December 20/1911.

J. M. RAPPAPORT de Constantinople, qui réside temporairement aux États-Unis et qui y représente la Chambre de Commerce Américaine de Turquie, est tout disposé à mettre en relations toute maison de commerce sérieuse, établie en Turquie, avec des importateurs Américains de matériaux indigènes de tannage (tels que vallonée, pommes de galle, etc.), graines, soie grège, tapis, produits oléogineux, pantoufles, nacre, gomme adragante, mohair et de tous les autres produits du Levant. D'autre part quelques firmes américaines sont désireuses de trouver en Turquie des acheteurs fermes de peaux de chevreau glacées, chaussures peu couteuses, machines à écrire de seconde main, colliers américains, etc. M. Rappaport prêtera toutes ses attentions aux demandes que les membres de la Chambre pourraient lui envoyer. Son adresse est: 101, Beekman Street, New York, États-Unis d'Amérique.

DEALERS IN MACHINERY

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

AGRICULTURAL IMPLEMENTS & MACHINES

Including

STEAM THRESHERS

(Straw Bruising Attachments)

FROM THE WELL KNOWN IMPORTERS FROM AMERICA

H. NERGARARIAN & CO.,

Korassandji Han, Stamboul, Constantinople.

WIENER BANK-VEREIN

Fully paid up Capital 130 million crowns — Reserve 39 million crowns.

Head Office: VIENNA.

Branches in all important places in Austria.

Agencies in Turkey: CONSTANTINOPLE and SMYRNA.

CONSTANTINOPLE:

Head Office:— GALATA, Place de Karakeuy,

Branches:— STAMBOUL, Rue Kutub Hané.

» PÉRA, Immeuble St. Antoine.

The Constantinople Agency charges itself
with any kind of financial transactions.

SAVINGS BANK. — SAFES TO BE LET.

Salonica Branch

American Chamber of Commerce for Turkey.

Officers:

VITAL OJALVO	President
SYLVAN BRAUTMAN	Secretary
JOHN L. BINDA	Assist. Secretary
MESSRS. IHNO BENSUSSAN, JEAN MAROCCO, EDMOND MAULWURF, ISAAC MODIANO, ISAAC NAHMAN, BAROUH SARFATI, VICTOR SCIACKY, SAMUEL SCIALOM, ATHANAS SEREFAS, HENRY TIANO	Treasurer.
	Directors.



While the commerce of Salonica has suffered on account of the cholera and the Italo-Turkish war, American imports, no doubt, will show an increase for the year 1911; new articles have been introduced and have found a ready market.

In the Macedonian market, I am confident that American trade is gaining a strong foothold. American manufacturers are adapting themselves to the need of the

Oriental markets and are granting much more facilities to buyers than they did in the past.

American articles are well known all over Macedonia. Thousands of emigrants are returning home every year from the United States, bringing with them a good impression of the articles they were accustomed to use during their stay in America, which fact I am glad to have

realized personally on a recent trip through Macedonia.

Farming methods are improving gradually and the lack of farm hands will soon compel the farmer to adopt modern agricultural machinery.

Our manufacturers, especially those interested in agricultural machines, will do well to keep an eye on this market, and their salesmen should visit from time to time these regions. While making sales they will also learn the requirements of each province separately.

The introduction of American cinematographic films will be a good advertisement for American commerce. They are brought in through France and are more in favor among the people than those of other countries.

American commerce is in great need of a direct steamship line; the day that we have it, American goods will supplant many of the European articles now sold here.

Besides the many American articles already in this market, the following have

recently been introduced: desks, chairs, filing cabinets, stoves and safes.

The annual report cannot be sent before February as figures will not be available before that date.

Respectfully submitted,

VITAL OJALVO.

§

MILO A. JEWETT, Consul of the United States of America at Trebizond, is about to leave Turkey, having been promoted to Kehl, Baden, Germany. Dr. Jewett, in point of service, is the oldest American Consular officer in Turkey. His service in this country dates back to 1892. It has been a faithful and most creditable service, and his promotion is amply merited. Dr. Jewett has taken a deep interest in the American Chamber of Commerce for Turkey of which organization he is a Director at Large for the Black Sea region. We regret Dr. Jewett's leaving Turkey, but at the same time wish him abundant success and happiness in his new sphere of activity and usefulness.

C. WHITTALL & CO—SMYRNA

THE OLDEST BRITISH FIRM IN THE LEVANT

ESTABLISHED 1811

Telegraphic Address: "WHITTALL", Smyrna.

MERCHANTS, BANKERS, SHIPPING & INSURANCE AGENTS, EMERY MINE OWNERS.

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

Importers of Coal, Iron & Soda Ash.

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

P. ELMASSIAN (INVENTOR)

TRADE



MARK.

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

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

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

BANKERS IN ENGLAND

THE COMMERCIAL BANK OF SCOTLAND LIMITED-LONDON.

E. J. DAVEE,

Smyrna, Turkey.

GENERAL MERCHANTS OF HALF A CENTURY.

Meeting of the Chamber.

The fourth regular quarterly meeting of the American Chamber of Commerce for Turkey convened Dec. 27th, 1911. Dr. Marcellus Bowen was chosen as presiding officer.

Arrangements were perfected for the annual meeting of the Chamber which will take place Jan. 24th, 1912, at which time the various officers and committees will present their reports for the past year.

Mr. D. Alton Davis was elected as Auditor of the Treasurer's accounts.

The following honorary members were duly elected, after being approved by the Board of Directors:

Suleiman Effendi Bustani, Beirut, Syria, Senator of the Ottoman Empire.

A. L. M. Gottschalk, No 4 Trafalgar Square, London, England, American Consul General at Large, Middle East & Africa District.

John F. Fitzgerald, Boston, Mayor.

John M. Carson, Washington, Ex-Chief, Bureau of Manufactures, Department of Commerce and Labor.

George W. Sheldon, Chicago, President, National Business League of America.

Dudley Bartlett, Philadelphia, Chief, Foreign Trade Bureau, Philadelphia Commercial Museum.

W. H. Benney, New York, Manager, Foreign Department, National Association of Manufacturers of the United States of America.

R. O. Hough, New York, Editor, "American Exporter."

Edward Neville Vose, New York, Editor, "Dun's International Review."

In reply to a communication of the National Business League of America, the following Resolution, drawn by Dr. Bowen and proposed by Mr. Davis, was unanimously passed:

The attention of the American Chamber of Commerce for Turkey has been called to "A Bill for the permanent improvement

of the Consular and Diplomatic Service" prepared by the National Business League of America in the hope that it may become law during the present (1911-12) session of Congress. In the desire to promote this measure to the extent of its power, the Chamber adopts the following resolutions:

(1) That we note much for which to congratulate the government and people of the United States in the marked improvement of the American Consular Service, especially here in Turkey and in the Levant generally, an improvement undoubtedly consequent upon the application to that service of the Executive Orders of June 27, 1906, and Nov. 26, 1909.

(2) That we heartily associate ourselves with the language of President Taft in his Message to Congress of Dec. 6, 1911: "The excellent results which have attended the partial application of Civil Service Principles to the Diplomatic and Consular Services are an earnest of the benefit to be wrought by a wider and more permanent extension of those principles to both branches of the foreign service."

(3) That we therefore express ourselves as in warm sympathy with the spirit and aims of the proposed Bill.

(4) That we hereby authorize and request the administrative officers of this Chamber to take whatever steps they may find possible and advisable to promote the enactment into law of this or some bill of similar purport, during the present session of Congress.

Similar action has been taken by the American Chamber of Commerce in Paris and by the American Association of Commerce and Trade in Berlin.

The Treasurer's report showed total receipts up to date of francs 12,831 and total expenditures of francs 7,089, leaving a balance of francs 5,742. As the bills for advertising in *Levant Trade Review* have not yet been issued except in some cases in which such accounts at the request of the advertisers (as for instance in the case of Salonica) have been settled in advance, the finances of the Chamber were found to be in a satisfactory condition.

Registered Telegraphic Address:

"CHASSEAUD - CONSTANTINOPLE"

F. W. CHASSEAUD & CO.

14, 15, 16 Kassovo Han, Stamboul, Constantinople.

Commission Merchants

Import and Export.

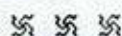
Fire Insurance Agents.

Bankers: { Banque de Salonique, Constantinople.
Deutsche Orient Bank, »

Smyrna Branch American Chamber of Commerce for Turkey.

Board of Governors:

GEORGE HORTON	Hon. President.
FRANCIS BLACKLER	President.
RUFUS W. LANE	1st Vice-President.
S. A. SEFERIADES.	2nd Vice-President.
T. S. BALTAZZI	Secretary and Treasurer.
ANT. REGGIO	Commercial Adviser.
J. D. LANGDON (Chairman), A. E. C. BIRD, CHAS. } MISSIR, M. E. LAMBICHI, ERIC WHITTALL (Legal } Adviser). }	Committee on Arbitration, Legal and Government Affairs.



Crops.—After a long drought which has lasted at least for seven months, the rainy weather has set in, and the prospects begin to look very favorable. The grain sowing is almost completed, but we require still a few bright days up to the middle of January next, to enable farmers to get through with this work.

The farming methods are still very rudimental, and the chief reasons of these conditions are firstly the insecurity of up-country, thus preventing experienced European landowners and farmowners to go in person, introduce and supervise European methods of farming and secondly the bad conditions of the roads. It is true that the Government has already given to a few European contractors the construction of a few roads, but for one reason or another, the work is very slow, and up to the present, next to nothing has been accomplished.

Olive Oil.—The olive crop prospects are indeed this year very propitious and it is believed that the output of oil will reach to Bumper figures. The quality of the oil has proved so far superior to that of previous years for the following reasons: 1st) the fruit is in a healthy condition and 2nd) crushers are taken better care of for the manipulation of the fruit.

Stocks of last season's crop have been materially reduced and notwithstanding the prospects of a large turnover, prices have not yet declined to their normal level.

Although there is a fall in prices of about 40% for all qualities, exporters believe that a further decline of 10% will take place later on, provided that the olive crops of Spain and Corsica also prove to be large ones.

The estimates of the probable yield of this year are as follows:

Island of Crete (Quintals of 44 oke)	1,000,000
Island of Mitylene " " " "	600,000
Vilayet of Aïdin " " " "	350,000
Adramit & Aivali " " " "	300,000
Quintals	2,250,000

Since the year 1893 when the crop of the above localities reached the quantity of 2,300,000 quintals, we have not had such a big crop as the one estimated this year, and for the present, exporters are almost out of the market awaiting further developments in estimates of the Corsica and Spain crops.

Smyrna Fig Trust.—Some of the important fig packing firms have combined and are forming a Trust, which will be styled "The Smyrna Fig Company, Limited" which company will be registered in England with a Capital of £200,000.

Some of the leading firms are at the head of this concern, but, for reasons unknown to us, a few experienced packers are out of the combination, and it is rumored that during the fig season a very big competition will be created amongst them. In any way as this Trust is only in embryo, further details cannot be given.

Code A. B. C.

5d Edition.

General Manager JULES FRESCO.

Cable Address : Aslanfresco

CONSTANTINOPLE.

American Levant Agency

Ladjivert Han, Galata,

CONSTANTINOPLE

Has been opened for the purpose of dealing as General Commercial Representatives in

AMERICAN ARTICLES

of any description which may find a market in the Levant. It solicits agencies of American manufacturers and offers them the benefit of its sample exhibition rooms. Ten years commercial experience in America.

REFERENCES:

Best Banks in Constantinople

Direct Communication with the U. S.—Since the removal of the Boycott against Greek ships, direct communications with America have been resumed, and this will certainly facilitate the commercial transactions between the United States and this country. In fact the steamships of the "National Steam Navigation Co Ltd. of Greece" and the "Hellenic Transatlantic Steam Navigation Co.," are again regularly calling at our port.

Chief Products & Exports.—Smyrna is the most important port of one of the wealthiest and most productive districts of Asia Minor. The chief export products are as follows :

Wheat, barley, oats, sesame, raisins, halva, cheese, laurel leaves, olive oil, cotton, opium, valonea, beans, French beans, flour, eggs, cocoons, fresh fruits, dried fruits, maize, minerals, sponges, walnut tree logs, oranges, wool, skins, hides, figs, locums, scamonea, tobacco, almonds, carpets, rugs, bees wax, mastic, gum tragacanth, licorice root, licorice paste, lemons, etc., etc., etc.

Relations with the United States.—

It is really painful to contemplate the very small imports of the United States of America into Turkey and especially into Smyrna, in comparison with those of European countries. The imports from America are almost nil, and this is due principally to the terms of payment asked by the American manufacturers. Whilst all the European countries are extending three to six months credits to the trade in Turkey and their turnover is increasing year by year, the American manufacturers stick to their mode of payment, viz : "Cash in New York before shipment of the goods." Most of the manufacturers object even to quote for their goods c. i. f. prices, which methods handicap altogether the sale of American products.

This is probably because the United States has not been as yet in direct contact with the customers on this side so as to appreciate them as the European manufacturers do. It is to be hoped that with the organization of the American Chamber of Commerce for Turkey manufacturers

will be gradually convinced that our customers, with a few exceptions, are as good and honest as those in any other part of the world. But the great question for American exporters is the selection on this side of a "good and trustworthy Agent," on whom they may place entirely their confidence, and who will look after their interests, in the different markets, and select the firms entitled to a certain amount of credit. This matter is of paramount importance.

Opium.—Owing to the continued drought, the autumn sowing only began during the latter part of November, as the rainy weather set in about that time. In the districts where opium is cultivated they have usually a big fall of snow in December and it is a question if the usual autumn sowing will be completed in time. There is also a spring sowing but this sowing requires very favorable atmospheric conditions to make up a fair crop, and for this reason it is believed that high prices will again be prevailing next season.

The prices may not perhaps be maintained on the present level, but it is believed that probably they will be higher than the average ones, as usual stocks are nearly exhausted, and the present conditions do not in any way point out that we might have an abundant crop, so as to offset the small outputs of the two previous seasons.

Respectfully submitted,

T. S. BALTAZZI.

Developments in Armenia.

Cotton Crop.—The cotton harvest in this province is just over with a satisfactory yield, but the price offered in the local market is unfavorable to the farmers as no demand so far has been received from outside markets. The cotton is selling from Prs. 36 to Prs. 40 per Batman of 6 okes (17 pounds) according to the quality (Turkish Lira at 108 piasters silver). Two thirds of the cotton production of this

district will be exported to the interior cities of the Empire and the other third will be consumed by the local industries.

Wheat-Sowing.—The Autumn wheat has been sown in the Harput plain at an unfavorable time as the rainfall upon which our wheat fields depend, has been unusually late. Until the date of this report no rain has fallen on this plain for nine months. The farmers are uneasy over the present condition of the fields.

Farming Methods.—The agricultural implements as well as the sowing methods in all this part of the Empire are primitive, although the advantages of the improved implements have been known by many people who have seen such machines abroad. The people here are so conservative that for some time it cannot be expected that much improved machinery will be used. The Government has recently taken steps to instruct the people in farming methods by sending employees, graduated from agricultural schools, and opening a depot for the sale of agricultural implements in the center of each vilayet to supply the farmers with such implements. These machines are of European and American makes. There are also some merchants in this district who are introducing plows from the United States, but the inclination of the people toward the use of these appliances has not so far proved encouraging.

Sericulture.—2,400 packages of seed were distributed in the spring to the growers producing 61,500 kilos of fresh cocoons. Although the quality was excellent, the silk industry is on the decline in Armenia owing to lower prices in Europe and the difficulties of transportation to markets outside.

Commercial Relations with the United States.—The direct commercial business between the United States and the Harput district is insignificant, although an increase is expected especially when the country is opened by railroads and direct communication with America is established by a ship line with the ports of Turkey. There are already close commercial rel-

International Harvester Company of America

sells all kinds of farm implements and agricultural machinery.

We sell Reapers, Binders, Mowers, Rakes, Harrows, Cultivators, Drills etc. of the following makes :

**CHAMPION
DEERING
M^C CORMICK**

**MILWAUKEE
OSBORNE
PLANO**

We also sell Gasoline Engines, Tractors and Threshers, Corn Shellers, Cream Separators, in fact all imaginable machines a farmer needs except ordinary (horse-power) plows.

H. A. AIVAZIAN

REPRESENTATIVE IN THE LEVANT

p. t. Pera Palace Hotel, Constantinople.

ations existing between this district and the United States which are more important than with any district of this Empire, as approximately 15,000 people from this district are now working in the factories of America with the intention of returning to the country when they are supplied with sufficient funds to start some business in their home districts. Accordingly the tendency towards using American goods is progressing although slowly. The following table shows the commercial relations between the United States and the Vilayet of Mamouret-ul-Aziz with the estimated value of the general articles exchanged either directly or indirectly, for the year 1910.

ARTICLES EXPORTED TO UNITED STATES.

Embroideries...	\$26,000
Goatskins	25,000
Rugs and Kilims	18,000
Sausage casings.	8,000
Sundries	5,000
Total ...	\$82,000

ARTICLES IMPORTED FROM UNITED STATES.

Cotton goods (sheetings cabots, etc.).. . . .	\$26,500
Arms and ammunitions ...	10,000
Sewing machines ...	6,000
Rubber shoes...	3,500
Hardwares and Tools.	2,500
Agricultural Implements... . .	1,500
Sundries	2,500
Total ...	\$52,500

Most of the American goods are received here from the cities of Constantinople and Aleppo.

Respectfully submitted,
GEORGE GHEVOND.

Mamouret-ul-Aziz (Harput), Turkey,



Il est porté à la connaissance des parties intéressées que des revues, journaux et magasins commerciaux et industriels sont mis à leur disposition, dans la salle d'attente des Consulats des Etats-Unis d'Amérique en Turquie.

News from Mersine.

Cotton Crop.—Despite the lack of workmen caused by the building of the Bagdad Railway as well as the increased amount of cotton raised, growers were able to reap the crop owing to the favorable climatic conditions. The rainy season which generally sets in about November, came a month later this year and in this way permitted planters to pick the crop.

The general production of cotton in the Vilayet of Adana this year surpassed all previous years by 25—30% and reached the amount of 90,000—100,000 bales. This increase was due to the greater yielding of the soil through better cultivation by machines and to the increased amount of planting caused by the higher ruling of prices these last years and by the fact that the floods of last winter ruined the cereal crops, so that agriculturists had recourse to cotton planting, in order to profit by the work already performed.

The yielding of the soil was greater this year than that of the preceding years. It is calculated at about 80-100 okes of unshelled cotton per dunnum or 18-20 okes cleaned and ginned,

In view of the falling of prices and the small profits which the cotton-planters have realized from their crops, it is probable that the area to be planted will considerably diminish in comparison with the past year, as farmers are not able to meet the enormous expenditures necessitated by the cultivation of cotton, to say nothing of the difficulties encountered in finding workers for the tillage.

Cereals 1911-12.—Agriculturists have had time enough by the tardiness of the rains to plant their crops and it may be said that the work is practically finished. It is feared, however, that this drought may damage the cereals, already well under way on account of a rain which took place in November. In that event [40-45% of the sowing might be regarded as lost, but as yet the loss is of no importance.

For obvious reasons the quantity of cereals sown will be superior to that of the

GEORGE CHISNELL & SONS Co., LTD.,

(Successors to LAUGHTON & CHISNELL)

BRITISH FIRM, Established 1864.

CONSTANTINOPLE.

IRON, HARDWARE, MACHINERY MERCHANTS AND IMPORTERS OF AGRICULTURAL MACHINERY

Agents for:

Mc CORMICK HARVESTING MACHINE Co., Chicago, U.S.A.

RUD SACK, Leipzig, Germany.

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etc. etc. etc.

CONTRACTORS TO THE IMPERIAL OTTOMAN GOVERNMENT.

AGENCIES in all the principal cities of the Ottoman Empire.

Telegraphic address:

CHISNELL, CONSTANTINOPLE

BANKERS:

IMPERIAL OTTOMAN BANK

past year, and provided climatic conditions are favorable, crops will also be superior.

Cereals were sown in the following proportions: corn 70%, barley 20%, hay 10%.

Of all the crops only sesame seed is exported to the United States and this in the form of Tahin or crushed seed for the manufacture of a candy called halva. The value of such exports in 1910 was \$11,115. Large shipments of Tahin are to be made this year to the United States.

Steamship Service.—The Achaia S.S. Co., Ltd. which is combined with the Austro-Americana S.S. Co. has established a regular bimensual service between our port and Syria and uniting them with Patras. In this way we have S. S. communications with the United States as well as with South America.

Respectfully submitted,

DEMOSTHENES LYKIARDOPOULOS

BLACK SEA COAST OF ASIA MINOR.—We would invite attention to the report of Mr. Isaiah Montesanto in the present issue of the *Levant Trade Review* as a model for our correspondents and as graphically but soberly describing the Ottoman Renaissance as it unfolds itself along the Black Sea Coast of Asia Minor. It is an exposé well calculated in its unembellished truthfulness to cheer those who are optimistic with regard to Turkey's future. Turkey is progressing and will continue advancing, politicians at home and abroad to the contrary notwithstanding and without regard to internal or international complications. This development might be accelerated if Turkey were let alone and allowed to work out her own salvation undisturbed by the exigencies of modern "Realpolitik". But nothing can stop it.

THE GRATIFYING GROWTH OF THE AMERICAN CHAMBER OF COMMERCE FOR TURKEY in the Ottoman Empire and in adjoining countries has led to the proposition which will be voted on at the annual meeting on January 24, 1912, that the name of the Chamber be changed so as to read *The American Chamber of Commerce for the Levant*. In view of the possibility of this enlargement of the sphere of the Chamber which is perfectly natural as the conditions affecting merchants all through the countries of the Eastern Mediterranean and of the Black Sea dealing with America and merchants in America dealing with Egypt, Greece, Turkey, Roumania, &c. are practically identical the nominating committee of the Chamber has suggested Directors at Large for Egypt, Malta, Greece, Bulgaria, Roumania, Servia, Southern Russia, Caucasus and Persia beside the Ottoman Empire. It is hoped that the new dispensation if it goes into effect will add further impetus and momentum to the present tendency towards closer relations between the Near East and the United States of America. In unity there is strength. In order to have effective unity, there must be organization and co-operation.



Le Canal de Panama.

Le Président Taft dans un discours tenu à Bellingham (Wash.) a annoncé pour le 1^{er} juillet 1913 l'inauguration de l'ouverture du Canal de Panama. Ce qui est de deux années plus tôt qu'il n'avait été annoncé auparavant; et l'on doit prendre en considération que le commerce par suite de cet imposant ouvrage, prendra un essor tel, que jamais nulle entreprise des Etats-

Unis n'a jusqu'à présent offert à l'expansion de son commerce.

Les Etats-Unis se préparent déjà à célébrer l'ouverture comme un événement national de premier ordre. Ce ne sont pas les villes seules de l'Atlantique qui prêtent leur attention à cet événement mais les Etats du Pacifique et la Californie surtout, qui organiseront une exposition universelle à San Francisco pour laquelle le Président Taft, comme on le sait, a donné le premier coup de main. La ville de San Diégo, Cal., se propose aussi d'organiser une exposition pour célébrer le mariage des deux Océans.

Les produits bruts des riches contrées de l'Amérique du Sud-Ouest pourront être envoyés aux ports atlantiques des Etats-Unis par la route du Canal, dont la distance est de moitié moindre que celle du parcours jusqu'aux ports atlantiques d'Europe, où l'on expédie actuellement la plus grande partie de ces produits; de sorte que les navires retourneront avec des cargaisons de marchandises américaines.

Grâce à l'ouverture du canal les fabricants Américains en relations avec l'Extrême-Orient seront libérés à un considérable degré des taux de frêt onéreux, imposés par les compagnies de chemins de fer transcontinentaux et qui, par suite de la concurrence maritime seront tenues à avoir plus d'égards pour les intérêts des expéditeurs.

On est porté à croire que le Canal de Panama doublera l'efficacité de la marine américaine, et la valeur des relations qui existent le long des côtes entre les littoraux est et ouest des Etats-Unis.

De grands cargo-boats et des bâtiments de guerre pénétreront en 1913 dans Limon Bay entre deux jetées qui sont en voie de construction à Colon



Le Canal de Panama.

STOCK & MOUNTAIN

Merchants & Commission Agents

*Dealers in Wool, Mohair, Canaryseed, Linseed, Millet
and other Turkish Produce.*

AGENTS FOR:

Vickers' Limited,
S. Pearson & Son,
Westinghouse Brake Company,
L. M. Ericsson & Co. (Telephones),
Nestle & Anglo Swiss Condensed Milk Co., etc. etc.

BANKERS:

Lloyd's Bank.—Banque de Salonique.

et à Point Toro, l'endroit même où le galion de Colomb mouilla il y a 400 ans. Les navires s'avanceront alors à travers un canal de 45 pieds de profondeur et de 500 pieds de largeur, construit à travers la jungle marécageuse Gatun.

De grandes écluses qui ne manquent pas d'attirer l'attention universelle des ingénieurs, sont construites en cet endroit. Puis une immense maçonnerie en béton s'élèvera devant le navire qui sera pris à la remorque par de puissantes machines de traction électrique, après que sa force de propulsion ait été arrêtée.

Une fois dans l'écluse, les portes sont fermées, après quoi l'eau commence à monter en raison de l'affluence des eaux du lac. Lorsque la première écluse sera remplie, le navire se trouvera à 25 pieds au dessus du niveau de la mer, et s'élevant d'é-

cluse en écluse en ce sens, il atteindra 85 pieds lorsqu'il pénétrera dans le lac Gatun. Ce lac artificiel a été construit en endiguant la Rivière Chagrès qui traversait autrefois l'emplacement occupé actuellement par le canal 23 fois. Son étendue couvrira 164 milles carrés.

Ces écluses auront 1.000 pieds en longueur, 300 en largeur et 45 en profondeur, et seront doubles de façon à ce que lorsqu'un vaisseau monte un autre puisse descendre dans une direction opposée. Après avoir parcouru les 23 miles du lac Gatun jusqu'à Culebra Cut à Bas Obispo et les 9 milles jusqu'à l'écluse de Pedro Miguel, le navire descendra alors par devers l'Océan Pacifique étant abaissé de 30 pieds dans un petit lac situé 55 pieds au dessus du niveau de la mer, et alors franchissant deux écluses à Miraflores se trouvera finalement au

TIANO FRÈRES & C^{IE}

Saloniki, Constantinople, Adrianople, Uskub, Smyrna.

Works and Foundry at Saloniki

PURVEYORS TO THE MINISTRIES OF WAR AND PUBLIC WORKS

Installation of flour mills, machines for food products, oil extraction, briquette manufacturing, metal working, ice making, mineral waters, treating and transporting minerals.

Steamships, locomotives, automobiles, steam engines, road rollers, carts and trucks, boilers, turbines, hydraulics, gas and petroleum motors, pumps.

Installation of water works, light systems, electric power, bridges, etc.

Estimates and specifications furnished on application. Easy terms of payment.

niveau de la mer dans la Baie de Panama, et avançant à travers un autre canal sur un parcours de 8 miles s'é lancera enfin dans les flots du Grand Océan.

Le Canal a une longueur de 50 milles et la traversée d'un vaisseau durera de 10 à 12 heures. La fameuse percée de Culebra a 9 milles de long.

Les Américains ont surmonté toutes les difficultés d'ordre technique et hygiénique qui empêchèrent de Lesseps de réaliser son entreprise. Lorsque le canal sera achevé il représentera un placement de \$400.000.000. L'entreprise dénote la générosité et l'esprit mondial de la grande République Américaine. Les vaisseaux de toutes les nations auront accès au Canal. Le trafic annuel s'élèvera à 50.000.000 de tonnes cependant que celui du Canal de Suez ne s'élève qu'à 30.000.000 de tonnes.

The AMERICAN LEVANT AGENCY is the name of an organization formed in Constantinople for the purpose of doing business with America. Its chief promoter is Mr. Jules Fresco of the firm of Messrs. Aslan Fresco & Fils, Ladjivert Han, Galata, Constantinople, in which premises the "American Levant Agency" provisionally will have its offices and exhibition rooms. Mr. Jules Fresco has spent 10 years in the United States and knows American commercial conditions from close and personal observation. This experience coupled with his energy and reported financial support would seem to augur well for success.



Correspondents to *Levant Trade Review* are requested to send in personal items suitable for publication in the column entitled "Personalalia."

"Levant Trade Review" Correspondents.

ALEPPO	LORENZO MANACHY; GEORGES CABBABEH.
ALEXANDRIA (Egypt)	FRANCIS L. ROMEO.
ATHENS (Greece)	J. M. SCHAPIRA.
BAGDAD	JAMES SCOTT LEVACK.
BATOUM (Russia)	EMERIO MATTIEVICH.
BELGRADE (Servia)	SAMUEL WEISS.
BEIRUT	
BRAILA (Roumania)	ANTHONY THEODORIDI.
BROUSSA	THEO. A. BALDWIN.
DARDANELLES	F. R. J. CALVERT.
HARPUT	GEORGE GHEVOND.
JANINA (Albania)	A. PHILIPPOU.
JERUSALEM	ALTER LEVIN.
KONIA	VAYANOS FRERES.
LARNACA (Cyprus)	P. J. LOUISIDES.
MERSINE	DEMOSTHENES LYKIARDOPOULOS.
ODESSA (Russia)	J. ST. VINCENT CORCORAN.
PHILIPPOLIS (Bulgaria)	
SALONICA	DR. SYLVAN BRAUTMANN; VITAL OJALVO.
SAMSOUN	WILLIAM PETER.
SMYRNA	THEO. BALTAZZI.
TEHERAN (Persia)	JOHN TYLER.
TREBIZOND	ISAIAH MONTESANTO.
TRIPOLI-IN-BARBARY	V. H. HASSAN; ALFREDO NUNES VAIS.
VARNA (Bulgaria)	M. KOSTOFF.



PERSONALIA.

A. G. Kaufman, Jr., representing the A. G. Kaufman Mfg Co. of 133 Reade St., New York City, manufacturers of lighting devices, arrived in Constantinople from Russia. He established a general agency for Turkey in charge of Messrs. Rowell, Sellar and Sprowson of Constantinople.



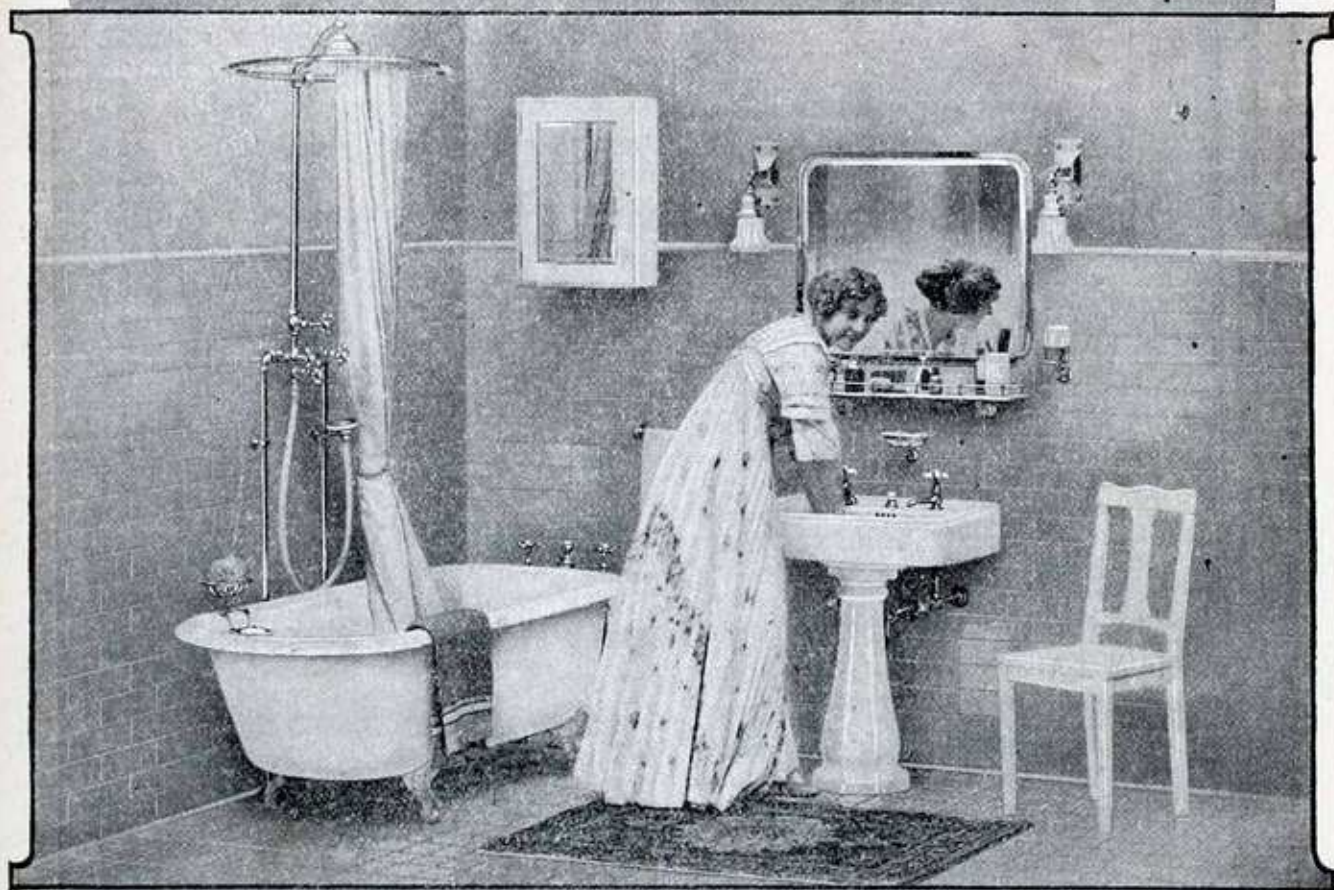
Cards have been received announcing the marriage at Raleigh, North Carolina, on Dec. 6/1911, of Mr. William Alexander Graham Clark to Miss Pearl Chadwick Heck. Mr. Clark was extensively quoted in the first issue of *Levant Trade Review* as the Special Agent of the Department of Commerce and Labor and the author of the very interesting and valuable publication entitled "Cotton Textile Trade in Turkish Empire, Greece and Italy".

Rufus W. Lane, formerly American Consul in Smyrna and now a prominent merchant in that city (he is President of the American Trade Development Corporation), visited the Capital accompanied by Mr. Mitaranga, Assistant General Manager of the Archipelago American Steamship Company, in which concern Mr. Lane recently acquired a financial interest. Mr. Lane is First Vice President of the Smyrna Branch of the American Chamber of Commerce for Turkey and one of the substantial pillars of this institution for which he predicts a bright and useful future.



Albert Hirzel of the firm of Hammer & Hirzel, prominent members of the American Chamber of Commerce for Turkey, has returned from the United States in which he conferred with his American customers and with Ameri-

"Standard" GUARANTEED PLUMBING FIXTURES



T

HE artistic perfection of "Standard" guaranteed plumbing fixtures, combined with their lasting sanitary worth, makes them a permanent investment in satisfaction and comfort. They add a value to your house far greater than their cost and are as enduring as the house itself. Their installation means certainty of service.

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

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

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

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

Standard Sanitary Mfg. Co.

PITTSBURGH, PA., U.S.A.

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

can exporters who are represented in Constantinople by Messrs. Hammer & Hirzel. New connections were also formed. Mr. Hirzel is much pleased with the reception accorded him in America as well as with the results of his transatlantic visit.

§

Theo. A. Baldwin, Commission Merchant and General Commercial Representative at Broussa, Turkey, recently visited Constantinople and incidentally expressed his pleasure at the organization of the American Chamber of Commerce for Turkey. He has lately taken up the representation of the Standard Oil Co. in the Broussa territory. "Levant Trade Review" hopes to hear from Mr. Baldwin quite occasionally.

§

George H. Richards, Manager of the Export Department of the Remington Typewriter Co., 327 Broadway, New York, passed through Constantinople on his way to Egypt, India and the Far East. The Remington Typewriter Company is putting out Greek, Arabic and Armenian typewriters beside those in English, French and other languages and will soon launch typewriters in the Turkish language. Last year the United States exported typewriters to the value of 50,000,000 francs. The general agents for Turkey of the Remington Typewriter Company are Sidney Nowill & Co. of Constantinople.

§

Mr. T. Bowen Rees of the firm of T. Bowen Rees & Co., of Smyrna, Turkey, visited the Capital on important business for a few days, during which he called at the offices of the American Chamber of Commerce for Turkey.

Bertram W. Mills of Messrs. Mills & Sons, Ltd., London, Agents in the Levant for Studebaker Bros. Mfg. Co. of Chicago and New York came to the Capital to look into certain opportunities for supplying the Turkish Government various kinds of vehicles. Messrs. Mills & Sons are represented in Constantinople by the well known firm of Edwards & Sons.

§

Angier Mills, Ashland, Mass., U. S. A., members of the American Chamber of Commerce for Turkey since last spring, have not appeared in the Membership Directory until now. The Chamber apologizes for this inadvertency. The Angier Mills are manufacturers and exporters of "Keepdry", a perfect waterproof wrapping and case-lining, and rubber-glass, a perfect skylight glass that does not crack.

§

Frank W. Chasseaud of Constantinople, a member of the American Chamber of Commerce for Turkey, has opened an import and export commission house under the name of F. W. Chasseaud & Co. One of his partners is John C. Uhrlaub, Esq., of New York City to whose 25th annual visit to Constantinople reference was made in the last issue of the *Levant Trade Review*. Messrs. Frank W. Chasseaud & Co. are going in for American business more or less exclusively and especially for imports from the United States, in which enterprise we wish them all possible success.

§

A. Woodroffe Manton, Resident Engineer in Turkey for S. Pearson & Son (London, New York, Mexico), has opened headquarters in Bendjhara Han, Stamboul, Constantinople.

A. & M. KARAGHEUSIAN

Importers of

Oriental Rugs

890, Broadway, NEW YORK CITY.

MAIN BRANCH AT CONSTANTINOPLE,
Astartjian Han, STAMBOUL.

Buyers in the Principal Producing Centres
of Turkey and Persia.

MANUFACTURERS OF DOMESTIC FLOOR COVERINGS,
MILLS AT FREEHOLD, NEW JERSEY,
U. S. AMERICA.

SELLING AGENTS FOR THE
Bremer Linoleumwerke
of DELMENHORST, GERMANY.

Douglas Binns, for several years Manager of the firm of Messrs. A. & M. Karagheusian, exporters of rugs in Constantinople, has been accepted as a partner in the business of his father, Mr. Laurence Binns, one of the principal exporters in Turkey of wool and mohair, and entered upon his new duties at New Years.



R. D. Bucknam, Manager of the Ottoman-Anglo-American Company of New York, has left Constantinople on an important business visit in England.



Vital Ojalvo, Secretary of the Salonica Branch of the American Chamber of Commerce for Turkey, is visiting the capital on business.



A Correction.—On page 139 of the last and page 244 of the present issue, the steamers of the Austro-Americana Line are mentioned as sailing every Thursday from Constantinople. Before going to press we are informed that the real day of sailing is Wednesday and not Thursday.

Edward W. Moore of Budapest, Engineer and General Representative for Austro-Hungary, Poland, Russia and the Balkans of the Ingersoll Rand Co. of New York, manufacturers of mining and other machinery, arrived in Constantinople accompanied by Stephen H. Painter, who is connected with the home office of the said company (11 Broadway). Mr. Moore expects to return here in May, as the Company contemplates establishing a branch office in Constantinople.



AMERICAN BRASS AND IRON BEDS IN TURKEY.—Just before going to press, we received notification from the Simmons Manufacturing Company, Kenosha, Wisconsin (whose advertisement appears on page 299 of the present issue of the *Levant Trade Review*) that they have appointed Messrs. Altendorf, Wright & Darr of Constantinople their Sole Representative in Turkey.

"THE LEVANT HERALD"

(ESTABLISHED IN 1856.)

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

SUBSCRIPTION.

IN CONSTANTINOPLE:

One Year, £tq. 1; Six months, £tq. 0.50.

THE PROVINCES:

One Year, £tq. 1.50; Six months, £tq. 0.75.

FOREIGN COUNTRIES:

One Year, Frs. 40; Six months, Frs. 25.

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

SUBSCRIPTION.

IN CONSTANTINOPLE:

One Year, £tq. 0.50; Six months, £tq. 0.25.

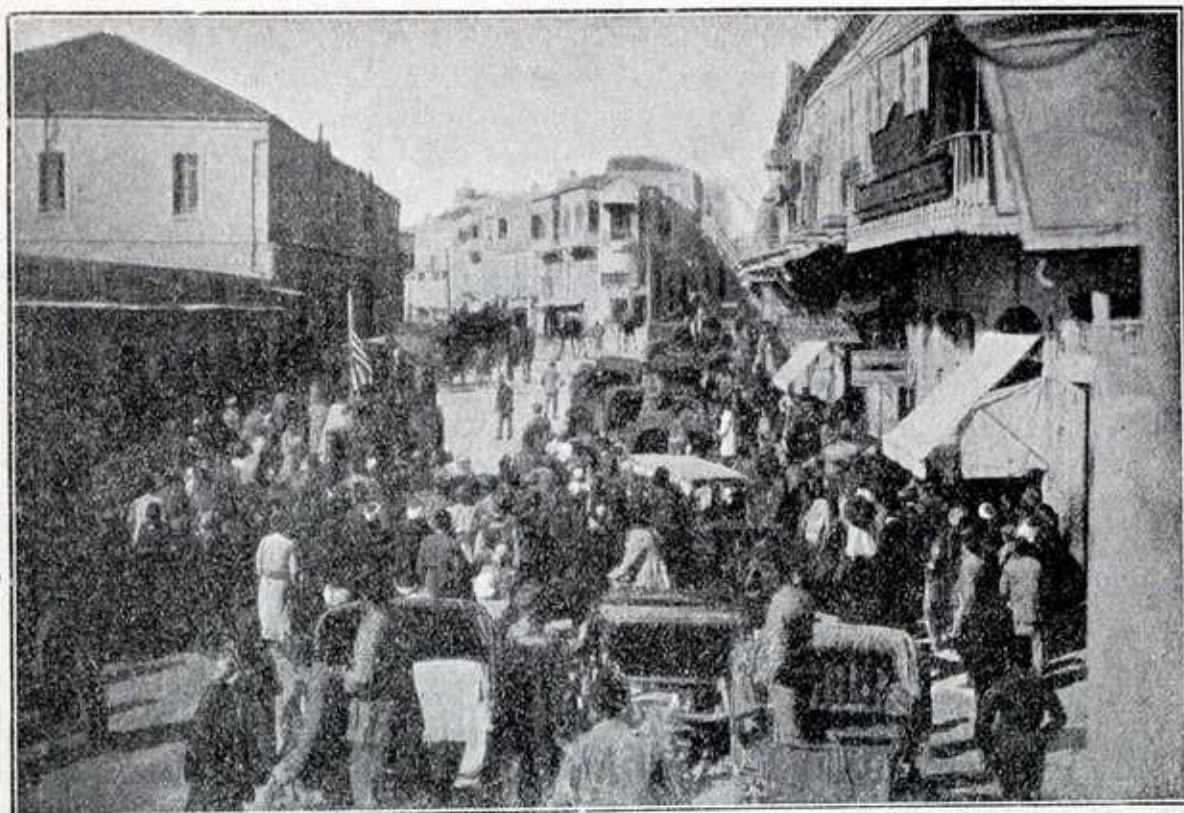
THE PROVINCES:

One Year, £tq. 0.75; Six months, £tq. 0.40.

FOREIGN COUNTRIES:

One Year, £tq. 0.75 (£0.13/6;) Six months, (£0.6/8.)

In London apply to Messrs. George Street & Co., 30 Cornhill, London, E. C.



An American Motor Road Roller in Jerusalem.

An Item from Jerusalem.

I send you a photograph which you may like to use in the *Levant Trade Review*, illustrating the entry into Jerusalem of an American motor road roller made by the Austin Mfg. Co. of Chicago. This promises to be a very satisfactory transaction. The roller is a good machine, and I think the stone crusher will do about six times the work of the English and German ones here. The municipal authorities are very much pleased, and the Austin Mfg. Co. stands well out here. It is a ten ton machine. To get the roller from the boat at Jaffa to the Jerusalem railway station cost 97 napoleons (\$375.42), the stevedores and the railway deeming it best to make hay while the sun was shining.

§

CONSULAR CHANGES IN BAGDAD.—Emil Sauer, Esquire, of Texas has been appointed American Consul in Bagdad and is about to take charge of his post. Mr. Sauer is a B. Lit. from the

University of Texas and an A. M. from Harvard University. He comes to Mesopotamia well equipped for a creditable discharge of his important duties. James Scott Levack, Esquire, the American Vice-Consul, who has been in charge in Bagdad during 1911, has especially endeared himself to the American Chamber of Commerce for Turkey by his active and intelligent interest. *Levant Trade Review* wishes him a generous amount of happiness and prosperity.

§

AMERICAN BUSINESS IN BULGARIA.—Much credit is due H. G. Nergararian of Varna for the introduction of American agricultural implements and machinery into the Balkan States. Mr. Nergararian is General Agent in the Levant of the Geyser Mfg. Co. of Waynesboro, Pennsylvania, whose machinery, especially threshers, now

is spreading through Bulgaria, Roumania and Servia. Mr. Nergararian is establishing warehouses of his own in those regions and is about to start a bank to take care of his collections. Recently Mr. Nergararian added to his business that of sewing machines. He represents the National Sewing Machine Co. of Belvidere, Illinois, one of the strongest concerns of its kind in America. Mr. Nergararian looks forward to the day when he will have a bonded warehouse in Constantinople as a general distributing center for the entire Near East. In his growing business Mr. Nergararian is associated with his brother H. Nergararian of Constantinople, one of the Directors of the American Chamber of Commerce for Turkey of which Mr. H. G. Nergararian is an active member and a warm friend and supporter.

§
 "THE ORIENT". — This progressive weekly journal, the only American newspaper in the Levant and the Near East, appears in the new year in enlarged form and with a regular editorial department. "The Orient" is edited not only with rare literary ability, but also with rare tact and discrimination. Its resumés of the doings of the Ottoman Parliament, for instance, are models of political chronicles. Its judgment in selecting for translation articles from Turkish dailies of different Parties and Nationalities commands admiration. Mr. C. T. Riggs, the editor, knows Turkey intimately. No wonder that the tone of "The Orient" is a reasonably cheerful one and in striking contrast with the unsympathetic and unintelligent attitude of so many newspapers in the English language published outside the Ottoman Dominions.

COTONNADES AMÉRICAINES DANS LE PROCHE ORIENT.—M. Ralph M. Odell, envoyé spécial du Ministère du Commerce et des Travaux Publics de Washington, voyage en Orient à l'effet d'y introduire les cotonnades américaines. Il séjournera à Bucharest jusqu'au 1^{er} février, son adresse étant : aux bons soins du Consulat Général d'Amérique, et puis à Belgrade, toujours aux soins obligeants du Consulat d'Amérique, jusqu'au 15 février. M. Odell se rendra à Salonique, puis de là à Constantinople. Il compte visiter ultérieurement Trébizonde, Smyrne, Alexandrette, Beyrouth, Damas, Diarbékir, Harpout, Tébriç et Téhéran. M. Odell est porteur d'un grand choix d'échantillons qu'il est toujours prêt à montrer à ceux qui s'intéressent aux cotonnades américaines.

§
 AMERICAN OLEO OIL IN TURKEY. — The importation into Constantinople during 1911 of American oleo oil is figured at 17,000 barrels or about double that of the previous year. The 17,000 barrels represent an amount of about \$336,600,

§
 CORRESPONDENCES TO LEVANT TRADE REVIEW.—Correspondences intended for *Levant Trade Review* N° 4 must arrive on or before March 15th in order to be sure of insertion.

§
 THE SECRETARY OF THE AMERICAN CHAMBER OF COMMERCE FOR TURKEY, Mr. Oscar Stuart Heizer, will start for America Jan. 17/1912. His address until April 15th will be care of Cosmos Club, Washington, D. C., U. S. America.

CLASSIFIED LIST OF MEMBERS

American Chamber of Commerce for Turkey

(PLEASE REPORT ANY INACCURACIES TO THE SECRETARY).

Agricultural Implements & Machinery.

American Seeding Machine Co., Exporters	Richmond, Ind., U. S. A.
Artus, Jean, Importer	Mersine.
Audi & Frères, S., Importers	Beirut.
Avedissian & Kechichian, Importers	Adana.
Avery Co., Exporters	Peoria, Ill., U.S.A.
Balladur, Paul J., Importer	Smyrna.
Blum & Levy, Importers	Jerusalem.
Bonja & Co., A., Importers.	Aleppo.
Debbas, Jean, Importer.	Tarsus
Demirdjian, Moses N., Importer.	Aintab.
Dizengoff, M., Importer.	Jaffa.
Draghi, Louis, Importer	Adana.
Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul. .	Constantinople.
Farquhar, A. B. & Co., Exporters, Cotton Exchange Bldg.	New York City, U.S.A.
Flehsig, Oscar, Importer.	Aleppo.
Frangakis, Ant. Ch., Importer	Aleppo.
Frangakis & Sinyosoglou, Importers	Adana.
Haim, D., Importer	Jaffa.
Hindié, Elias, Importer	Aleppo.
International Harvester Company, Exporters	Chicago, Ill., U. S. A.
Karamanoukian & Fils, Garouge, Importers	Aintab.
Kurkdjian, Habib, Importer.	Aintab.
Louisides & Co., P. J., Importers, Larnaca	Cyprus.
Loutfalla, Georges, Importer	Adana.
Lykiardopoulos Fils, A., Importer	Mersine.
Minassian, M., Importer	Salonica.
Montgomery Ward & Co., Exporters	Chicago, U.S.A.
Mouradyan Frères, B. J., Importers, Rue Mahmoudié, Galata.	Constantinople.
Nergararian, H. G., Importer	Varna, Bulgaria.
Nergararian H.G., Importer, Khorassandji Han, Stamboul,	Constantinople.
Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata.	Constantinople.
Selian, R.B., Importer.	Mersine.
Strong & Trowbridge-Co., Exporters, 11, Battery Place, .	New York City, U.S.A.
Sursock, Aziz, Importer	Tarsus.
Tiano Fli: Societa Italo-Orientale, Importers.	Salonica.
Velissarides & Co, E., Importers	Trebizond.
Walter A. Wood Mowing & Reaping Machine Co, Exporters,	Hoosick Falls, N. Y.
Whitman Agricultural Co., Exporters, 6900 South Broadway,	St. Louis, Mo., U. S.A

Architects.

R. R. Kendall, c/o American Bible House, Stamboul. . .	Constantinople.
--	-----------------

Attorneys at Law.

Mizzi, Lewis F., Rue Asmali Mesdjid, 35, Pera	Constantinople.
Paleologue, Galien.	Smyrna.
Shadaravian, Djemil Effendi	Aleppo
Whittall, Eric	Smyrna.

Automobiles.

Belart Lanz, F., Importer, Ihsan Bey Han, Stamboul . . .	Constantinople.
Ford Motor Co., Exporters,	Detroit, U. S. A.

Banks and Bankers.

Anglo-Palestine Co. Ltd.	Jerusalem.
» » » »	Beirut.
Banque d'Athènes	Constantinople.
» »	Samsoun.
» »	Smyrna.
Banque de Mètelin	Smyrna.
Banque d'Orient.	Smyrna.
Banque de Salonique.	Constantinople.
Banque Impériale Ottomane	Constantinople.
» » »	Kerassund.
Capayannidès, G.	Trebizond.
Charaoui, Joseph	Alexandretta.
Deutsche Orientbank A. G.	Constantinople.
Fils d'Abram Nahman	Salonica.
Lemmi Frères, G.	Ordou.
Lévy, Juda Gabriel	Janina, Albania.
Mavromati, André.	Mersine.
Modiano, Saül Is.	Salonica.
Modiano, Ugo R.	Salonica.
Phostiropoulou Frères,	Trebizond.
Pisani, Alex. C.,	Kerassund.
Wiener Bank Verein,	Constantinople.

Beds and Supplies.

Lambichi, M. E., Importer,	Smyrna.
Simmons Manufacturing Co., Exporters,	Kenosha, Wis., U.S.A.
Suflern & Co., Exporters, 90-96 Wall St.,	New York City, U.S.A.

Beer.

Audi & Frères, Importers,	Beirut.
Hindie Frères, Importers,	Aleppo.

Belting.

Seferiades, S. A., Importer,	Smyrna.
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Boots and Shoes.

Audi & Frères, S., Importers,	Beirut.
Bates & Co., A.J., Exporters, 176-178 Duane St.,	New York City, U.S.A.
Brown Shoe Co., Manufacturers and Exporters	St. Louis, Mo., U.S.A.
Churchill & Alden Co., Manufacturers and Exporters	Campello, Mass., U.S.A.
Damiani, Barnabè, Importer,	Jerusalem.
Fulias & Co., Importers, Abid Han, Galata,	Constantinople.
Hananel, N.B., Importer, Xanthopoulo Han, Stamboul,	Constantinople.
Hindie Frères, Importers,	Aleppo.
Kirchner & Co., Importers	Aleppo.
MacVittie, F., Importer,	Smyrna.
Magnifico, E.A., Importer,	Smyrna.
Sciaky, Salomon J., Importer,	Salonica.
Strong & Trowbridge Co., Exporters, 11, Battery Place	New York City, U.S.A.
Sursock, Aziz, Importer,	Tarsus.
Tambakis, E. G., Importer,	Smyrna.

Builders' Hardware.

American Trading Co., Importers, Noradoungh Han, Galata,	Constantinople.
Blum & Lévy, Importers,	Jerusalem.
Farwagi, E., & Fils, Importers	Jaffa.
Fli. Tiano, Importers	Salonica.
Matteossian, Leon, Importer, British Post Office Box,	Constantinople.
Minassian, M., Importer,	Salonica.
Strong & Trowbridge Co., Exporters, 11, Battery Place	New York City, U.S.A.
Roch, Alf., & H. Latour, Importers	Jaffa.

Candles.

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

Carpets and Rugs.

Andria, H.de, Exporter, Kutchuk Ismail Pasha Han, Stamb.	Constantinople.
Apikian & Co., Exporters,	Baghdad.
Blackler, F., Exporter,	Smyrna.
Castelli, N., Exporter, Validé Han, Stamboul,	Constantinople.
Chasseaud, F. W., Exporter, Ihsan Bey Han, Stamboul,	Constantinople.
Filipachi, Paul, Exporter, Keuprulu Han, Stamboul,	Constantinople.
Gulbenkian Bros & Co, Gulbenkian Han, Stamboul	Constantinople.
» Parsegh K, Exporter	Baghdad.
Harputlian, Kevork, Exporter, Bouyouk Yeni Han, Stamboul	Constantinople.
Ihmsen & Co., Exporters, Rue Findjandjilar, Stamboul.	Constantinople.
Kafaroff, Talip A., Exporter, Rassim Pacha Han, Stamb.	Constantinople.
Karadaghli, A. E., Exporter, Djéférié Han, Stamboul.	Constantinople.
Karagheusian, A. & M., Exporters, Astartjian Han, Stamboul	Constantinople.
» » » Importers, 890, Broadway	New York City, U.S.A.
Kasharian, N., Exporter, Buyuk Kiritli Pasha Han, St.	Constantinople.
Kazan & Co., A. E., Exporters, Keuprulu Han, Stamboul	Constantinople.
Kevork Skender, K. & D, Exporters.	Baghdad.
Kouyoumdjian, Hagop, Exporter.	Baghdad.
Maghak, Fathalla D., Exporter	Baghdad.
Mazlumian Bros., Exporters, Eski Régie Han, Stamboul	Constantinople.
Messayeh, Joseph I, Exporter.	Baghdad.
» R. D., Exporter	Baghdad.
Messulam, A., Exporter, Saidié Han, Stamboul	Constantinople.
Oriental Carpet Manufacturers Ltd., Exporters	Smyrna.
» » » » »	Constantinople.
Pappadopoulo, M. N., Exporter, Matheo Han, Stamboul	Constantinople.
Pardo, R. S., Exporter, Rue Kabristan, 14, Pera	Constantinople.
Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamboul.	Constantinople.
Rostomian, R., Keuprulu Han, Stamboul.	Constantinople.
Saba, A., Exporter	Aleppo.
Sadullah & R. Levy, Exporters, Stamboul.	Constantinople.
Souhami, R., Exporter, Ihsan Bey Han, Stamboul	Constantinople.
Telfeyan & Co., S., Exporters, Dilsiz Zadé Han, Stamboul.	Constantinople.
Timourian, S., Exporter, Rue Tarakdjilar, 27, Stamboul	Constantinople.
Uhrlaub John C., Importer, 114 Fifth Ave.,	New York City, U.S.A.
Vayanos Frères, Exporters	Sillé, Konieh.
Zehnder, J. U., Exporter, Kendros Han, Stamboul	Constantinople.

Carriages (wheels, springs, etc.)

Birch, James H., Exporter	Burlington, N.J., U.S.A.
Ovessanoff, Stephen, Importer.	Baghdad.

Cigarettes.

The African Cigarette Co., Ltd., Manufacturers and Exporters	Athens, Greece.
The Surbrug Co., Manufacturers	New York City, U.S.A.
The Surbrug Co, Manufacturers	Richmond, Virginia, U.S.A.
Drucklieb & Co., C, Manufacturers	New York City, U.S.A.

Clocks and Watches.

Enriquez, Clement, Importers,	Baghdad.
Karamanoukian & Fils, Garouge, Importers,	Aintab.
Keystone Watch Case Co., Exporters (European Branch)	Hamburg, Germany.
Lebet Frères & Co., Importers, Mahmoudié Han, Stamboul,	Constantinople.
Montgomery Ward & Co., Exporters,	Chicago, Ill., U.S.A.
Strong & Trowbridge Co., Exporters, 11 Battery Place,	New York City, U.S.A.

Coal.

Cauchi Fli., Importers,	Salonica.
Rees & Co.Ltd., T. Bowen, Importers,	Smyrna.
Rowell & Molho, Importers,	Salonica.
Saltiel, Nico, Importer,	Salonica.
Theodoridi & Co., Importers	Braila, Roumania.
Whittall & Co., C., Importers,	Smyrna.

Concrete and Cement.

Asseo, Mentech M., Importer.. . . .	Salonica.
Cabbabeh Frères, Importers,	Aleppo.
Ojalvo, Vital, Importer	Salonica.

Copper.

Juda & Salmona, Importers,	Salonica.
Modiano, Joseph Is., Importer,	Salonica.
Navarro, Isaac J., Importer,	Salonica.
Roditi, A., Importer, Tatakdjilar, Ekbérié Han, Stamboul.	Constantinople.
Shabandar, Mahmoud, Importer,	Baghdad.

Cotton.

Artus, Henri, Exporter,	Mersine.
Brazzofoli, Max, Exporter,	Mersine.
Debbas, Jean, Exporter,	Tarsus.
Draghi, Louis, Exporter,	Adana.
Gazalé, N. F., Exporter	Aleppo.
Lykiardopoulos Fils, A., Exporter,.	Mersine.
Simeonoglou, Aristides, Exporter,	Adana.

Cotton Goods.

Abdeni & Co., G.G. Importers,	Aleppo.
Altitzoglou Fils, J., Importers,	Mersine.
Apkian & Co, Importers.	Baghdad.
Arabian, Gaizak, Importer,	Trebizond.
Baltazzi, Theo. S., Importer,	Smyrna.
Bekhor, Showa, Importer,	Baghdad.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul,	Constantinople.
Berk, Puttnam & Co., Importers,	Baghdad.
Blackey, Cree & Co, »	Baghdad.
Cabbabeh Frères, Importers,	Aleppo.
Candili, C. Importer.	Trebizond.
Chrissafidès & Georgiades, Importers, Stamboul,	Constantinople
Cohen Mordoh & Co., Importers,	Salonica.
Damien, Joseph, Importer,	Baghdad.
Dasho, Yakoub, Importer,	Aleppo.
Demirdjian, Moses, N., Importer,	Aintab.
Edwards & Sons, Importers, Dilziz Zadé Han, Stamboul,	Constantinople.
Elishaa, Nessim, Importer,	Baghdad.
Elowe, Raphael, »	Baghdad.
Enriquez, Clement, »	Baghdad.
Fils de G. Eriara & Co., Importers,	Salonica.
Flechsigg, Oscar, Importer,	Aleppo.
Florentin Saporta & Baraha, Importers,	Salonica.
Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul.	Constantinople.
Giraud, O, Importer, Hagopian Han, Galata,	Constantinople.
Haldopoulo, N. P., Importer,	Trebizond.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul,	Constantinople.
Hindie. Elias, Importer	Aleppo.
Jeboury, Beythoum, Importer.	Baghdad.
Juda & Salmona, Importers.	Salonica.
Kabbaz & Co., P. A., Importers.	Aleppo.

Karamanoukian & Fils, Garouge, Importers.	Aintab.
Kirchner & Co., Importers,	Aleppo.
Kouyoumdjian, Hagop, Importer | . . . . .	Baghdad.
Langridge, F. F., Importer.	Baghdad.
Louisides & Co., P. J., Importers	Larnaca, Cyprus.
Lynch & Co., Stephen, Importers	Baghdad.
Menachy & Fils, Yanni, Importers.	Aleppo.
H. Manuelian & Co, Importers	Mersine.
Matteossian, Leon, Importer, British Post Office Box . . .	Constantinople.
Messayeh, Joseph J., Importer.	Baghdad.
Minot Hooper & Co, Exporters.	New York City, U.S.A.
Modiano, Joseph Is., Importer.	Salonica.
» Saül Is., »	»
Modiano, Ugo R., Importer,	Salonica.
Morpurgo, Moise, Importer	Salonica.
Mouradian, Kevork, Importer, Stamboul,	Constantinople.
Nahum, H. di P., Importer	Tripoli-in-Barbary.
Pappadimitriou Bros. & Co., Importers.	Smyrna.
Peristiany & Frères, J. Th., Importers	Aleppo.
Philippou, A., Importer	Janina, Albania.
Strong & Trowbridge Co., Exporters, 11, Battery Place, .	New York City, U.S.A.
Suffern & Co., Exporters, 90-96, Wall Street	New York City, U.S.A.
Henri Tiano, Importer.	Salonica.
Vafiadachi, M. & A, Importers.	Smyrna.
Varbetian, L. & L., Importers	Smyrna.
Zarifi, L., Importer, Hagopian Han, Galata	Constantinople.
Zelveian, M. & K., Importers.	Mersine.
Zollinger & Co., Importers	Aleppo.

Cotton Seed Oil,

Amar & Co, S., Importers, Validé Sultan Han, Stamboul.	Constantinople.
American Cotton Oil Co., Exporters, 27, Beaver Street . .	New York City, U.S.A.
Aspegren & Co., Exporters, Produce Exchange	New York City, U.S.A.
Audi & Frères, S., Importers	Beirut.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul. .	Constantinople.
Cohen Mordoh & Co, Importers.	Salonica.
Cariciopoulo, Marc N., Importer, 12 Ibrahim Rifaat Han, Gal.	Constantinople.
Flechsig, Oscar, Importer	Aleppo.
Fulias & Co., Importers, Abid Han, Galata.	Constantinople.
Giraud, O., Importer, Hagopian Han, Galata	Constantinople.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul	Constantinople.
Juda & Salmona, Importers.	Salonica.
Kirchner & Co., Importers	Aleppo.
Louisides, P. J., Importers	Larnaca, Cyprus.
Manachy & Fils, Yanni, Importers.	Aleppo.
Marcopoli & Co., V., Importers	Aleppo.
Mill, E.H., Mgr. Strong & Trowbridge Co., Importers, Galata	Constantinople.
Modiano & Co., Levy V., Importers	Salonica.
Navarro, Em. Is., Importer.	Salonica.
Rowell & Molho, Importers,	Salonica.
Sarantis Frères, Importers, 19, 20, Omar Abid Han, Galata	Constantinople.
Seefelder, Hans, Importer,	Salonica.
Sourlangas Fils, E N., Importer, Ghazi Asker Han, Stamboul,	Constantinople.
Suffern & Co., Exporters. 90-96, Wall Street,	New York City, U.S.A.
Tasartez & Barzilai, Importers, Tohafdi Han, Stamboul .	Constantinople.
Tiano, Henri, Importer,	Salonica.
Xanthos, C., Importer,	Salonica.

Cotton Yarn.

Abdeni & Co., G. G., Importers,	Aleppo.
Baltazzi, Theo. S., Importer,	Smyrna.
Cabbabeh Frères, Importers,	Aleppo.
Dasho, Yakoub G., Importer,	Aleppo.
Demirdjian, Moses N., Importer,	Aintab.
Fils de G. Errara & Co., Importers,	Salonica.
Flechsigg, Oscar, Importer,	Aleppo.
Hindié, Elias, Importer,	Aleppo.
Mouradian, Kevork, Importer, Stamboul,	Constantinople.
Peristiany & Frères, J. Th., Importers,	Aleppo.
Simeonoglou, Aristides, Exporter,	Adana.
Société Commerciale du Levant, Importers,	Salonica.
Zollinger & Co., Importers,	Aleppo.

Currants.

Hancock & Wood, Exporters.	Patras, Greece.
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Customs Brokers.

Vandegrift & Co., F. B., 12-25 Whitehall St.,	New York City, U S.A.
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Department Stores

Economic Co-operative Society Ltd.,	Constantinople.
Montgomery Ward & Co.,	Chicago, U.S.A.

Dried Fish.

Hancock & Wood, Importers	Patras, Greece.
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Drugs and Pharmaceutical Products.

Allendorff Co., J. F., Importers,	Philadelphia, U.S.A.
The Fellows Company, Manufacturers, 26 Christopher St.,	New York City, U.S.A.
Hannania & Son Showa, Joseph, Importers,	Baghdad.
La Fontaine Bros., Ltd., Importers,	Constantinople.
Lanzoni, Giuseppe, Importer,	Tripoli-in-Barbary.
Parke, Davis & Co., Exporters, 90 Maiden Lane,	New York City, U.S.A.
Suffern & Co., Exporters, 90-96 Wall St.	New York City, U.S.A.
Toeg, Ephraim S., Importers,	Baghdad.

Dry Goods.

Florentin Saporta & Beraha, Importers,	Salonica.
Stern, Michael, Merchant,	Jerusalem.

Electrical Supplies.

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

Engines (Gasoline, Traction, &c.).

Waterloo Gasoline Engine Co., Exporters,	Waterloo, Iowa, U.S.A.
Wolverine Motor Works, Exporters	Bridgeport, Conn.

Engineering.

Aperguis & Co., N.A., 40 Rue de la Douane, Galata,	Constantinople.
Chirin, Leon, M.E., Kenadjian Han, 3, Stamboul,	Constantinople.
United States Engineering Co., Consulting & Exporting, 80 Wall St.,	New York City, U.S.A.

Exporters (General).

Abdulaly Bros	Baghdad.
Ar-en & Co., A. G., Gulbenkian Han, Stamboul.	Constantinople.
Berk, Puttnam & Co.	Baghdad.
Parsegh G. Essefian, 28 Khorassandji Han, Sirkedji, Stamb.	Constantinople.
Kiziroglou & Co.	Samsoun.
Loir, Edouard	Beirut, Syria.
Papadopoulos, S. H.	Samsoun.
Sarafoglou, A. Th.	Samsoun.
Sarantis Frères, Exporters, 19, 20 Omar Abid Han,	Galata, Constantinple.
Vandegrift & Co., F. B., 12-25, Whitehall Street	New York City, U.S. A.

Firearms and Ammunition.

Peters, Frederick, Exporter, Pickhuben, 4, Freihafen. . .	Hamburg (Germany).
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Flour.

Capayannidès, G., Importer	Trebizond.
Cariciopoulo, Marc N., Importer, 12, Ibrahim Rifaat Han,	Galata, Constantinople
Feingold, S., Importer.	Jerusalem.
Gelat, David P., Importer	Jaffa.
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamboul	Constantinople.
Palassoff, M. P., Importer	Ordou.
Stock & Mountain, Importers, Khorassandji Han, Stamboul	Constantinople.

Fountain Pens.

Waterman Co, L. E., Exporters, 173, Broadway.	New York City, U.S.A.
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Fruits (Dried: Dates, Figs, Raisins, etc.).

Austro-Oriental Trading Co Ltd., Exporters	Baghdad.
Barff & Co. Ltd., P. G., Exporters.	Smyrna.
Blockey, Cree & Co., Exporters	Baghdad.
Chukur & Aziz, Exporters	Baghdad.
Davee, E. J., Exporter	Smyrna.
Elmassian, Djanik, Exporter,	Smyrna.
Elowe, Raphael J., Exporter	Baghdad.
Emmanuel & Co., Alex. G., Exporters	Smyrna.
Georgiadès & Co., Exporters	Smyrna.
Hadjantony, Ant. B., Exporter	Smyrna.
Hamparzum, Aram, Exporter.	Smyrna.
The Hills Bros. Co., Exporters	Bassorah.
Wm. Hills Jr. & Co., Exporters.	Bassorah.
Maghak, Fathalla D., Exporter	Baghdad.
Maktoobi Zada Omar Fouzi Bey, Exporter.	Baghdad.
Manola, John, Exporter	Smyrna.
Messayeh, Joseph J., Exporter.	Baghdad.
Missir & Co., Exporters	Smyrna.
Missir & Co., Nicholas J., Exporters	Smyrna.
Reggio & Co., Ant., Exporters	Smyrna.
Roch, Alfred, & H. Latour, Exporters	Jaffa.
Schamasch, Gourgie & Cie., Exporters	Baghdad.
Shabandar, Mahmoud, Exporter.	Baghdad.
Stassinopoulo, S. A., Exporter	Smyrna.
Whittall & Co., C., Exporters.	Smyrna.
Wood & Sélich, Importers, Dudson, Duane & Thomas Street	New York City, U.S.A.

Furniture.

Abdulaly Bros., Importers	Baghdad.
Lambichi, M. E., Importer.	Smyrna.
MacVittie, F. J., Importer	Smyrna.



Montgomery Ward & Co., Exporters.	Chicago, U. S. A.
Nahmias & Miranda, Importers	Salonica.
Ovessanoff, Stephen, Importer	Baghdad.
Tucker, Thos. C., Importer, Rue Perchembé-Bazar, Galata.	Constantinople.

Galvanized Sheet Metals.

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

Asseo, Mentech M., Importer.	Salonica.
Navarro, Isaac J., Importer	Salonica.
Ovessanoff, Stephen, Importer	Baghdad.

General Exporters and Importers.

Abdeni & Co.	Aleppo.
Austro-Oriental Trading Co. Ltd.	Baghdad.
Cabbabeh Frères	Aleppo.
Caravas, Ant. S.	Smyrna.
Charoui, Joseph.	Aleppo.
Cohen Mordoh & Cie.	Salonica.
Curmusi, Theo. N., Tchিনি Riechim Han, Galata	Constantinople.
Damiani, Barnabé.	Jerusalem.
Dizengoff, M.	Jaffa.
Feingold, S.	Jerusalem.
Fils d'Abram Nahman	Salonica.
Flechsigg Oscar	Aleppo.
Gazalé, N. F.	Aleppo.
Gelat, Elias Th.	Jerusalem.
Hadjantony, Ant. B.	Smyrna.
Haim, D.	Jaffa.
Haldopoulo, N. P.	Trebizond.
Hancock & Wood	Patras, Greece.
Hindié, Elias	Aleppo.
Iahiel, Isaac I.	Salonica.
Khalil Nouné & Co.	Aleppo.
Kirchner & Co.	Aleppo.
Langrille, F. F.	Baghdad.
Lemmi Frères, G	Ordou.
Levin, Alter	Jerusalem.
Louisides, P. J.	Larnaca, Cyprus.
Mahokian, A.	Trebizond.
Marcopoli & Co., V.	Aleppo.
Melissinos, Bernard	Piræus, Greece.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata. . . .	Constantinople.
Modiano, Ugo R.,	Constantinople.
Nemli Zadé Frères,	Trebizond.
Palassoff, M. P.,	Ordou.
Peristiany & Frères, J. Th.,	Aleppo.
Phostiropoulo Frères,	Trebizond.
Pisani Alex. C.,	Kerassund.
» George C.,	»
Seppen, Theo, Arabian Han, Galata,	Constantinople.
Schapira, S. M., 10 Rue Colocotroni	Athens, Greece.
Sciaky & Co., Victor,	Salonica.
Scialom, Isaac Moise,	Salonica.
Seefelder, Hans,	Salonica.
Rhabandar, Mahmoud,	Baghdad.
Spathopoulo Frères, P.,	Kerassund.
Stassinopoulo, S. A.,	Smyrna.

Suffern & Co., 90-96 Wall St.,	New York City, U.S.A.
Talamas & Frères, Georges J.,	Jaffa.
Tiano, Henri,	Salonica.
Zollinger & Co.,	Aleppo.

Government Contractors.

Berghaus, Walter, Ihsan Bey Han, Stamboul,	Constantinople.
Bucknam, R. D., Assicurazione Generali Han, Galata.	Constantinople.
Edwards & Sons, Dilsiz Zadé Han, Stamboul,	Constantinople.
Fresco & Sons, Aslan, Ladjivert Han, Galata	Constantinople.
Giraud, O., Hagopian Han, Galata,	Constantinople.
Hecht, Emil, Angora Han, Stamboul,	Constantinople.
Langdon, J. D., Naval Contractor,	Smyrna.
Tucker, Thos. C., Rue Perchembé Bazar, 26, Galata,	Constantinople.

Grain & Cereals.

Feingold, S., Importer,	Jerusalem.
Gelat, David P., Importer	Jaffa.
Sciaky, Salomon J., Exporter	Salonica.
Seefelder, Hans, Exporter,	Salonica.
Simeonoglou, Aristides, Exporter	Mersine.
Sursock, Aziz, Exporter,	Tarsus.
Xanthos, C., Exporter,	Salonica.

Groceries.

Abdulaly Bros., Importers,	Baghdad.
Cacoulides, J. P. H., Exporter,	Trebizond.
Capayannides, G., Importer,	Trebizond.
Economic Co-operative Society Ltd., Importers,	Constantinople.
Errera, Isaac G., Importer,	Salonica.
Flutti, Nicholas, Importer,	Mersine.
Goldberg, Tewell, Importer,	Jerusalem.
Hannania & Son Showa, Joseph, Importers,	Baghdad.
Hindie Frères, Importers,	Aleppo.
Hochstrasser & Co., Exporters,	Trebizond.
Leslie & Co., John H., Importers, 29, Lake St.,	Chicago, Ill., U. S.A.
Mahokian, A., Exporter,	Trebizond.
Modiano & Co., Levy V., Exporters,	Salonica.
Navarro, Emmanuel Is., Importer,	Salonica.
» M., Exporter,	Salonica.
» & Mijan, Importers,	Salonica.
Nemli Zadé Frères, Importers,	Trebizond.
Seefelder, Hans, Importer	Salonica.
Standard Grocery Co., Exporters	New York City, U.S.A.
Xanthos, C., Exporter	Salonica.

Gum Tragacanth.

Abdul Kader El-Khadery, Exporter	Baghdad.
Brazzofoli, Max, Exporter	Mersine.
Chachaty Frères, Exporters	Mersine.
Parsegh G. Essefian, Exporter, 28 Khorassandji Han, Stam.	Constantinople.
Elishaa, Nessim, Exporter	Baghdad.
Gazalé, N. F., Exporter	Aleppo.
Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, Stam.	Constantinople.
» Parsegh K., Exporter	Baghdad.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul	Constantinople.
Jeboury, Beythoum, Exporter,	Baghdad.
Kasbarian, N., Exporter, Buyuk Kiritli Pasha Han, St.	Constantinople.
Khalil Nouné & Co., Exporters	Aleppo.

Kouyoumdjian, Hagop, Exporter.	Baghdad.
Maghak, Fathalla D., Exporter	Baghdad.
Manachy & Fils, Yanni, Exporters.	Aleppo.
Manuelian, H. & Co., Exporters.	Mersine.
Naccache & Fils, Ibr., Exporters	Mersine.
Zelveian, M. & K., Exporters	Mersine.

Guts (Sausage Casings).

Abdul Kader El-Khedery, Exporters	Baghdad.
Nemli Zadé Frères, Exporters.	Trebizond.
Arsen & Co., A. G., Exporters, Gulbenkian Han, Stamboul.	Constantinople.
Damien, Joseph, Exporter	Baghdad.
Parsegh G. Essefian, Exporter, 28 Khorassandji Han, Stam.	Constantinople.
Hecht, Emil, Exporter, Angora Han, Stamboul	Constantinople.
Kasbarian, N., Exporter, Buyuk Kiritli Pasha Han, St.	Constantinople.
Messayeh, R. D., Exporter	Baghdad.
Selian, R. B., Exporter.	Mersine.
Zarifi, L., Exporter, Hagopian Han, Stamboul	Constantinople.

Hardware.

Abdulaly Bros., Importers	Baghdad.
Altitzoglou Fils, Importer	Mersine.
Aperguis & Cie., N. A., Importers, 40, Rue de la Douane,	Galata, Constantinople
Apikian & Co., Importers	Baghdad.
Artus, Henri, Importer	Mersine.
Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata	Constantinople.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul. .	Constantinople.
Berk, Puttnam & Co., Importers,	Baghdad.
Blum & Levy, Importers,	Jerusalem.
Bonja & Co., A., Importers,	Aleppo.
Cariciopoulo, Marc N., Importer, 12 Ibrahim Rifaat Han .	Galata, Constantinople
Demirdjian, Moses N., Importer,	Aintab.
Dizengoff, M., Importer,	Jaffa.
Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul, .	Constantinople.
Enriquez, Clement, Importer,	Baghdad.
Fils de G. Errara & Co., Importers,	Salonica.
Frangakis & Sinyosoglou, Importers	Adana.
Georgiades Nicholas, Importer, Georgiades Han, Sirkédji, St.	Constantinople.
Haim, D., Importer,	Jaffa.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul,	Constantinople.
Kirchner & Co., Importers	Aleppo.
Lambichi, M. E., Importer,	Smyrna.
Manachy & Fils, Yanni, Importers.	Aleppo.
MacVittie, F. J., Importer,	Smyrna.
Mill, E. H., Mgr. Strong & Trowbridge Co., Import., Galata	Constantinople.
Modiano, J. Is., Importer,	Salonica.
Montgomery Ward & Co., Exporters,	Chicago, Ill., U.S.A.
Mouradyan Frères, B. J., Importers, Galata	Constantinople.
Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata	Constantinople.
Peristiany & Frères, J. Th., Importers,	Aleppo.
Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamboul,	Constantinople.
Schamasch, Gourgie & Co., Importers,	Baghdad.
Société Commerciale du Levant, Importers ,	Salonica.
Shabandar, Mahmoud, Importer,	Baghdad
Tiano, Henri, Importer,	Salonica.
Zollinger & Co., Importers,	Aleppo.

Harness and Leather Goods.

Birch, James H., Exporter	Burlington, N.J. U.S.A.
Jean Hauser, Mgr. Société Anonyme pour l'Importation et l'Exportation, Importers, 18 Strada Lips cani	Bucharest, Roumania.

Importers (General).

Alisaffi, J.,	Samsoun.
Allendorff Co., J. F., 11 Market St., Denckla Bldg	Philadelphia, U.S.A.
Altendorff, Wright & Darr, Ralli Han, Stamboul,	Constantinople.
Amar & Co., S., Validé Sultan Han, Stamboul.	Constantinople.
Austro-Oriental Trading Co. Ltd.,	Baghdad.
Birch, James H.,	Burlington, N. J., U.S.A.
Capayannides, G.,	Trebizond.
Cariciopoulo, Marc N., 12 Ibrahim Rifaa Han, Galata	Constantinople.
Dasho, Yakoub G.,	Aleppo.
Farwagi, E., & Fils	Jaffa.
Frankfort, M., 200 Produce Exchange,	New York City, U.S.A.
Habicht Braun & Co., Hudson & Light Strs.,	New York City, U.S.A.
Haldopoulo, N.P.,	Trebizond.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, 8 Strada Lips cani, Bucharest	Roumania.
Higgins & Co., Wm.A., 371, Washington Str.,	New York City, U.S.A.
The Hills Bros. Co., Beach & Washington Strs.	New York City, U.S.A.
Hindie Frères,	Aleppo.
Hochstrasser, & Co.,	Trebizond.
Jaburg Bros., 1 & 3 North Str.,	New York City, U.S.A.
Kouroubalekian, Khosrof, Tchetcheyan Han, Galata,	Constantinople.
Kuebler, Jona.	Jaffa.
Leslie & Co., John H., 29, Lake St., Cor. Wabash Ave.,	Chicago, Ill., U.S.A.
Lévy, Juda Gabriel	Janina, Albania.
Loir, Edouard,	Beirut.
Mouradian, Kevork, Demir Kapou Djadessi, 2, Stamboul,	Constantinople.
Mouradyan Frères, B. J., Rue Mahmoudié, 31, Galata,	Constantinople.
Nowill & Co., Sidney, Kevork Bey Han, Galata,	Constantinople.
Paggi, Vitterio, E.	Tripoli-in-Barbary.
Roch, Alfred & H. Latour	Jaffa.
Seager & Co., Walter, Tchিনি Riehtim Han, Galata	Constantinople.
Shabandar, Mahmoud	Baghdad.
Tayar, Clement.	Tripoli-in-Barbary.
Tennant Sons & Co., C., 76, William Street	New York City, U.S.A.
Tryphon, N.,	Salonica.

Insurance Agents.

Curmusi, Theo. N., Tchিনি Riehtim Han, Galata	Constantinople.
Farwagi, E., & Fils	Jaffa.
Fils d'Abram Nahman	Salonica.
Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul.	Constantinople.
Hancock & Wood, Patras.	Greece.
Kuebler, Jona	Jaffa.
Levin, Alter	Jerusalem.
Liverpool & London & Globe Insurance Co., Galata,	Constantinople.
Loir, Edouard	Beirut.
Nahama & Cie., J.	Salonica.
Palassoff, M. P.	Ordou.
Philippou, A.	Janina, Albania.
Rowell & Molho	Salonica.
Sciaky & Co., Victor.	Salonica.

Seager & Co., Walter, Tchিনি Richtim Han, Galata . . .	Constantinople.
Sellar, A. W., & Co., Altiparmak Han, Stamboul . . .	Constantinople.
Vandegrift & Co., F. B., 12-25, Whitehall Street . . .	New York City, U.S.A.
Varbetian, L. & L.	Smyrna.
Whittall, Saltiel Co. Ltd.	Salonica.
Yannoulato, Ant. G., Abid Han, Galata	Constantinople.

Iron & Steel.

Altitzoglou Fils, J., Importer.	Mersine.
Avedissian & Kechichian, Importers	Adana.
Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata	Constantinople.
Brazzafolli, Max, Importer,	Mersine.
Capayannides, G., Importer,	Trebizond.
Haldopoulo, N.P., Importer,	Trebizond.
Navarro, Isaac J., Importer,	Salonica.
Nemli Zadé Frères, Importers,	Trebizond.
Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamboul,	Constantinople.
United States Engineering Co., Exporters, 80, Wall Street,	New York City, U.S.A.
United States Steel Products Co., Exporters, 30, Church St.	New York City, U.S.A.

Jewelry.

Fils de G. Errera & Co., Importers,	Salonica.
Société Commerciale du Levant, Importers,	Salonica.

Laces and Embroideries.

Demirdjian, Moses N., Exporter,	Aintab.
Kabbaz & Co., P. A., Exporters,	Aleppo.
Karamanoukian & Fils, Garouge, Exporters,	Aintab.
Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamboul,	Constantinople.
Saba, Alexander, Exporter,	Aleppo.
Sadullah & R. Levy, Exp., Rue Mahmoud Pasha, 232, Stamb,	Constantinople.

Leather.

Abdeni & Co., G.G., Importers,	Aleppo.
American Trading Company, Imp., Noradoung Han, Galata,	Constantinople.
Bekhor, Showa, Importer,	Baghdad.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul, .	Constantinople.
Berk, Puttnam & Co., Importers,	Baghdad.
Bonja & Co., A., Importers,	Aleppo.
Cambitoglou, Antoine, Exporter,	Salonica.
Damien, Joseph, Importer,	Baghdad.
Enriquez, Clement, Importer,	Baghdad.
Fulias & Co., Importers, Abid Han, Galata,	Constantinople.
Georgiades, Nicholas, Importer, Georgiades Han,	
Sirkedji, Stamboul,	Constantinople.
Hananel, N.B., Imp., Meydandjik, Xanthopoulo Han, Stamb.	Constantinople.
Jean Hauser, Mgr. Société Anonyme, pour l'Exportation et	
l'Importation, Importer, 8 Strada Lipsani	Bucharest, Roumania.
Jaboury, Beythoum, Importer,	Baghdad.
Kabbaz & Co., P.A., Importers,	Aleppo.
Lebet Frères & Co., Importers, Mahmoudié Han, Stamboul.	Constantinople.
Lynch & Co., Stephen, Importers,	Baghdad.
Maulwurf, Ed., Importer & Exporter,	Salonica.
Messayeh, R.D., Importer,	Baghdad.
Mill, E. H., Mgr. Strong & Trowbridge Co., Importer,	
Kutchuk Millet Han, Galata,	Constantinople.
Modiano, Saül Is., Importer & Exporter,	Salonica.
Peristiany & Frères, J. Th., Importers,	Aleppo.

Sarantis Frères, 19, 20 Omar Abid Han, Galata.	Constantinople.
Serefas, D., Importer & Exporter,	Salonica.
Sourlangas Fils, E.N., Importers, Ghazi Asker Han, Stamb.	Constantinople.
Xanthos, C., Importer & Exporter,	Salonica.

Licorice Root.

Abdul Kader el-Khedery, Exporter,	Baghdad.
Chukur & Aziz, Exporters,	Baghdad.
Keun & Co., Alfred A., Exporters,	Smyrna.
McAndrews & Forbes (Head Office for the Orient), Exporters,	Smyrna.
McAndrews & Forbes Co., Exporters,	Baghdad.

Lighting Devices.

Bystrom Gas Lamp Co., Exporters,	Defiance, Ohio, U.S.A.
Elowe, Raphael, J., Importer,	Baghdad.
Seferiades, S.A., Importer,	Smyrna.

Linoleum.

Fils de G. Errera & Co., Importers,	Salonica.
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Lumber.

Cabbabeh Frères, Importers	Aleppo.
Maktoubi Zada Omar Fouzi Bey, Importer.	Baghdad.
Serefas, D., Importer	Salonica.

Machinery.

Abdulaly Bros., Importers	Baghdad.
American Trading Co., Importers, Noradoung Han, Galata.	Constantinople.
Aperguis & Cie., N. A., Importers, 40, rue de la Douane .	Galata, Constantinople
Balladur, Chas. P., Importer	Smyrna.
Berk, Putnam & Co., Importers.	Baghdad.
Blockey, Cree & Co., Importers	Baghdad.
Cardwell Machine Co., Exporters	Richmond, Va., U.S.A.
Chirin, Leon, M. E., Importer, Kenadjian Han, Stamboul.	Constantinople.
Dizengoff, M., Importer	Jaffa.
Draghi, Louis, Importer	Adana.
Fairbank Co., The N. K., Exporters, 7 Dearborn St., . . .	Chicago, Ill. U.S.A.
Farquhar, A. B., & Co., Exporters, Cotton Exchange Bldg.,	New York City, U.S.A.
Frangakis, Ant. Ch., Importer	Aleppo.
Fairbanks Co., Exporters	New York City, U. S. A.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, Importers, 8 Strada Lipsani	Bucharest, Roumania.
Kurkdjian, Habib, Importer	Aintab.
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamboul	Constantinople.
Loutfalla, Georges, Importer	Adana.
Lykiardopoulos Fils, A., Importer	Mersine.
Lynch & Co., Stephen, Importers	Baghdad.
Messayeh, Joseph J., Importer	Baghdad.
Messayeh, R. D., Importer	Baghdad.
Tucker, Thos. C., Importer, Rue Perchembé Bazar, Galata.	Constantinople.
Zarifi, L., Importer, Hagopian Han, Galata	Constantinople.

Machine Tools.

Detroit Tool Co., Exporters, 1325 Penobscot Bldg.	Detroit, Mich., U. S. A.
Fairbanks Co., Exporters.	New York City, U. S. A.
Niles-Bement-Pond Co., Exporters, 111, Broadway. . . .	New York City, U. S. A.
Pratt & Whitney Co., 114, Broadway, Exporters.	New York City, U. S. A.

Manufactures.

Avedikian Frères, Importers	Smyrna.
Chachaty Frères, Importers.	Mersine.
Chukur & Aziz, Importers	Baghdad.
Fairbank Co., The N. K., Manufacturers, 7 Dearborn St.,	Chicago, Ill., U. S. A.
Florentin Saporta & Beraha, Importers.	Salonica.
Hadjantony, Ant. B., Importer	Smyrna.

Marbles.

Grecian Marbes (Marmor) Ltd., Exporters	Athens, Greece.
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Metals (Tin, Zinc, etc.).

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

Minerals.

Davee, E. J., Exporter.	Smyrna.
Flli. Tiano, Exporters	Salonica.
Lavino & Co., A., Exporters	Smyrna.
Magnifico, E. A., Exporter	Smyrna.
Minassian, M., Exporter	Salonica.
Modiano, Saül Is., Exporter.	Salonica.
Iahiel, Isaac I., Exporter	Salonica.
Vafiadachi, M. & A., Exporters,	Smyrna.
Wilkinson, James W., Exporter,	Smyrna.

Mother of Pearl.

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

Motor Boats and Motors.

Aperguis & Co., N.A., Importers, 40, Rue de la Douane, Galata.	Constantinople.
Belart Lanz, F., Importer, Ihsan Bey Han, Stamboul, . . .	Constantinople.
Chrissafidès & J. Georgiadès, J., Imp. Kutchuk Millet Han, Gal.	Constantinople.
Tucker, Thos. C., Importer, Rue Perchembé Bazar, 26, Galata.	Constantinople.
Waterloo Gasoline Engine Co., Exporters	Waterloo, Iowa, U.S.A.
Wolverine Motor Works., Exporters	Bridgeport, Conn. U.S.A.

Musical Instruments.

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

Nails (Wire).

United States Steel Products Co., Exporters, 30 Church St.	New York City, U. S. A.
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Nuts and Seeds.

Alexandrides, P. & N., Exporters,	Kerassund.
Barff & Co. Ltd., P.G., Exporters	Smyrna.
Bonja & Co., A., Exporters,	Aleppo.
Cacoulides, G.N., Exporter,	Trebizond.
Cacoulides, J.P.H., Exporter	Trebizond.
Dasho, Yakoub G., Exporter	Aleppo.

Elishaa, Nessim, Exporter,	Baghdad.
Fidao & Co., F., Exporters,	Smyrna.
Fils de Jacob Scialom, Exporters,	Salonica.
Guevchenian, H., Exporter,	Samsoun.
Hadjantony, Ant. B., Exporter	Smyrna.
Haldopoulos, N.P., Exporter,	Trebizond.
The Hills Bros. Co., Importers, Beach & Washington Sts.,	New York City, U.S.A.
Hochstrasser & Co., Exporters,	Trebizond.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul,	Constantinople.
Jaburg Bros., 1 & 3 North Street, Importers	New York City, U.S.A.
Kabbaz & Co., P.A., Exporters,	Aleppo.
Karamanoukian & Fils, Garouge, Exporters,	Aintab.
Keun & Co., Alfred A., Exporters,	Smyrna.
Kurkdjian, Habib, Exporter	Aintab.
Lemmi Frères, G., Exporters	Ordou.
Maghak, Fathalla D., Exporter	Baghdad.
Mahokian, A., Exporter	Trebizond.
Manachy & Fils, Yanni, Exporters,	Aleppo.
Palassoff, M.P., Exporter,	Ordou.
Pisani, Alex. C., Exporter	Kerassund.
Pisani, Geo. C., Exporter,	Kerassund.
Reggio, Abel, Importer, 105, Hudson Street	New York City, U.S.A.
Reggio & Co., Ant., Exporters,	Smyrna.
Scialom & Co., Albert, Exporters,	Salonica.
Spathopoulos Frères, P., Exporters,	Kerassund.
Spencer Importing and Trading Co., Importers,	
163 Greenwich St.,	New York City, U.S.A.
Stock & Mou' tain, Exporters, Korassandji Han, Stamboul.	Constantinople.
United Confectioners Supply Co., Importers, Greenwich Str,	New York City, U.S.A.
Whittall, Saltiel Co., Exporters	Salonica.
Whittall & Co., C., Exporters	Smyrna.
Whittall & Co., J. W., Exporters, Kenadjian Han, Stamb.	Constantinople.
Wood & Selich, Importers, Dudson Duane & Thomas Streets	New York City, U.S.A.

Oils (Lubricating, etc.).

American Trading Co., Importers, Noradounj Han, Galata.	Constantinople.
Blockey, Cree & Co., Importers	Baghdad.
Bonja & Co., A., Importers	Aleppo.
Brazzafolli, Max, Importer	Mersine.
Chrissafidès & Georgiadès, Importers, Galata	Constantinople.
Chukur & Aziz, Importers	Baghdad.
Cohen Mordoh & Cie., Importers	Salonica.
Frangakis, Ant. Ch., Importer	Aleppo.
Frangakis & Sinyosoglou, Importers	Adana.
Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul,	Constantinople.
Giraud, O., Importer, Agopian Han, Galata	Constantinople.
Hauser, Jean, Mgr. Société Anonyme pour l'Importation et l'Exportation, Importers, 8 Strada Lipsani	Bucharest, Roumania.
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamb.	Constantinople.
Loutfalla, Georges, Importer	Adana
Matteossian, Leon, Importer, British Post Office Box . . .	Constantinople.
Modiano, Joseph Is., Importer	Salonica.
Modiano & Cie., Levy V., Importers	Salonica.
Tasartes & Barzilaï, Importers, Tohafdj Han, Stamboul .	Constantinople.
Vacuum Oil Co., Exporters	Rochester, N.Y., U.S.A.
Standard Oil Co., Exporters	New York City, U.S.A.
Zarifi, L., Importer, Agopian Han, Galata.	Constantinople.

Oleo Oil.

Amar & Cie., S., Importers, Validé Sultan Han, Stamboul	Constantinople.
Artus, Henri, Importer	Mersine.
Brazzafolli, Max, Importer	Mersine.
Cariciopoulo, Marc C., Importer, 12 Ibrahim Rifrat Han, Gal.	Constantinople.
Chachaty Bros., Importers	Mersine.
Chrissafidès & Georgiadès, Importers, Galata	Constantinople.
Cohen Mordoh & Cie., Importers	Salonica.
Fulias & Cie., Importers, Abid Han, Galata.	Constantinople.
Hammer & Hirzel, Importers, Buyuk Yéni Han, Stamboul.	Constantinople.
Juda & Salmona, Importers.	Salonica.
Matteossian, Leon, Importer, British Post Office Box . . .	Constantinople.
Mill, E. H., Mgr. Strong & Trowbridge Co., Importer, Kutchuk Millet Han, Galata,	Constantinople.
Modiano & Cie., Levi V., Importers	Salonica.
Navarro, Em. Is., Importers	Salonica.
Rowell & Molbo, Importers.	Salonica.
Sarantis Frères, Importers, 19, 20 Omar Abid Han, Galata,	Constantinople.
Seefelder, Hans, Importer	Salonica.
Sourlangas Fils, E. N., Importers, Stamboul	Constantinople.
Suftern & Co., Exporters, 90-96 Wall St.	New York City, U.S.A.
Tasartez & Barzilai, Importers, Tohafdjî Han, Stamboul. .	Constantinople.
Tiano, Henri, Importer	Salonica.
Xanthos, C., Importer,	Salonica.
Zelveian, M & K., Importers	Mersine.
Zarifi, L., Importer, Agopian Han, Galata,	Constantinople.

Olive Oil.

Allendorff Co., J. F., Imp., 11 Market Street, Denckla Bldg.	Philadelphia, U.S.A.
Barff & Co., Ltd., P.G., Exporters,	Smyrna.
Fidao & Co., F., Exporters.	Smyrna.
Gelat, David P., Exporter	Jaffa.
Keun & Co., Alfred A., Exporters,	Smyrna.
Reggio & Co., Ant., Exporters,	Smyrna.
Whittall & Co., C., Exporters,	Smyrna.

Opium.

Barker Bros., Exporters,	Smyrna.
Fidao & Co., F., Exporters,	Smyrna.
Fils de Jacob Scialom, Exporter,	Salonica.
Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, Stamboul,	Constantinople.
Gulbenkian, Parsegh K., Exporter,	Baghdad.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul.	Constantinople.
Ihmsen & Cie., Exporters, Rue Findjandjilar	Constantinople.
Keun & Co., Alfred A., Exporters.	Smyrna.
Lane, R. W., Exporter.	Smyrna.
Lavino & Co., A., Exporters	Smyrna.
Reggio & Co., Ant., Exporters	Smyrna.
Scialom & Cie., Albert, Exporters	Salonica.
Topuz, Jean A., Exporter.	Salonica.
Whittall Saltiel & Co., Ltd., Exporters,	Salonica.
Whittall & Co., J. W., Exporters,	Constantinople.

Optical Goods.

Damiani, Barnabé, Importer,	Jerusalem.
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Otto of Roscs.

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

Paint and Varnishes.

Blum & Levy, Importers,	Jerusalem.
Chrissafidès & Georgiadès Importers, Galata,	Constantinople.
Frangakis & Sinyosoglou, Importers,	Adana.
Kabbaz & Co., Importers,	Aleppo.
Patton Paint Co., Exporters,	Newark, N.J., U.S.A.
Tucker, Thos. C., Imp., 26, Rue Perchembè Bazar, Galata.	Constantinople.

Perfumery.

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

Petroleum.

Feingold, S., Importer,	Jerusalem.
Lykiardopoulos Fils, A., Importers,	Mersine.
Philippou, A., Importer,	Janina, Albania.
Vacuum Oil Co., Exporters,	Rochester, N.Y., U.S.A.
Vacuum Oil Co., Importers,	Jaffa.
Standard Oil Co., Exporters,	New York City, U.S.A.

Physicians and Dentists.

Brautman, Sylvan, Physician,	Salonica.
Malbon, C.F., Dentist, Rue des Petits Champs, 13, Pera, .	Constantinople.

Pianos, Piano Players, Player Pianos, &c.

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

Pipes (Gas, Water, etc.)

Asseo, Mentech M., Importer,	Salonica.
Matteossian, Leon, Importer, British Post Office Box . . .	Constantinople.
United States Steel Products Co., Exporters, 30 Church St.,	New York City, U.S.A.

Playing Cards.

U.S. Playing Card Co., Exporters,	Cincinnati, U.S.A.
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Printing Paper.

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

Pumps.

Altitzoglou Fils, J., Importers,	Mersine.
Asseo, Mentech M., Importer,	Salonica.
Avedissian & Kechichian, Importers,	Adana.
Damien, Joseph, Importer,	Baghdad.
Flint & Walling Mfg. Co., Exporters, Kendallville,	Indiana, U.S.A.
Frangakis, Ant. Ch., Importer,	Aleppo.
Frangakis & Sinyosoglou, Importers,	Adana.
Loutfalla, Georges, Importer,	Adana.
Mouradyan Frères, P.J., Importers, Rue Mahmoudié, Galata	Constantinople.
Rumsey & Co. Ltd., Exporters, Seneca Falls,	New York State, U.S.A.

Road Making Machinery.

Buffalo Steam Roller Co., Exporters, Buffalo, U.S.A.

Rubber Goods.

Faultless Rubber Co., Exporters, Ashland, Ohio, U. S. A.
 Varbetian, L. & L., Importers. Smyrna.
 Damiani, Barnabé, Importer Jerusalem.
 Dasho, Yakoub G., Importer Aleppo.
 Hananel, N. B., Importer, Xanthopoulo Han, Stamboul. . Constantinople.
 Hindie Frères, Importers. Aleppo.
 La Fontaine Bros Ltd., Importers, Gulbenkian Han, Stam. Constantinople.

Safes.

American Trading Co., Importers, Noradoungh Han, Galata. Constantinople.
 Audi & Frères, S., Importers. Beirut.
 Frangakis, Ant. G., Importer Aleppo.
 York Safe & Lock Co., Exporters, 55, Maiden Lane. . . . New York City, U.S.A.

Saw Mill Machinery.

Farquhar, A. B., & Co., Exporters, Cotton Exchange Bldg. New York City, U.S.A.

Sesame Seed.

Gelat, David P., Exporter Jaffa.
 Simeonoglou, Aristidès, Exporter Adana.

Sesame Seed Oil.

Naccache & Fils, Ibr., Exporters Mersine.
 Zelveian, M. & K., Exporters. Mersine.

Sewing Machines.

Kevork Skender, K. & D., Importers. Baghdad.
 Lambichi, M. E., Importer. Smyrna.
 Sadullah & R. Levy, Importers, Mahmoud Pacha, Stamboul Constantinople.
 Singer Manufacturing Co., Exporters. New York City, U.S.A.

Shipping Agents.

Alevra, D. G. Smyrna.
 Archipelago American Steamship Co. Smyrna.
 » » » » Constantinople.
 Artus, Jean Mersine.
 Barff & Co., Ltd., P. G. Smyrna.
 Cunard Steamship Co., Tchinili Rihtim Han, Galata, . . . Constantinople.
 Curmusi, Theo. N., Tchinili Rihtim Han, Galata, Agent for Austro-American S.S. Line & Achaia S. S. Co., . Constantinople.
 Eliades & Mouka, Smyrna.
 Farwagi, E., & Fils Jaffa.
 Fli Cauchi, Salónica.
 Hancock & Wood Patras. Greece.
 Hochstrasser & Co., Samsoun.
 Keubler, Jona. Jaffa.
 Louisides & Co., P. J., Larnaca, Cyprus.
 Marassoglou, V., Arabian Han, Galata, . . . Constantinople.
 Mavrommati, André, Mersine.
 Maulwurf, E., Salónica.
 M. Mewes, General Agent for Norddeutcher Lloyd, Rue Charab Iskelessi, 7-9, Galata . . . Constantinople.
 Nahama & Co., Salónica.
 Palassoff, M.P., Ordou.

Philippou, A.,	Janina, Albania.
Phostiropoulo Frères,	Trebizond.
Rees & Co., Ltd., T. Bowen,	Smyrna.
Reppen, Theo., Arabian Han, Galata.	Constantinople.
Rowell & Molho,	Salonica.
Theodoridi & Co.	Braila. Roumania.
Seager & Co., Walter, Tchinitli Rihtim Han, Galata,	Constantinople.
Whittall & Co., C.,	Smyrna.
Yannoulato, Ant. G., Abid Han, Galata,	Constantinople.

Ship Chandlery.

Artus, Jean,	Mersine.
Flutti, Nicholas,	Mersine.

Shoe Polishes (Polishing Sets, etc.)

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

Bekhor, Showa, Importer,	Baghdad.
Belart Lanz, F., Exporter, Ihsan Bey Han, Stamboul,	Constantinople.
Fulias & Co., Exporters, Abid Han, Galata	Constantinople.
Sayegh & Fils, A. P., Exporters,	Alexandretta.
Zehnder, J.U., Exporter, Koudros Han, Stamboul,	Constantinople.

Skates (Roller).

Samuel Winslow Skate Manufacturing Co., Exporters,	Worcester, U. S. A.
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Skins, Hides and Furs.

Abdul Kader El-Khedery, Exporter,	Baghdad.
Apikian & Co., Exporters,	Baghdad.
Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamboul	Constantinople.
Austro-Oriental Trading Co., Ltd., Exporters,	Baghdad.
Cambitoglou, Ant., Exporter,	Salonica.
Chachaty Frères, Exporters,	Mersine.
Damien, Joseph, Exporter	Baghdad.
Parsegh G. Essefian, Exporter, 28 Khorassandji Han, Sirkedji, Stamboul,	Constantinople.
Fresco, Aslan, & Sons, Exporters, Ladjivert Han, Galata	Constantinople.
Hannania & Son Showa, Joseph, Exporters.	Baghdad.
Hecht, Emil, Importer & Exporter, Angora Han, Stamboul,	Constantinople.
Ihmsen & Co., Rue Findjandjilar, Stamboul	Constantinople.
Isaac di Haim Hassan, Exporter,	Tripoli-in-Barbary.
Jeboury, Beythoum, Exporter,	Baghdad.
Kasbarian, N., Buyuk Kiritli Pasha Han, Stamboul.	Constantinople.
Langridge, F.F., Exporter,	Baghdad.
Lynch & Co., Steven, Exporters,	Baghdad.
Mahokian, A., Exporter.	Trebizond.
Manuelian, H., & Co., Exporters	Mersine.
Maulwurf, E., Exporter,	Salonica.
Messayeh, Joseph J., Exporter,	Baghdad.
Modiano, Saul Is., Exporter,	Salonica.
Nahulm, H. di P., Exporter,	Tripoli-in-Barbary.
Nemi Zade Frères, Exporters,	Trebizond.
Oriental Skin Co., Exporters, Khorassandji Han, Stamboul,	Constantinople.
Sarfati, Joseph, Exporter, Rezvan Han, Stamboul,	Constantinople.
Schamasch, Gourgie & Co., Exporters	Baghdad.
Stock & Mountain, Exporters, Khorassandji Han, Stamboul,	Constantinople.
Xanthos, C., Exporter,	Salonica.

Soap.

Allendorff Co., J.F., Imp., 11 Market Street, Denckla Bldg.,	Philadelphia, U.S.A.
Errera, Isaac G., Importer,	Salonica.
Loir, Edouard, Importer	Beirut.
Modiano Frères & Fils, Isaac, Importers,	Salonica.
Modiano & Co., Levy V., Importers,	Salonica.

Starch and Glucose.

Errera, Isaac G., Importer,	Salonica.
Corn Products Refining Co., National Starch Co.,	New York City, U.S.A.

Stationery

Bekhor, Showa, Importer,	Baghdad.
Economic Co-operative Society Ltd., Importers,	Constantinople.
Matteossian, V.H., Importer, American Bible House, Stamb.	Constantinople.
Modiano Frère & Fils, Isaac, Importers,	Salonica.
Siev, Joseph, Merchant,	Jerusalem.
Société Commerciale du Levant, Importers,	Salonica.

Sugar.

Wm. Hills, Jr. & Co., Importers,	Bassoarh.
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Telegraph Service.

The Bell Telephone Mfg. Co.,	Antwerp.
Western Union Telegraph & Cable Company,	New York City, U.S.A.

Telephone Supplies.

Western Electric Co., Exporters, 463 West St.	New York City, U.S.A.
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Tobacco.

Adamopoulo, A.C., Exporter,	Smyrna.
African Cigarette Co., Ltd., The, Exporters, 8 A Lycourgos St.	Athens, Greece.
American Tobacco Co., Importers, 111, 5th Ave.,	New York City, U.S.A.
Nemli Zadé Frères, Exporters,	Trebizond.
Drucklieb, C., & Co., Importers.	New York City, U.S.A.
Drucklieb, C., & Co., Exporters.	Cavalla.
Pirocacco, Christo, Exporter,	Smyrna.
Serefas, D., Exporter,	Salonica.
The Surbrug Co., Importers	New York City, U.S.A.

Turkish Delight.

Sellar & Co., A.W., Exporters, Altiparmak Han, Stamboul.	Constantinople.
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Typewriters and Supplies.

Edwards & Sons, Importers, Dilziz Zadé Han, Stamboul, .	Constantinople.
Kouroubalekian, Khosrof, Importer, Tchetcheyan Han, Galata	Constantinople.
Lambichi, M.E., Importer,	Smyrna.
Monarch Visible Typewriter Co., Exporters, 300 Broadway,	New York City, U.S.A.
Nowill & Co., Sidney, General Agents for Turkey of the Remington Typewriter Co. of New York, Kevork Bey Han, Galata	Constantinople.

Valonia.

Elmassian, Djanik, Exporter,	Smyrna.
Emmanuel & Co., Exporters,	Smyrna.
Hamparzum, Aram, Exporter,	Smyrna.
Whittall & Co., Exporters,	Smyrna.

Wind Mills.

Flint & Walling Mfg. Co., Exporters, Kendallville,	Indiana, U.S.A.
Mouradyan Frères, B.J., Importers, Rue Mahmoudié, Galata	Constantinople.

Wines and Liquors.

Abdulkader El-Khederi, Exporter,	Baghdad.
Asseo, Mentech M., Importer,	Salonica.
Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata.	Constantinople.
Cambas, André P., Manufacturer & Exp. 10 Rue Philhellènes	Athens, Greece.
Enriquez, Clement, Importer,	Baghdad.
Wm. Hills Jr., & Co., Importers	Bassorah.
Navarro & Mijan, Importers,	Salonica.
Palestine Wine Co., Exporters, 727 W. 14th. St.	Chicago, Ill., U. S. A.
Reggio & Co., Ant., Importers,	Smyrna.
Sadullah & Robt. Levy, Importers, Stamboul,	Constantinople.
Schamasch, Gourgi & Co., Importers,	Baghdad.
Rothschild, Zalel, Importer,	Jerusalem.

Wire (barbed, plain, etc.)

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

Apikian & Co., Exporters,	Baghdad.
Arsen & Co., A. G., Exporters, Gulbenkian Han, Stamboul,	Constantinople.
Artus, Henri, Exporter	Mersine.
Austro-Oriental Trading Co. Ltd., Exporters	Baghdad.
Blockey, Cree & Co., Exporters	Baghdad.
Cambitoglou, Ant., Exporter	Salonica.
Chachaty Frères, Exporters.	Mersine.
Chukur & Aziz, Exporters	Baghdad.
Elishaa, Nessim, Exporter	Baghdad.
Elowe, Raphael J., Exporter	Baghdad.
Forino Co., Importers, 143, Federal Street	Boston, Mass, U. S. A.
Fresco, Aslan & Sons, Exporters, Ladjivert Han, Galata. .	Constantinople.
Gazalé, N. F., Exporter	Aleppo.
Gelat. David P., Exporter	Jaffa.
Gulbenkian Bros. & Co., Exporters, Stamboul	Constantinople.
Gulbenkian, Parsegh K., Exporter.	Baghdad.
Hecht, Emil, Exporter, Angora Han, Stamboul	Constantinople.
Hindie, Elias, Exporter	Aleppo.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul .	Constantinople.
Ihmsen & Co., Rue Findjandjilar, Stamboul	Constantinople.
Isaac di Haim Hassan, Exporter.	Tripoli-in-Barbary.
Jacob di Haim, Exporter	Tripoli-in-Barbary.
Jeboury, Beythoum, Exporters	Baghdad.
Kasharian, N., Exporter, Buyuk Kiritli Pasha Han, Stamb.	Constantinople.
Keun & Co., Alfred A., Exporter	Smyrna.
Khalil Nouné & Co., Exporters	Aleppo.
Klonsky Alias, Exporter	Hebron.
Kouyoumdjian, Hagop, Exporter	Baghdad.
Lavino & Co., A., Exporters	Smyrna.
Lemmi Frères, G., Exporters	Ordou.
Langridge, F. F., Exporter	Baghdad.
Lynch & Co., Stephen, Exporters, Baghdad	Baghdad.
Marcopoli & Co., V., Exporters	Aleppo.
Manuelian, H., & Co., Exporters	Mersine.
Maulwurf, E., Exporters	Aleppo.
Messayeh, R. D., Exporter	Baghdad.
Modiano, Saül Isaac, Exporter.	Salonica.
Oriental Skin Co., Exporters, Khorassandji Han, Stamboul	Constantinople
Ovanessoff, Stephen, Importer	Baghdad.
Palassoff, M., Exporter.	Ordou.

Sarfati, Joseph, Exporter	Salonica.
Schamasch, Gourgie, & Co., Exporters	Baghdad.
Serefas, D., Exporter	Salonica.
Stock & Mountain, Exporters, Khorassandji Han, Stamboul.	Constantinople.
Whittall & Co., J. W., Exporters	Constantinople.
Zelveian, M. & K., Exporters	Constantinople.

Wrapping (Waterproof).

The Angier Mills, Manufacturers and Exporter	Ashland, Mass, U. S. A.
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List of Non Classified Members.

Aaron Aaronsohn, Agricultural Experiment Station	Haifa, Syria.
Anderson, Samuel, Treasurer, Robert College ,	Constantinople.
Banning, Hubert, American Consular Service	Constantinople.
Binda, John L., American Consular Service	Salonica.
Bowen, Marcellus, Agent, American Bible Society	Constantinople.
Braggiotti, Geo. M., Mines and Forests	Constantinople.
Brill, A.	Jaffa
Chester, A. T., Ottoman-American Development Co.	Constantinople.
Cook & Son, Thos., Tourist Agents	Constantinople.
Damon, Theron J., Journalist	Constantinople.
Davis, D. A , Secretary Y. M. C.A, American Bible House,	Constantinople.
Frankfurt, M., 200 Produce Exchange	New York.
Gates, C. F., President, Robert College	Constantinople.
Heisman, Sam.	Jaffa.
Heizer, Oscar S., American Consular Service	Constantinople.
Jackson, Jesse B., American Consular Service	Aleppo.
Jewett, Milo A., American Consular Service.	Trebizond.
Lapin, Aaron	Jaffa.
Lapin & Hurwitz	Jaffa.
Masterson, William W., American Consular Service,	Harput.
Memminger, Lucien, American Consular Service,	Smyrna.
Moussa & Co., Selim,	Jaffa.
Nathan, Edward I., American Consular Service,	Mersine.
New London Business Men's, Association. New London, Conn., U. S. A.	
Peet, W.W., Treasurer, American Missions.	Constantinople.
Protopazzi Bros., 32, Fenchurch Ave.,	London.
Ravndal, G. Bie, American Consular Service	Constantinople.
Rubin, Samuel, Promoter,	Jerusalem.
Sachs, E.	Colonie Rehoboth, Jaffa.
Sachs, M., Farmer,	Rehoboth near Jaffa.
Theodoridi, C.A., American Harbor Master,	Constantinople.
Ward, William E.D., American Consular Service,	Harput.



Summary of Members by Districts.

Albania	2	Holland	1
Aleppo.	24	Jerusalem	28
Baghdad	30	Mersine	20
Beirut	2	Roumania	2
Bulgaria	1	Salonica.	53
Constantinople.	96	Smyrna.	51
Cyprus.	1	Trebizond	26
England	1	Tripoli-in-Africa.	6
Germany.	1	United States of America	68
Greece	6		
Harput.	2	Total.	422

